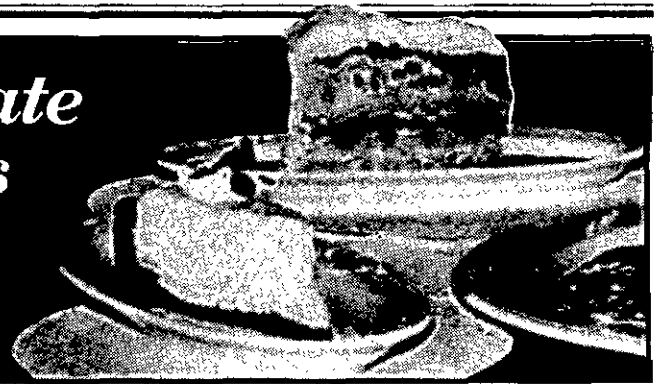


Chocolate lovers unite

See Family Section
Page 21



Vol. XXXVIII No. 37

The weekly newspaper serving the Towns of Bethlehem and New Scotland

February 9, 1994

50¢

If you can't beat it ...



Although he'd rather be playing tennis, George Matthews of Glenmont gets ready to tackle the trails at Five Rivers. *Hugh Hewitt*

Kaplowitz reviews IDA remuneration

By Mel Hyman

Over the last few years, much has been made about the fees paid to lawyers for their work on Industrial Development Agency projects—particularly when those lawyers were politically connected.

In Bethlehem, Town Attorney Bernard Kaplowitz, who chairs the town Republican Committee, has served as IDA counsel since 1980. Rather than keeping his fees secret, as has been the habit of other area IDA lawyers, Kaplowitz has willingly made public his remuneration for all six of the projects approved by the town IDA.

The largest industrial development project in the state's history—the \$280 million Selkirk cogeneration plant—netted \$49,830 for the law firm of DeAngelis,

Kaplowitz, Murphy, Runion, Fritts & Whiting. Kaplowitz said he does the vast majority of the IDA work himself.

Kaplowitz said other IDA attorneys often negotiate a fee of one-quarter to one-half percent of the project cost. At that rate he could have negotiated a fee upward of \$675,000.

"I couldn't justify that," Kaplowitz said. "I only bill for the amount of work done and for this particular project it amounted to about 302 work



Kaplowitz

□ IDA/page 18

N. Scotland farmers reap reward for labor of love

By Mel Hyman

It came as something of a surprise for Colleen Stanton when she and her husband, Tim, were recently named Outstanding Young Farmers of the Year by the New York State Junior Chamber of Commerce.

That's because in the Albany County area, there just aren't many young people

in agriculture, she said. "It usually goes to farmers in the western part of the state."

Colleen's husband Tim, 31, was on the road most of last week, scouring parts of Canada for straw. Hay and straw are the mainstays of their business, and 1993 wasn't the best of years on their Feura Bush farm.

"It was a tough season for us because it was so dry," Tim said. But the Stantons have many customers throughout New England who depend on them for high-quality hay, so the search goes on.

You can't make excuses to the dairy farmers who rely on high-quality feed for their cows and beef cattle, Colleen explained. "We have a farm in Columbia County that has over 600 milking goats." They expect the hay to be available or the goats can get downright ornery.

Whenever you have a profession that depends on something as fickle as the weather, it's certainly a challenge. But the Stantons—and their four young children—are in for the long haul.

"You get people who say 'I feel sorry for you,' but we're outdoors people. We enjoy



Tim Stanton

□ FARMERS/page 18

Scouts fact sheet counters cookie critics

By Susan Graves

A cookie fact sheet will be used to defuse some of the confusion about the annual Girl Scout fund-raiser.

The problem came up following a recent "Eye to Eye" TV program, hosted by Connie Chung, suggesting that most of the money raised by Girl Scout cookie sales doesn't go to local troops or councils.

"It was very misleading," said Sue Downing, communications marketing coordinator for the Hudson Valley Girl Scout Council, which covers Albany, Rensselaer, Columbia, Greene and southern Saratoga counties. Consequently, fact sheets that explain where cookie money goes will be available at upcoming booths.

Because of the report, Downing said, some local Girl Scouts were confronted while conducting booth sales recently. "People were rude to them," she said. "It made us realize how misunderstood the cookie sale is."

"Scouting is not just about cookies, and each council is independent," said Down-

ing, who added that the Chung report, which dealt with cookie sales in Connecticut, "really blew it out of proportion."

She said some people were so angry that they even swore at the Scouts selling cookies.

Proceeds from the Hudson Valley council's \$3-per-box cookie price is divided as follows:

- Eighty-four cents goes to pay the cookie company.

- Thirty cents goes to individual troop treasuries.

- Twenty-two cents goes toward cookie credits. Girl Scouts, for example, can earn

□ COOKIES/
page 18



Troop 901 Girl Scouts, from left, Lalani Davis, Alexandria Dickson, Yarnell Strickland and Sophia Avery sell cookies at the Elsmere Grand Union. Sales are up despite the recent brouhaha over cookies. *Hugh Hewitt*

Cops nab suspects

Bethlehem Police arrested two burglary suspects last week.

On Wednesday, Feb. 2, they arrested a Clarksville woman in connection with the recent burglary of a South Street residence in South Bethlehem.

Cheryl An Kot, 40, of Delaware Turnpike, was charged with second-degree burglary and petty larceny. She allegedly stole about \$150 in cash while inside the home.

Police found a trail of blood inside the house that they said was caused by the burglar entering through a broken window panel.

Kot was arraigned on the felony burglary charge before Town Justice Peter Wenger and remanded to the Albany County Jail to await a bail application hearing.

On Monday, Jan. 31, police arrested a 17-year-old Glenmont man in connection with an early January burglary at a construction site on Bender Lane.

David Webb, of West Bayberry Road, was charged with two counts of third-degree burglary and one count of petty larceny. He allegedly entered two buildings under construction and stole a number of items including power tools, said Police Lt. Frederick Holligan.

Merchants beware

A rash of shoplifting incidents has hit the Town of Bethlehem.

Police caution that people should think twice before risking

People should think twice before risking the pain and embarrassment that accompany arrest and prosecution.

the pain and embarrassment that accompany arrest and prosecution should you get caught.

"It's been a constant problem,"

said Police Lt. Frederick Holligan. "We get them in almost every day. Sometimes several in a day. At the Grand Union, K-mart, Ames—all over town. A lot of smaller businesses are affected as well."

Some of the offenders come from Albany, although an increasing number come from the town and neighboring communities.

The merchants in town are "not at all reluctant to prosecute," Holligan said. Petit larceny is a misdemeanor, and depending on the price of the stolen goods, grand larceny charges could be filed.

Conviction can lead to jail time, a fine or many hours of community service. "It's something they ought to think about before they stick something into their pocket or purse," Holligan said.

Deputies make two DWI arrests

Sheriff's deputies from the Voorheesville patrol arrested two men for driving while intoxicated over the weekend.

A head-on crash Saturday with an allegedly drunken driver left a Feura Bush man and his two daughters shaken, but apparently all right.

John Bintz and his daughters, Stephenie and Jacqueline, were on their way to the Family Night at the Clarksville firehouse when they ran head-on into a car driven by Dale Catellier around 7:15 p.m. on Lower Flat Rock Road in New Scotland.

Catellier, 30, of 74 Verda Ave., Clarksville, was arrested after he fled the scene of the accident.

Catellier was found a short distance away hiding under a vehicle, police said. He was charged with DWI, leaving the scene of a personal injury auto accident, failure to keep right and no seat belt.

Catellier was taken to Albany Medical Center Hospital, where he was treated and released. He is due in New Scotland town court to answer the charges at a later date.

Bintz and his daughters were treated for minor injuries at the scene. Their lack of serious injuries was due to their being "all buckled in," according to Bintz's wife, Michele.

Deputies also arrested a Cohoes man for DWI on Route 85 in Bethlehem on Saturday, Feb. 6.

James W. Johnson, 20, of 154 Mohawk St., was stopped for a traffic infraction, then charged with DWI, police said.

He is due to appear in Bethlehem town court to answer the charges on March 29.

Businesswomen slate Delmar dinner meeting

The Bethlehem Business Women's Club will hold a meeting at the Normanside Country Club in Delmar on March 2, beginning with dinner at 6:30 p.m.

SPECIAL OFFER
ENDS FEBRUARY 28TH!!

Only 3 Weeks Left
to get a 1 year subscription to
THE SPOTLIGHT FREE

When you subscribe or renew your subscription for two years you will receive The Spotlight for 3 years — 156 issues and

SAVE \$24⁰⁰

Subscription rate in Albany County:
2 years, 156 issues, \$48
(Get 3rd year FREE & SAVE \$24.)

Outside Albany County:
2 years, 156 issues, \$64
(Get 3rd year FREE & SAVE \$32.)

LAST CHANCE

THE SPOTLIGHT

☐ One Year Only
52 Issues — \$24.
Out-of-County — \$32.

☐ Two Years - Get 3rd Year FREE!
156 Issues — \$48.
Out-of-County \$64

☐ New Subscription

☐ Renewal Subscription

☐ Check enclosed

or phone it in: ☐ Mastercard ☐ Visa

Card No. _____ Exp. date _____

Name _____

Address _____ City, _____

State, Zip _____

Phone _____

Send to: The Spotlight, P.O. Box 100, Delmar, NY 12054 (518) 439-4949

If you are not completely satisfied the unused portion of your subscription will be refunded!

Subscriptions are fully transferable to a new address or a new subscriber.

Subscriptions can be stopped when you go on a vacation and the expiration will be extended by the number of copies missed.

THE SPOTLIGHT
Subscribe Today!

The car alarm that hasn't kept quiet about its success.



Police say the best crime deterrent is usually a loud noise. If that's so, Quorum's VA-190 Vehicle Alarm is the best there is. Plugged into your lighter, it will blast 103dB (minimum) if anyone tries to break in. The secret is its ability to detect subsonic waves. Only Quorum gives you that kind of technology and security. **Quorum Securing Life**

Contact your Quorum Independent Distributor

STEPHEN KAPLAN
AM 439-1446
PM 439-0706

School board gets first look at budget

By Dev Tobin

On first glance, the preliminary Bethlehem Central School District budget for 1994-95 will raise expenditures 5 to 7 percent, according to Superintendent Leslie Loomis.

The school budget season at BC formally got under way last week as Loomis presented the "fundamental operating budget," with suggested additions, to the school board.

The preliminary budget represents the administration's estimate of what spending on current-year programs will be next year. Most of the recommended additions are necessary to cope with increased enrollment, particularly at the middle school and high school levels, Loomis said.

The proposed increase in spending is "much lower than in past years, and particularly small" considering that more than 100 additional students will be attending district schools next year, he said.

The basic budget calls for spending \$35,353,265 next year, an increase of \$1,603,419 (4.75 percent) over this year. "Priority 1" additions would increase that by \$447,350 (1.3 percent), and "Priority 2" additions would add another \$207,400 (.6 percent).

The first priority additions would fund two elementary special education aides, 2.8 middle school teachers, two high school teachers (one in special education), a technology coordinator and 1.4 technology aides, \$50,000 more for instructional equipment, \$10,000 more for textbooks, \$30,000 for increasing substitute teachers' pay \$10 a day and new programs for at-risk kindergarten and middle school students and staff development in the technology area.

The second level of additions would fund 3.2 more teachers in

the middle school, another teacher at the high school, and two part-time special education and counseling positions at the middle school.

Loomis was reluctant to estimate how much the preliminary budget would hike the district's property tax rate because "the revenue picture is always the least certain part of the budget."

Three major areas of uncertainty — state aid, growth in assessed value and fund balance carried over from the previous year — make forecasting a tax rate at this time impossible, he said.

The state aid picture looks brighter than usual for this time of the year, with the governor's proposed budget calling for \$386,446 more in aid to BC. In previous years, the governor's proposal for aid to public education has been increased by the state Legislature.

More detail on specific parts of the budget will be offered at upcoming board work sessions as follows:

- Operations and maintenance, transportation, benefits, insurance and debt service, tonight, Feb. 9, at 7 p.m. (Priority additions in the transportation and operations and maintenance areas will be discussed at this meeting.)
- Special education and BOCES, Wednesday, Feb. 16, at 8 p.m.
- Instructional staff and programs and athletics, Wednesday, March 2, at 8 p.m.
- Equipment and revenue, Tuesday, March 8, at 7 p.m.

Board meetings on March 16 and 23 will be devoted to discussion and decisions on the budget, with final board adoption planned for March 30. The public hearing on the budget will be April 13, and the budget goes to the voters on May 4.

Water due for Bender Lane

The Bethlehem Town Board tonight will consider a request from Public Works Commissioner Bruce Secor to OK construction of a water district extension for Bender Lane.

While most of Bender Lane has municipal water, there is a portion between routes 9W and 32 that

does not.

The residents along the stretch without water have been lobbying for a service extension for about 10 years.

"Unfortunately, there were never enough homes down there for the residents to pay for the work themselves," Secor said.

With continuing development in the area and the arrival of the Meadows subdivision, now under construction, an extension of the water district has now become feasible.

The developers of the Meadows project have agreed to underwrite 90 percent of the cost of the one-mile extension by issuing a letter of credit for \$270,000, Secor said.

If bonding is approved by the town board, the project could go to bid later this month and construction could start in the spring.

Voorheesville Valentines



Michael and Mary Beth Dineen prepare Valentine cards for residents of area nursing homes and hospital patients at Saturday's Valentine Heartline, sponsored by Friends of the Voorheesville Library.

Hugh Hewitt

Shared decision-making on hold

By Dev Tobin

The Bethlehem Central School District will be at least a month late in submitting its shared decision-making plan to the state Education Department, the school board learned last week.

The committee of teachers, administrators and parents that has been working for the past 18 months on the plan wants to resolve issues surrounding the authority of site-based, shared decision-making teams at each of the district's seven schools, according to Superintendent Leslie Loomis.

The committee's plan was tabled at the Jan. 19 school board meeting after five board members

wanted to amend it to provide formal participation of high school students on that school's site-based team.

For the committee, the basic issue is how often and under what criteria would the school board override decisions made by the site-based teams, Loomis said.

As for missing the Feb. 1 deadline for submission to the state, he said, "All kinds of districts across the state have not submitted their plan yet."

Also, Loomis recommended that board and committee members attend a workshop on "Working with Site-based Committees" on Wednesday, March 9, in Colonie, then work to iron out the final

details of the plan.

The evening workshop is jointly sponsored by the New York State School Boards Association and the National Education Association of New York at the Marriott Hotel on Wolf Road.

In other business, Loomis told the board that, with two snow days so far and only one built into the calendar, the district would consider a spring conference day a day of attendance, which is permitted by state regulations.

Also, Loomis announced that Elsmere Elementary School physical education teacher Peter Hogan is the Eastern District nominee for national physical education teacher of the year.

New Scotland to fight CLT lawsuit

By Dev Tobin

Last year's controversial New Scotland reassessment is headed for court, as the company that did the reassessment has sued for the balance of its fee plus \$250,000 in damages for defamation.

The Cole-Layer-Trumble Co., through its local attorney Robert Ganz of Albany, is suing to recover the final payment for the reassessment work (\$19,128), which the town board had withheld due to concerns about the accuracy and timeliness of the work.

A memorandum from David Murphy, a lawyer retained by the town to review CLT's work, is the basis of the defamation charge.

CLT's complaint claims that Murphy's memorandum was "injurious ... in that it tended to impute to Plaintiff (CLT) a lack of skillfulness, competency and ethical behavior. ..."

CLT's complaint alleges that the town voluntarily distributed the Murphy memorandum "solely as a political maneuver to improve the imminent electoral prospects of the Democratic Town Board slate of candidates."

Murphy's memorandum strongly questioned CLT's work, but was "a statement from counsel to client" advising of possible courses of action, according to Town Attorney John Biscone.

The CLT charge of voluntary dissemination is without merit since the town evidently released the memorandum as a public record subject to the Freedom of Information Law, Biscone said.

"I don't understand the basis of their (defamation) cause of action," Biscone said.

The town will retain Roger Cusick, a law partner of Murphy's, to respond to the CLT suit, Bis-

cone said. "I'm surprised and saddened that CLT has made this a confrontational matter, which will be expensive for both sides."

Town Democrats, led by Supervisor Herb Reilly, criticized the reassessment project during last fall's election campaign. Reilly won re-election and three other Democrats also won town board seats, creating the first all-Democratic town board ever in New Scotland.

Reilly stands by his criticism of CLT. "I feel strongly that they didn't deliver on the product."

Despite the lingering controversy in New Scotland, Tony Norce of CLT said the firm's current work in the city of Albany is going smoothly.

"The cooperation by the public and the city has been nothing but excellent," Norce said. "I don't even hear it (the New Scotland controversy) mentioned."

INDEX

Editorial Pages.....	6-9
Obituaries.....	20
Weddings.....	19
Sports.....	16-17
Neighborhood News	
Voorheesville.....	14
Selkirk/South Bethlehem.....	12
Family Entertainment	
Business Directory.....	27
Calendar of Events.....	22-25
Classified.....	25-27
Crossword.....	22
Martin Kelly.....	23

Jump for joy



Nicole Hill enjoys jumping on a mini-trampoline as her brother Adam looks on during Saturday's pizza party sponsored by the Tri-Village Nursery at the First United Methodist Church of Delmar.

Elaine McLain

New owner has Delmar radio station on the air

By Mel Hyman

When William Selwood sold K-Lite 101 and WABY back in 1990, he had to abide by a covenant prohibiting him from operating another Capital District radio station for three years.

The three-year restriction expired last year and Selwood wasted no time re-entering the market. He worked out a deal in September to purchase WRAV, a Delmar radio station that filed for Chapter 11 bankruptcy proceedings citing more than \$1 million in debt.

"Basically, my deal is that I pay the former owner to operate the station for a period of three years," Selwood said. "At the end of that time, there will be a purchase although it could happen anywhere along the line."

The operating agreement has "nothing to do with the bankruptcy," he said. "(Former station owner) Jeff Busch's company is not the station on the air."

The first order of business was to change the call letters to WEMX. That's 94.5 on your FM dial if you're not familiar with it yet. And Selwood has carefully tried to carve out a niche for the fledgling station on an already crowded FM band.

Selwood, who moved to the Capital District in 1980 from Philadelphia, was eager to back into



William Selwood hopes to revive Bethlehem's only radio station as WEMX, featuring adult contemporary music.

Mel Hyman

the media business. "There are some things you just can't stay out of. There's always the challenge of taking a station to the next step. I will never be able to duplicate the success I had with K-Lite because the market is so much more competitive now, but there is room for a fair amount of success with it."

The target group the station caters to is women between the ages of 25 and 44. That's the audience that gravitates to the musical mix offered up by live morning shows and satellite programming later in the day.

"We're actually an alternative

to K-Lite and WFLY," Selwood said. "We're a lot more upbeat than the mellow sound of 101 and not quite as high energy as the dance and rap thing" heard on FLY-92.

In the scheme of things, WEMX will be right in the middle between "Hot Adult Contemporary" and "Soft Adult Contemporary."

The station will remain at its current location at 333 Delaware Ave., right next to the Tri-Village Hardware store.

The 3,000-watt station, which is licensed to Ravena, can be heard throughout the Capital District on a 24-hour basis.

RCS accepts bids for school additions

Additions to A.W. Becker and Pieter B. Coeymans elementary schools will begin in the spring, after bids for the work were formally accepted by the Ravena-Coeymans-Selkirk school board this week.

The project, approved by the voters for \$5.8 million in a February 1993 referendum, will add 10 new classrooms at each school and permit the closing of the antiquated Ravena Elementary School.

Overall, the district will gain four classrooms after closing Ravena. All classrooms will now meet state space requirements.

The project costs now total \$5,685,474, with asbestos removal (estimated at \$40,000) being re-bid because the one bid received was judged to be too high.

State aid will cover about 65 percent of the project's costs, district official said. The interest on the bonds for the project is estimated to be between 3 and 3.5

percent. Construction should be completed by July 1995, and the additions should be ready for pupils in September 1995.

The winning bidders were: general construction, Malone & Tate Builders of Albany, \$3,635,150; plumbing, Mazzone Plumbing and Heating of Delmar, \$308,829; heating and ventilation, Digesare Mechanical of Schenectady, \$721,300; and electrical, Kasselman Electric of Albany, \$443,471.

"The Academy of the Holy Names is worthy of being a Blue Ribbon School. Test scores... demonstrate the school's academic strength. The school should be commended for making community service a requirement. The Academy of the Holy Names is a school with a lively, wholesome atmosphere of which it should be proud."

— U.S. Department of Education Blue Ribbon Schools National Review Panel



The Academy of the Holy Names

Girls' Kindergarten through Grade 12 • Co-ed Pre-Kindergarten
A Recognized School of Excellence

OPEN HOUSE: Thursday, February 17 • 7:00 p.m.

1073 New Scotland Road • Albany, New York 12208 • (518) 438-7895

PET EXP '94



World's Largest Traveling Childrens Petting Zoo

SAT., FEB. 12 10-8 & SUN., FEB. 13 10-7
New Scotland Avenue Armory
130 NEW SCOTLAND AVE. • ALBANY
(ACROSS FROM ALBANY MEDICAL CENTER)

FUN FOR THE WHOLE FAMILY • EDUCATIONAL

ENTERTAINING • PET & FEED THE ANIMALS

INDOOR HEATED BUILDING • LIVE ANIMAL RIDES

KIDDIE RIDES • FREE PARKING

General Admission: Adults \$5.00

Children Ages 2-12 \$3.00, 2 & Under Free

* Additional Charge for Rides

TOLL FREE INFO: 1-800-248-4738

Back
By Popular
Demand!

Police to offer safety tips

By Susan Graves

Anyone who has ever been at the scene of an accident where children are hurt knows how important it is to protect them when they're inside a vehicle.

And Bethlehem Police Officer Jeffrey Vunck is well aware of what can happen when children are not riding in a safety seat or are riding in a seat that is improperly installed.

Because of the consequences, Vunck always enforces the safety seat law, no matter what excuse the adult in the car has for taking a child out of the seat.

"Some say the child needs comfort or to be fed," and that's why they're sitting on the adult's lap. But that just doesn't cut it with Vunck.

"My concern is safety," he said, "If you have to tend to a child, stop and pull off to the side of the road. ... It takes only a split second to have an accident. You're not really protecting the child by holding him — you're increasing his chances of being hurt."

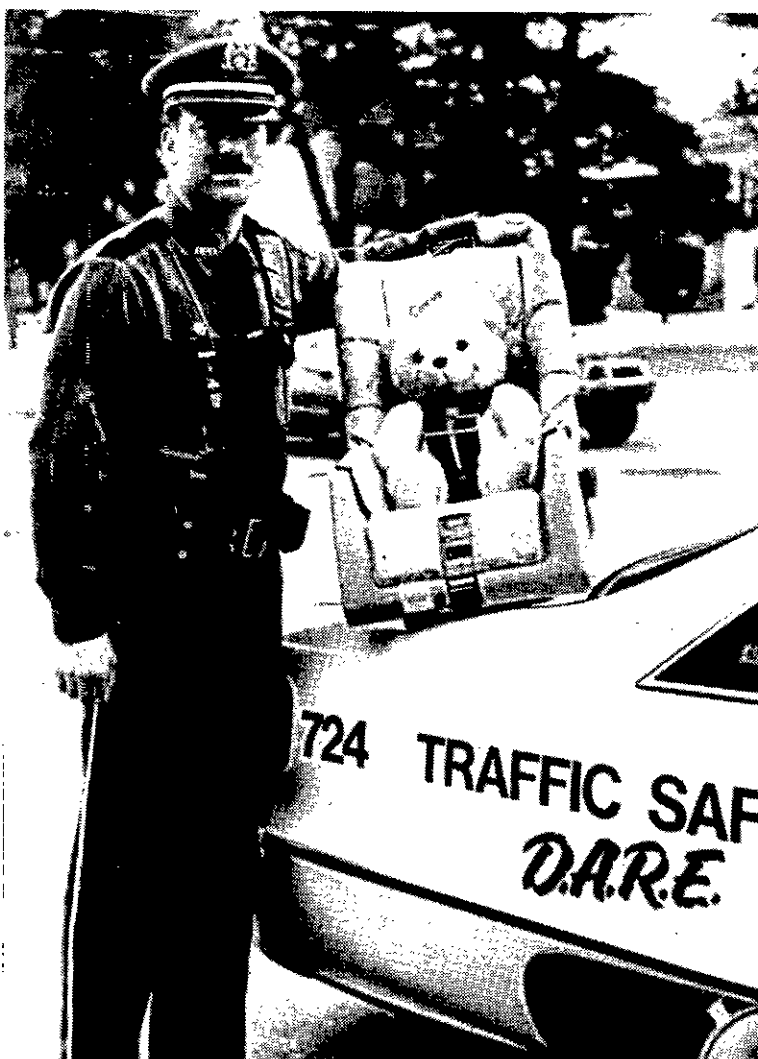
To illustrate the correct use of child safety seats, Vunck will be participating in National Child Safety Passenger Week beginning on Valentine's Day.

In addition to the usual displays and pamphlets, this year the police have an added program of education and the law. Basically, Vunck said, the police will try to clear up misconceptions about safety seats through demonstrations, explaining how and where seats should be properly installed.

There are four categories of seats for children: infant, toddler, convertible and booster, Vunck said, and each type is rated by age or weight. But a good seat in itself does not fully protect the child — placement of the seat is key to preventing injury.

"From birth to 20 pounds, it has to face the rear so the infant looks out the back window," and ideally it should be in the back seat, he said.

On Monday, Feb. 14, the police



Bethlehem Police Officer Jeffrey Vunck is participating in National Child Passenger Safety Week. Elaine McLain

will be at the Grand Union in Delaware Plaza from 9 a.m. to 9 p.m. to pass out information and answer questions. They will be at the Glenmont Grand Union on Friday, Feb. 18, from 9 a.m. to 9 p.m.

On Saturday, Feb. 19, they are scheduled at Ames in Glenmont from 9 a.m. to 6 p.m. and at Kmart in Glenmont on Sunday, Feb. 20, from 9 a.m. to 6 p.m.

"We probably have one of the better displays with current information," Vunck said.

During the week, McDonald's of Elsmere and local banks will also pass out "Know the Facts" sheets on car-seat safety.

Parents should also take care to buckle up baby, since there will be additional enforcement and road checks.

"The bottom line is there's no way to put a value on a child's life. ... A lot of what we're doing is education," said Vunck. "The worst thing for me as a traffic officer is to go to an accident scene and see a kid is hurt."

Although the week focuses on children's safety, Vunck said it is also important for adults to obey the law. "Seat belts keep you in your seat and in control of the vehicle, and if the door's ajar, it will keep you in the car."

Voorheesville Friends sponsor performances

The Voorheesville Friends of Music will again sponsor a performance of Voorheesville children and adults when "A Winter Cabaret" takes place Wednesday, March 16, at 7 p.m. in the high school cafeteria.

The cabaret will feature musical performances by student and faculty soloists and ensembles and by community members. Refreshments will be served in a cabaret-style setting.

Tickets, at \$3 for adults and \$2 for students and seniors, are available by contacting the district music department at 765-3314. Proceeds will benefit the Voorheesville Friends of Music's student scholarship fund.

For everyone who remembers last year's outstanding performance of the University of Notre Dame Concert Band at Voorheesville, another gala concert spectacular is in the works.

The renowned Crane Wind Ensemble will perform at Clayton A. Bouton Jr.-Sr. High School on Wednesday, March 9, at 7:30 p.m. Tickets are \$5 for adults and \$2 for students and seniors.

The Crane Wind Ensemble is the premier musical ensemble of the Potsdam College Crane School of Music. Anyone interested in becoming a patron for the concert is encouraged to contact Michael Tebbano, district director of music, at 765-3314. All concert proceeds will be applied to the Friends of Music scholarship fund.

Tickets can be purchased by contacting the high school office and music department.

In other news, selected students from the music departments of Colonial Council Music Educators Association member schools met on Feb. 5 at Voorheesville High School for a music festival.

The students made up three different ensembles and performed under the direction of three area conductors. Voorheesville students who were selected included:

- Festival high school band: Kara Relyea, Jaime Flesh, Laura Genovesi, Jyll Klefbeck, Chandra Luczak, Brian Lancor, Denise Throop, Jessica Knouse, Matthew McKenna, Jesse Clement, Eliot Cresswell and Jason Flesh.

- Festival junior high chorus: Naomi Coons, Mia Gibson, Erin Lucia, Jamie Ulion, Adrienne Wozniak, Stacey Klefbeck, Beth Korowicz, Christine Mitzen, Bridget Naylor, Sarah Steinkamp, Courtney Tedesco, Josh Alvarez, Ed Bryden, Michael Halpin and John Kazukenus

- Festival swing choir: Christina Von Dell, Mara Steinkamp, Kelly Vance, Eric Huang, Chris Dutkiewicz (percussion) and Josh Herzog (bass).

VALENTINE SALE

February 12th & 13th

Saturday 9-7 and Sunday 12-5
Closed Friday the 11th for sale preparation.



SARATOGA
SHOE DEPOT

385 Broadway, Saratoga Springs 584-1142
255 Delaware Avenue, Delmar 439-2262



VALENTINE'S DAY
Monday, February 14th

IRON
HORSE
GIFTS

This year, forget about the
and the as Valentine's Gifts.
Give someone you love a huggable
or a loveable from the unique
collection of gifts from Iron Horse Gifts.

Rt. 9, Latham, N.Y.
At Hoffman's Playland
(518) 785-3735

Matters of Opinion

'Our most important product'

That product, as many readers will recall, was long ago accurately described as progress.

This issue of The Spotlight Newspapers incorporates the annual progress edition, "Update '94."

Each year since 1990, we have presented a dramatic recap of the striking advances and successful activities of the business enterprises that flourish in the towns of Albany County these newspapers cover so thoroughly.

The review of business progress in 1993, as presented this week, surely is no excep-

Putting a finger on a problem

Both New York State and Albany County currently are enmeshed in an ongoing debate about the value—and the propriety—of requiring that persons receiving public funds through "home relief" disbursements undergo a new means of identification. The process is being termed "finger-imaging," and that probably is as good a description as any that might be applied to it. There is a basic similarity to fingerprinting—but beyond the elementary fact that a finger's highly individual characteristics are involved, the similarity ends.

The customary means of determining those characteristics, through inking fingers (singly or all together, and perhaps with a palm print) is not employed in the newer method. Rather, a scanner—something like one at a supermarket checkout—"reads" a person's finger and creates a digitized print. Such a print then is available for comparison with any other.

The barn door

It's not that very many horse thieves are operating these days, but the principle remains just as valid: prevention is almost always worth more than the best cure.

More specifically, the "open door policy" that so many of us unthinkingly practice, assuming that a caller will be a friendly neighbor or perhaps UPS or the mailman, can be very dangerous. Police departments are emphasizing the desirability of making certain of the identity of anyone who comes to the front or back door. Individuals who seem to represent a utility or a governmental

February has a heart

Just about every month except August has its own holiday, and February's official President's day-off is still nearly two weeks away. But the big unofficial celebration is in the offing. The big markets and the sweets shops and greeting-card stores have been anticipating it ever since Twelfth Night.

The mystique of Valentine's Day has a colorful history and its lore focuses on sweet sentiment, virtually to the exclusion now of the gibing tease that valentines once featured. Within the next few days, the Postal Service will be delivering nearly a billion cards and packets. Quite a few of them undoubtedly will be arriving right here in our town. Those who insist on composing their own verses rather than relying on the store-boughten kind will be trying to craft rhymes fancier than "blue" and "you."

So, just make certain that you do your sentimentalizing in a timely kind of way, remem-

Editorials

tion to the healthy progression recorded in other recent years. As will be evident to each reader who peruses "Update '94," this special section is one of the most useful and impressive of all those we publish during a year. We offer it with pride.

And we commend to your attention both the news and feature articles about our local businesses and the announcements which those businesses themselves provide in the advertising columns.

For the practical purpose now under consideration, the "print" makes it possible for a check to be made as to whether welfare recipients are already receiving assistance elsewhere. Large savings as a result of preventing such frauds are projected, and in fact were found to be real when a test program was operated in two counties.

Now, such a program is being proposed for Albany County in a local law before the County Legislature. Contrasting to the optimistic projections of monetary savings, some other persons in and outside the Legislature condemn the finger-imaging as violating unfortunate individuals' dignity and civil rights.

Undoubtedly more testing and studying is justified, but on the face of the matter taking a picture of a finger does not appear to be much different from photographing one's face, which every driver's license has.

agency should be required to produce identification. The wayfaring stranger who ostensibly needs to use your telephone in order to call for assistance on a broken-down vehicle may be, in truth, someone with a quite different idea. Too many people have suffered as a result of being unwary and overly trusting.

It is a shame that in our country where openness and trustworthiness and free-and-easy equality are our watchwords it seems necessary to be on guard against one's fellow-citizens.

bering that Monday's the day. And remember, as well, that February is the Heart Month.

'Who's your friend?'

Such a jocular greeting has a flip side. It's a question that might well be asked more sternly than jovially by a caring parent.

The unfulfilled promise of too many young lives, as we hear on the evening news so regularly, should be recognized as a precaution against easy-going acceptance of the casual "See ya later" on the way out the door.

Recent tragedies in the towns serve as a reminder that just as the slogan "Friends don't let friends drive drunk" has become a watchword, a perverse twist is that not every "friend" is just a good pal.

These days, it is very important for parents to know just who the friends are.

Increasing enrollments no excuse in budgeting

Editor, The Spotlight:

This is to offer a few considerations regarding Bethlehem School District matters.

Newly released State aid distribution figures recommend a 5 percent increase to our district. This additional \$386,000, if it holds up, will take the district to \$8 million in aid on a budget of \$33.7 million in 1993-94.

The big question is: Where will it go? Will it go to the taxpayers or (as hinted) will it be required, because of "increasing enrollment," to feed the voracious appetite of our district?

I state with impunity that I always admired, respected, and supported this system for its ex-

Editor's note: The writer is a former member of the Bethlehem Central Board of Education.

cellence—and trust that it will continue to offer topnotch quality to our children. But let's really look at the need for continuing this escalation in cost. (1993-1994 budget is up about 7 percent—this continues a trend that is well above the 2 percent—3 percent in the cost of living index.)

Two areas worthy of objective and prudent examination by the school board:

1 - Increasing enrollment is repeatedly used to justify increased staffing.

Federal studies, for years, maintain that there is no correlation between academic achievement and class size until we approach the ideal of 10 students per class, or conversely approach a class size of say 40. Increasing class size by three to six pupils should have no measurable impact on learning. Yet, every year we pour money into sacrosanct pupil-teacher ratios, that to me are meaningless. Can't Bethlehem Central continue its excellent performance without the usual knee-jerk reaction to "increased enrollment"?

Vox Pop

2 - My main thrust, however, is the continued and startling escalation of employee benefits.

I ask if a somewhat feeble attempt to curb skyrocketing medical, hospital and dental expense by raising the deductible has been effective?

Some numbers (medical, hospital, dental expense):

1988 — \$1,030,971

1994 — \$2,500,000 (budgeted and up 23 percent over 1993)

Note that in the six years from 1989 to 1994 these costs will have gone up 150 percent. Well, you say, it is less than 10 percent of our budget—why bother? Well, I say, it's costing us \$1.5 million more than it did in 1988 and no normal operation can swallow these costs.

Of great interest is an Associated Press story in January headed "Health benefit costs shift from employer to employee." A U. S. Chamber of Commerce study of 1100 companies employing 2.3 million workers showed that in 1990-1991 employees absorbed 38 percent of the increase in medical insurance cost. In 1992 they absorbed all of the increase. Em-

□ SCHOOLS/page 8

Another samaritan in time of need

Editor, The Spotlight:

Just the other day I met a very nice Good Samaritan.

I had fallen into a pile of snow at the end of our driveway and could not get up. A young gentleman heard my cries and came to the rescue. He also walked me to our front door.

A big thanks to him again.

Patricia M. Ryan

Delmar

THE SPOTLIGHT

SPOTLIGHT NEWSPAPERS

Editor & Publisher — Richard Ahlstrom

Assistant to the Publisher — Mary A. Ahlstrom

Assistant to the Editor

Editorial Page Editor — Dan Button

Managing Editor — Susan Graves

Editorial Staff — Jared Beck, Michele Bintz, Susan Casler, Mel Hyman, Joshua Kagan, Dev Tobin

High School Correspondents — Laura DelVecchio, Jonathan Getnick, Kelly Griffin, Seth Hillinger, Scott Isaacs, Jessica Romano, Jacob Van Ryn

Photography — Hugh Hewitt, Elaine McLain

Advertising Representatives — Ray Emerick, Louise Havens, Wendy King, John Salvione

Advertising Coordinator — Carol Stuart

Production Manager — John Brent

Composition Supervisor — Mark Hempstead

Production Staff — David Abbott, Matthew Collins

Bookkeeper — Kathryn Olsen

Classified/Subscriptions — Corinne Blackman

The Spotlight (USPS 396-630) is published each Wednesday by Spotlight Newspapers, Inc., 125 Adams St., Delmar, N.Y. 12054. Second class postage paid at Delmar, N.Y. and at additional mailing offices. Postmaster: send address changes to The Spotlight, P.O. Box 100, Delmar, N.Y. 12054.

Subscription rates: Albany County, one year \$24.00, two years \$48.00; elsewhere, one year \$32.00

(518) 439-4949 FAX (518) 439-0609
OFFICE HOURS: 8:30 a.m. - 5:00 p.m. Mon.-Fri.

Your Opinion Matters

In travelling, remember locals

Want to save money and meet interesting people at the same time? Well, the next time you are travelling by automobile to distant parts of the country, look at the "community news" sections of the local newspapers.

There you'll find announcements about church suppers, pancake breakfasts and dinners served by fraternal organizations. Why undertake such research, you ask? First, the price is right, rarely more than \$6 for a supper or dinner and usually only \$3 for a full breakfast.

But, more important, these affairs give you a wonderful opportunity to meet the local residents when they are most likely to converse with you on a social basis.

You will also get a chance to meet other travellers who are wise to this method of eating reasonably and meeting local people.

Last summer, one Sunday after church on Cape Cod, I went to a pancake breakfast served by the local Lions Club and was seated with a foursome from Texas. One of the gentlemen was a retired banker and the other an insurance executive. With their wives, they were touring the northeastern United States.

They admitted that they frequented these pancake breakfasts and church suppers often while travelling throughout the country, not so much for economic reasons, but to meet the local people and other travellers.

In the hour we talked, I learned a little more about Texas and they learned something about my hometown. With some judicious

Commentary

Martin P. Kelly

questions of the servers, we all learned more about the small town we were visiting.

We left together, the Texans in their late model Cadillac, all wishing each other well on our travels and mindful of the bonus we received from meeting and enjoying the company of the local people.

If notices of these affairs aren't contained in the newspapers, you may spot information on the supermarket bulletin boards or on signs on church lawns or outside fraternal organizations or veterans' posts.

But, travelling is more than just eating. Often, I will wander into a church hall where they are offering the next to new clothes and wares on a regular basis.

Again, on a trip to Cape Cod, I stepped into a church hall and was greeted by a fine array of items, all of which grabbed my interest. But, in drifting around the tables of knick-knacks, dinner ware, and various trinkets, I had the opportunity to trade banter with the two parishioners who were supervising the shop.

They were gregarious types and could trade jokes with ease. In a brief period, during which time I purchased a set of glasses that were obviously a bargain, I learned much of the immediate area and traded information about my hometown since, oddly enough, one of the women had relatives in this area.

I learned also that the minister was a sort of holy entrepreneur who kept his eye on estate sales so he could purchase items to enhance the donated items being sold in this particular shop.

"He looks for baskets or bags of items being sold cheaply at these estate sales," one of the women explained. "He sorts out the several dozen items in these grab bags and often finds items that are worth many more times what he's paid."

They then proudly described his latest foray when he bought a basket of items for \$20 and found items that were sold by the church shop for ten times that amount.

"And, at that, they were bargains for the people who bought them from us," they pointed out.

No matter where you go, these church and fraternal meals are available and almost every church now has a "next to new" shop that are good for interesting conversations even if you aren't interested in buying anything.

But there's one caveat: they don't accept credit cards!

State of the county—
efficiency in change
Charter paves way to reforms

The contributor of this Point of View has been County Executive in Albany County since Jan. 1, 1992. The material which appears here will form the basis of his "State of the County" address to the County Legislature next Monday evening.

Point of View

By Michael J. Hoblock, Jr.

1993 was the year when the County Executive and the County Legislature realized that we could work together and still maintain separate identities. Our common mission was to serve the people of Albany County—and the strength of that mission was stronger than our political and personal philosophies of government.



Many of us had been elected on a wave of change; others had been re-elected based on what they had already done. Change meant many things to many people; fear and apprehension for some; a welcome renewal for others. In the end, our achievements came not as result of changing what the county does, but how we do it.

No achievement is more representative of this type of change than our new Albany County Charter. Our mission is still the delivery of services—human services, criminal justice, record-keeping, and public works—relying on the same dedicated and professional employees. The difference is in the process.

We now have separate, but equal, branches of government in Albany County. The line between policy and administration is clear. I want to thank the Legislature for working with me to adopt the new charter and allow it to go before the voters in a referendum. Many in the County Legislature worked long and hard on the charter and I would also like to thank the many people outside of county government who worked with us.

Thanks are due to the Albany County League of Women Voters, the Albany County Charter Commission, the members of the Management Advisory Commission, the Council of Albany Neighborhood Associations; the many other community and neighborhood associations who allowed me to come before them to speak; the elected officials of the cities and towns, and most importantly, to the people who voted in the referendum. To all these people I will pledge to live up to the trust and faith they put in our new structure of government.

The strength or weakness of the
seams of government will appear over
the next two years as the charter provides
higher levels of accountability.

The most visible changes as a result of the new charter come in the areas of human resources, contract administration, and consolidation.

In the 1993 Albany County budget, we planted the seed for the county's first Department of Human Resources. Working with my office, the Legislature's personnel committee hired a personnel liaison, who came on board in August to consolidate the existing, but separate, human resource functions into a single, centralized unit. Affirmative action, employee relations, civil service, and employee benefits will now work together in the new department. Albany County is no longer the only county in New York State having a population of over 100,000 but lacking a central personnel function.

A Board of Contract Administration, also established by the charter, held its organizational and first business meeting on Jan. 24. I am pleased to work on the board with the Legislature's chairman, Charles Houghtaling, and County Clerk Thomas Clingan and believe that it will allow greater opportunity to streamline the county's contract and procurement process, by making the process for routine contracts an administrative function instead of a legislative function. Both the County Attorney and the purchasing agent will serve in an advisory capacity to the board with

□ COUNTY/page 8

Boosting New York off the floor

If I were to express a single reservation about a new book that reached me last week, it would be whether the quantity that has been printed can possibly reach enough of the people who ought to read every page of it.

The book is "The Comeback State." It is published by the Public Policy Institute, a research and education arm of The Business Council of New York State. The writers are the institute's president, David F. Shaffer of Delmar, and the director of research, Robert B. Ward of Selkirk. The book, of some 230 handsomely produced and bound pages, is available at a price of \$19 from the institute at 152 Washington Avenue, Albany 12210. Copies are now available at local libraries.

My additional reservations are questions as to whether those individuals in positions of influence, persuasion, and decision (specifically, the Cuomo administration and legislators) who have received it will actually pay attention and then act effectively; and, finally, whether the media outlets which likewise have received gratis copies will bring it to the public's notice. (For example, neither The New York Times nor the Times Union have given it its due, and of course this is not really the stuff of evening TV newscasts.)

The "comeback state" is, of course, our own New York.

If that sounds too reminiscent of the boastful "Comeback Kid" of a couple of years ago, so be it. (The "kid" did, after all, sustain a

Constant Reader

successful comeback.) The real point is that the book—whose theme is "to turn New York around—takes a determinedly gritty and realistic upbeat approach to the issue of true economic recovery here, where we lag far behind most of the country.

The text is easy to take; the prose is much superior to the typical treatise on a reform proposal. Messrs. Shaffer and Ward have done a very admirable job; their writing is lively as well as informative and it is effectively augmented by useful section headings—almost a hundred of them; I only wish that they had been incorporated into the table of contents, and by large number of display highlights, as well as by dozens of charts and tables.

The ten chapters emphasize first the basic significance of enhancing conditions for healthy business, employment opportunities, and therefore "jobs, jobs, jobs." And, on a second priority: what the authors choose to call "kids," or, "our future workforce."

After the case is made for the proposition that New York possesses "the right stuff," the main points revolve around the imperative that spending and taxes (and regulations) must be cut back in order to keep employers here rather than fleeing to other states. "It takes employers to provide employment" is the thrust of a key chapter which expresses the novel idea that government should "treat business like a customer."

In another chapter that compares our taxes and spending to that of other states, some answers are supplied as to why it costs too much to do business here and what it would take to make our costs competitive.

Keeping and finding industries that provide the most jobs—manufacturing, construction, and financial/business services—precedes a closing summary of some hopeful signs: The telecommunications revolution, basic infrastructure, energy supplies at competitive prices, emerging transportation technologies.

Through it all, an unspoken subtheme emerges for the reader: New York's governors, from Thomas E. Dewey to Mario M. Cuomo, and certainly including Nelson A. Rockefeller, have done little enough to help maintain the state's one-time economic dominance. It's enough to provoke a bit of anger at what has been allowed to happen to the "empire state."

Matters of Opinion

County

(From Page 6)

a goal of standardizing service, labor, and material, and procurement contracts wherever possible.

In other consolidations the Sheriff has added civil defense, emergency management and their communications function to his department's charge. It simply makes sense to bring the elements of public safety together in this manner under the senior public safety official in the county.

As I noted, these are the visible changes in organization as a result of the new charter. The structural changes—seen in the new appointment powers and in the expanded veto power of the Executive—and the resulting accountability will be the seams holding together county government. They aren't as noticeable yet because the Executive and all members of the County Legislature are the same people who held these positions on Dec. 31.

The strength, or weakness, of the seams of government will be shown over the next two years as we are held to a higher level of accountability by the new charter. The constant question of who was responsible for administration or policy under the old charter will be replaced with criteria for gauging the performance of each branch of government. Our new challenge is to demand excellence from ourselves and from each other in order to improve the government we offer to the people of Albany County.

1993 was also notable in terms of the progress we made at the County Airport. A new Airport Authority is in place and we have begun the process of turning the redevelopment project over to the authority under Chairman Harry Robinson. Additionally, the Legislature's mass transit committee has approved the airport's

environmental impact statement and hopes to get state federal approval of the plan so we can get to work modernizing the airport.

Another area of concern with regard to the redevelopment project has to do with inequities in state funding for airports. I believe the state, through the Department of Transportation, has a direct conflict of interest as a result of its ownership of Stewart and Republic airports. First, there is no statewide aviation plan, which DOT is charged with developing; and secondly these two state-

Prospective clients of public assistance will receive an early employability review, thus saving up to 10 pct. on home relief

owned airports have received an average of 57 percent of state funding for airports over the last three fiscal years, while the other 44 municipal airports in the state have split up the remaining 43 percent. Although we have been able to get the state's attention, and it has slightly increased the share of money to go to the other municipal airports, the 1994-95 state budget proposed by Governor Cuomo continues the trend of favoritism for state-owned airports by requesting \$6.9 million for Stewart and Republic, and \$6.2 million to be divided by the other 44. In 1994, I will continue to fight at the state level for equitable airport funding.

In the Department of Social Services, we are making philosophical changes in the way we deliver services. Under the new commissioner, Ross Prinzo, the department has made consider-

able progress in welfare reform. DSS has merged the public assistance and employment units into a new Division of Economic Security. Under the old system, people were put on the public assistance rolls before being sent to the employment unit. With the new Division of Economic Security, prospective clients will be categorized as: employable; employable with training; eligible for retirement, or disability from a third party; or someone in need of assistance, before they enter the welfare system. Albany County DSS will work with the state's "Jobs First" strategy, and we are estimating that we can save 10 percent of our annual home relief budget using this new strategy.

Welfare reform

Albany County is taking part in a contract for job placement of home relief recipients on a regional basis with the firm "America Works." This is an exciting proposal because it is performance-based—we don't pay for the service until the recipient is placed in a job and we will withhold final payment until the person stays in a job at least ninety days, as opposed to just being placed in a job. In addition, Albany County is working on a regional Medicaid managed care program with Schenectady and Rensselaer counties.

Our Department of Public Works has faced some of the worst winter weather in history and has come through with flying colors. Last March, when we were hit with a tough winter storm, nearly thirty of our fifty-eight snow-fighting vehicles were in the shop undergoing repairs. In 1993 we bought new trucks and snow-fighting equipment, and the result has been the virtual elimination of equipment down time—which translates into more plows on the road. It couldn't have come at a better time.

Another way the county is attempting to get the most value from every dollar we spend is our contract with KPMG Peat Marwick to perform management studies in six of the county's departments. The study will help us identify ways to streamline our programs. I believe Albany County is the first county in the state—and possibly the nation—to do management studies on such

More funds become available for loans to businesses within Albany County

a comprehensive basis. I will keep you updated on the progress of KPGM's work.

The last area I will touch on is economic development. We have three reasons for our county investment in economic development: Jobs, Jobs, and Jobs. The more private-sector employment we have in Albany County, the fewer people we will have on welfare. Our investment is modest when compared to what we spend on social services, but we are hopeful to ride the wave of an economic recovery.

To make that happen, we have some tools at our disposal. The first is the Partnership with the Albany Colonie Regional Chamber of Commerce. The chamber will assist the county in administration of the revitalized Al Tech Loan Fund, which currently has \$900,000 to lend to local businesses. In addition, the county has budgeted \$250,000 to capitalized a loan reserve for the New York Business Development Loan Program, which will allow \$1 million to be set aside for loans to Albany County businesses in amounts ranging from \$25,000 to \$100,000.

As the county turns the corner on our deficit, there is considerable good news to report: We have a new and better structure of government; we are getting a handle on the costs of providing mandated services; and we are looking at ways to improve our overall performance.

I am pleased to say that the state of Albany County is much improved over 1992, when I first took the reins of government. Much of what we have achieved, and will achieve in the future, is due to involvement of the people of this county. This is your government; you have decided that we can improve how it works—and we in county government are dedicated to making that happen.

Schools

(from page 6)

Employee participation in health care cost is in force in over 45 percent of our commercial sector, and it is growing rapidly. There are many ways to accomplish this, and I am aware that this has to be cleared with, and accepted by, the bargaining units. I mentioned before that the cost of the annual increase could be bargained in many ways. Other options are an entry level payment by the employee that could be diminished with years of service.

I sincerely hope that the school board will see fit to address these issues prior to the next round of contract negotiations with our representative unions. I urge that we carefully reconsider pouring approximately \$400,000 in additional state aid into the trough that feeds our district's insatiable appetite for "more money" under the guise of increasing enrollment.

Fellow taxpayers, why not let the board know of your feelings?

Charles "Bud" Reeves

Delmar

MAIN
SQUARE
SHOPPES

MAIN SQUARE

SHOPPES

318 Delaware Ave., Delmar

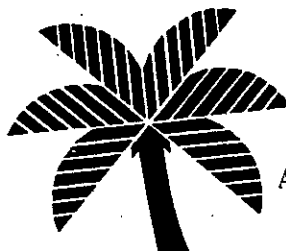
Brilliant Gift Ideas

Choose from our distinctive collection of rings, earrings, necklaces, bracelets and more.
And enjoy personal service from professionals who take pleasure in helping you find the perfect gift at the perfect price



(518) 439-9993

318 Delaware Ave., Delmar, NY



Your Full Service
Neighborhood
Travel Agency

Amtrak Tickets - Airline Tickets
International Travel - Cruises
Hotels - Cars
Never a Charge for our Friendly Service

TRAVELHOST
TRAVEL AGENCY

439-9477

Contemporary Shopping
& Services

BEN & JERRY'S
VERMONT'S FINEST ALL NATURAL ICE CREAM

Ice Cream Cakes
for All Occasions.

• Weddings • Birthdays • Showers
• Graduations • Holidays
• Office Parties • Anytime

439-0113

NOW SERVING FROZEN YOGURT
CAKES • SHAKES • CONES

Ben & Jerry's
Joyelles Jewelers
La Stella's - A Fresh Pasta Shop
Village Furniture Company
Profile Hair Design

439-0113
439-9993
475-0902
439-7702
439-1869

James Breen Real Estate
Framingham Associates, Inc.
Bethlehem Chamber of Commerce
Northeast Real Estate
Kitchens by Design
The Magic of Music

439-0877
439-7007
439-0512
439-1900
439-6200
475-0215

Travel Host Travel Agency
LF Sloane Consulting Group
Dr. Buchanan, DDS, MS
Walden Asset Group
Dog Guard Fencing

439-9477
439-8138
439-6399
475-0500
439-0495

Your Opinion Matters

Removal of cut wood
angers property-owner

Editor, The Spotlight:

Enterprise or theft?

Niagara Mohawk has contracted with a tree service to clear trees that may pose a danger to the power lines in a severe storm. I have no quarrel with that.

The tree service confines itself to the right-of-way, chips up the smaller debris, and leaves behind usable wood for the property owner.

In this rural area, there are miles of road with no houses. The wood thus cut and left behind is being "harvested" by people in pick-up trucks soon after the tree service moves on. It is questionable whether this is "stealing" from the property owner; it might even be considered "enterprising" that there are those willing to brave sub-zero cold to remove wood which might otherwise just lay and rot.

However, when I, as a property owner with a wood stove, who had just spent several hours moving the wood on my property to the top of the snow banks, only to have it picked up by someone in a red pick-up truck in the fifteen minutes it took me to go into my house for dry gloves and a nature call, that is theft!

I did not freeze my feet and fingers for your benefit. You have

Words for the week

Hyperbole: Exaggeration for effect, not meant to be taken literally.

Lexicon: The special vocabulary of a particular author, field of study, etc. Also, a dictionary, especially of an ancient language.

Mettle: Spirited, ardent, brave, full of mettle (courage, ardor).

Ponderable: That can be weighed also, appreciable.

Relevant: Bearing upon or related to the matter in hand; to the point; pertinent.

removed enough wood from Onesquethaw Creek Road to know that it was not lying as it had been cut. You stole not only the wood, but two hours of my time in the freezing cold.

And in sight of my house! If there are any other property-owners who think they are being given a bonanza of free wood by NiMo, beware the pirates in the red and the yellow pick-up trucks. Move quickly.... they are out just after dawn and late in the afternoon.... that's when my wood was stolen.

And if anybody catches the license number of the red pick-up, let me know. I'm mad enough to report the theft.

Terri N. Raeder

Feura Bush

Spotlight is thanked
for prevention effort

Editor, The Spotlight:

Thanks to *The Spotlight* for its consistent support for prevention efforts of the Bethlehem Networks Project, Bethlehem Opportunities Unlimited, and the Community Partnership.

The Bethlehem community should be grateful for your ongoing coverage of the various positive initiatives of these organizations and others such as the Bethlehem Police. Your interest and enthusiasm have contributed to our success.

Certainly you have helped to educate the community and to increase awareness. You can feel proud of the part you play in helping prevent under-age use of alcohol and other drugs.

Holly Billings

President,

Bethlehem Opportunities

Unlimited

Mona Prenoveau

Coordinator,

Bethlehem Networks Project

Elsmere firemen
make success
of DARE project

Editor, The Spotlight

I would like to thank all the members of the Elsmere Fire Department who, through their tremendous efforts made a recent DARE fund-raising event very successful. These members made a commitment to help keep our youth drug-free through education. It is our aim that the Bethlehem Police and the Elsmere Fire Department continue working together towards our mutual goal of a drug-free youth.

I would also, as a DARE officer, like to clarify a few issues in the DARE curriculum that have had a lot of publicity lately. When we instruct in our schools about the dangers of drugs, we include alcohol as part of the program. We identify alcohol as being one of the gateway drugs along with marijuana.

If you abuse either or both, the chances of your going through the gate and into the narcotic drug area are much greater.

Regarding the recent concern on abduction, DARE does have a segment on safety and the dangers of strangers. If we all work together as a community as evidenced in our recent fund-raiser, we can continue to keep Bethlehem a safe place for our youth.

Chris Bowdish

DARE Officer,

Bethlehem Police Department

St. Catherine's seeks
professional parents

St. Catherine's Home for Children in Albany will sponsor an open house on Thursday, Feb. 17, for adults who want information on participating in the facility's family-based treatment program.

The treatment program focuses on providing foster care for seriously emotionally disturbed children, who otherwise would have to be institutionalized.

The adults participating in the program, called "Professional Parents," provide the child with treatment in a family environment. Those accepting the paid position receive special training in behavior management techniques, communication skills and child development.

Each "Professional Parent" is

part of a small support group, which receives guidance from a mental health professional. Planned and emergency respite breaks will also be provided.

According to Barbara Adams, director of therapeutic family programs at St. Catherine's, professional foster parents are caring, nurturing people with a high degree of tolerance, patience, perseverance and good communication skills. They must be flexible, consistent and have a "very health sense of humor," she said.

The open house will begin at 7 p.m. at the Pastoral Center, 40 North Main Ave. in Albany. For information about the open house or on becoming a "Professional Parent," call 435-9029.

Local students earn
academy nominations

Three local residents are among those nominated by Congressman Michael R. McNulty from the 21st Congressional District for the U.S. Air Force, Military, and Naval academies.

Brian M. Dudzik of Delmar received a nomination for the U.S. Military Academy at West Point, Kathleen A. McDermott of Glenmont was nominated for the U.S. Naval Academy at Annapolis, and Elizabeth A. Dunn of Delmar was nominated for the United States Air Force Academy.

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

Five Rivers schedules
guided trail walk

A free guided trail walk has been slated for Sunday, Feb. 27, at 2 p.m. at the Department of Environmental Conservation's Five Rivers Environmental Education Center, Game Farm Road, Delmar.

St. Matthew Lutheran School
and child care

Pre-School, Pre-K & Kindergarten
Part time and full time

Accepting applications for summer '94
and the '94 - '95 school year.

75 Whitehall Road, Albany
463-6495

School Success
Makes Kids
Happy...
And Leads to
Further Success.
It's Just As Simple
As That!!



Give Your Child Just 3
Hours a Week of
**INDIVIDUAL
TEACHING**
with us this school year.

We'll give you back a child who has just had THE BEST SCHOOL YEAR OF HIS OR HER LIFE... Guaranteed!!

- ALL AGES... ALL GRADES
- BY APPOINTMENT... after school, early evenings, Saturday am.
- HOMEWORK ASSISTANCE... PLUS!!
- READING, MATH, WRITING, SPELLING and STUDY SKILLS.

**The Learning
Center**

• Albany... 459-8500
• Clifton Park... 371-7001

24th Year of Continuous Service

PRIME BUTCHER SHOP

"Quality Always Shows"

FALVO'S

SLINGERLANDS, ROUTE 85A

NOT RESPONSIBLE FOR TYPOGRAPHICAL ERRORS

PHONE ORDERS 439-9273



WE SELL U.S.

PRIME BEEF

HOURS: Tues. - Fri. 9-6 - Sat. 8-5.

Closed Sun.-Mon.

Prices effective thru 2/12/94

WE ACCEPT FOOD STAMPS

WE CARRY COOKED FISH - THURSDAY & FRIDAY

USDA-PRIME-CHOICE BONELESS

CHUCK ROAST**\$1.99**
LB.

USDA-PRIME-CHOICE BONELESS

CHUCK FILET STEAKS**\$1.99**
LB.

3 LBS OR MORE

ROUND**STEAK BEEF**
\$2.49
LB.

WHOLESALE CUTS - USDA PRIME CHOICE

WHOLE

N.Y. STRIP LOINS 15 LB. **\$3.49**8 LB. **\$4.79**WHOLE BEEF **TENDERLOINS** 8 LB. **\$4.79**

USDA PRIME (RIB EYE)

DELMONICO STEAKS**\$5.69**
LB.

(FREEZER-BUY) USDA PRIME

BEEF HINDQUARTERS**\$1.99**
HANGING WT. APPROX. 190 LB. **\$1.99** CUT & WRAPPED

3 LBS OR MORE

LEAN**BACON**
\$1.49
LB.

10 LBS. OR MORE

GROUND CHUCK..... **\$1.59****GROUND ROUND**..... **\$2.19****GROUND SIRLOIN** Extra lean..... **\$2.39**

**YOU'D BE
AMAZED
HOW EASY
IT IS TO
GET INTO A
NEW VOLVO.**

\$22,900*



VOLVO
Drive Safely

*Manufacturer's suggested retail price (MSRP) for a new '94 entry-level 940 sedan. Excludes state and local taxes, optional equipment, special equipment required by states, dealer prep, registration fees and \$425 destination charge. Individual dealer prices may vary. ** Whichever comes first. Limited warranty.

NEW! VOLVO

962 Loudon Road
Latham, NY 12110

785-8531

© 1993 Volvo Cars of North America, Inc. Drive Safely is a trademark of Volvo Cars of North America, Inc.

Caught in the act



Three-year-old Gus Lindh takes a surreptitious bite on his pizza at the Tri-Village Nursery in the First United Methodist Church of Delmar. Elaine McLain

Mostly Off The Wall soccer tourney continues at Bethlehem High School

The Bethlehem Soccer Club's 1994 Mostly Off The Wall Indoor Tournament began Sunday, January 30, at the high school featuring the Under-16 and Under-12 girls.

Bethlehem's Under-16 girls team coached by Joe Gisotti placed third in their division and advanced to the semifinals where they lost to Newburgh. Goalkeepers for Bethlehem were Leah Gisotti, Kristin Hjeltne and Danielle Hummel.

Danielle was also a star offensive player for the tournament. Her teammates included Meghann Combes, Sarah Curtin, Caitlin Deily, Lisa Eaton, Janice Gallagher, Beth Norton, Dana Perlmutter, Megan Stevens and Sarah Svenson.

Also playing in the Under-16 division was Bethlehem's Under-14 girls coached by Frank Rice. The Black Eagles placed second in their division beating Guilderland and East Greenbush but lost in the playoffs to Bethlehem's Under-16 team.

Goals were scored by Karly Decker, Winnie Corrigan, Lisa Engelstein, Emily Haskins, Katie Smith and Melissa Kanuk. Other players include Addie Blabey, Lilly Corrigan, Katie Fireovid, Lauren Rice, Kerry VanRiper and Lucy Hermans.

In the tournament's Under-12 girls division, Bethlehem lost to Newburgh in the playoffs. The team, coached by Janice Gallagher, had a strong offense with

goals scored by Caryn Barnet and Carrie Getz.

Goalkeeper for the tournament was Stephanie Sherman. Under-12 teammates are Danielle Butler, Caitlyn Gertz, Adele Godfrey-Certner, Elisha Greggo, Anne Hessberg, Kaitlin Lapiere, Kate Loomis, Emily Riegel, Kathryn Svenson and Sarah Whiting.

The Eighth Annual Mostly Off The Wall Indoor Soccer Tournament continues at the Bethlehem Central High School on Feb. 27 with the IOB boys; on March 6 with the Under-14A and IOA boy; on March 13 with the Under-16 boys and Under-10 girls, and on March 20 with the Under-8 Coed and Under-14B boys.

Little League directors receive first aid training

Thirty directors of the Tri-Village Little League attended a crash course in first aid on Saturday at the Bethlehem Town Hall.

"We want all of the directors, coaches and managers to be able to respond immediately to any emergencies involving the kids, both on and off the field," said Diane Alston, chairwoman of the Tri-Village Little League Health and Safety Committee.

Another first aid session will be held on Saturday, March 5, for the managers and coaches. A representative from the American Red Cross is conducting the workshops.

The idea is to familiarize all Little League personnel in first aid techniques so that precious time is not wasted during the wait for an ambulance.

"Bethlehem has a very good EMS," Alston said. "What we need to worry about is the time until help arrives."

Bradt named editor

Steve Bradt, a 1992 graduate of Bethlehem Central High School, has been named executive news editor for the *Campus Times*, the weekly newspaper of the University of Rochester.

Young named CEO

Arthur F. Young Jr. of Delmar has been appointed president and CEO of Key Financial Services Inc.

Young will be responsible for the management of KFSI, a wholly-owned subsidiary of Key Bank of New York with assets of \$60 million. KFSI is involved in the financing of consumer loans and leases.

Young will retain his current positions as assistant secretary to the Key Bank of New York board of directors and as senior vice president of Key Bank of New York's legal and recovery division. He has been with the bank since 1957.

Young resides in Delmar with his wife, Anne. He is a Republican town committeeman for the town of Bethlehem, director and treasurer of the Capital District Pop Warner Federation, and a nationally certified official for United States swimming.

Delmar Carpet Care

QUALITY CARPET CLEANING

- WALL TO WALL
- UPHOLSTERY **439-0409**
- ORIENTALS AND AREA RUGS

Tim Barrett



A Salute to Albany County Executive Mike Hoblock

Honorary Co-Chairs

Harry D'Agostino and Joe Gomez

Invite You to a

Cocktail Reception

in Honor of Albany County Executive

MIKE HOBLOCK

Date: Tuesday, February 22, 1994

Time: 6:00 p.m. to 8:00 p.m.

Place: Omni Hotel, Albany, NY

Tickets for the Celebration are \$150 per person

To Make Your Reservations, Call 449-1098

Paid for by Friends of Mike Hoblock

Yankee Peddler

THRIFT SHOP

265 OSBORNE RD.
LOUDBORNE, NY
(Under Plaza Hut)

SEMI-ANNUAL SALE

(On Next to New Items) Begins Feb 1, Ends Feb. 28

50% OFF MOST CLOTHING

**20% OFF MOST FURNITURE
ANTIQUES, FURS, LINENS,
LEATHERS**

10% OFF MOST JEWELRY

459-9353 Hours: Daily 10-7, Sat. 10-4



50% OFF KIRSCH

Mini Blinds • Vertical Blinds
Pleated Shades

40% OFF WAVERLY

Draperies • Bedspreads
Top Treatments

— FREE IN-HOME MEASUREMENTS —

LINENS

Gail

The Four Corners, Delmar

Open Sundays 12 - 5

439-4979

INVENTORY CLEARANCE SALE GELBER FURS

(518) 869-2534

421 NEW KARNER ROAD
COLONIE, NEW YORK
FIRST FLOOR OFFICE COMPLEX

WHOLESALE PRICES ONLY

Sealy SPRING AIR SIMMONS
POSTUREPEDIC BACK SUPPORTER BEAUTY REST

CAPITOL

MATRESS and WATERBED WAREHOUSE

755 New Loudon Road (Rte. 9)

785-3941

200 yards south of Latham Circle

BETHLEHEM

Officer joins town force

A former New York State trooper is the newest member of the Bethlehem Police Department.

Officer Thomas M. Heffernan Jr. started his new job on Jan. 29 and will be assigned to the department's road division by the end of the month. He is now being trained in departmental procedures and policies.

Bethlehem Police Chief Richard LaChappelle said Heffernan's familiarity with the department made him an attractive choice for the job. Heffernan worked as a BPD telecommunicator for two years and did an "exceptional job,"

LaChappelle said.

A native of Bethlehem and a BCHS graduate, Heffernan earned an associate's degree in criminal justice from Hudson Valley Community College. He was a state trooper for just under two years.

"It mainly involved personal reasons," Heffernan said regarding his decision to leave the State Police. "I've lived here all my life, and I worked here before. I wanted to work where I live and be closer to my family."

Heffernan will fill the spot of a road division officer who is expected to be promoted to detective later this year.

Wallens joins hospital PR staff

New Scotland resident Ruth Fein Wallens has joined the public relations department at the Albany Medical Center as a public relations specialist.

In this capacity, she will research and write news and feature

stories for staff publications. Most recently a freelance writer, Wallens formerly served as director of public affairs for the New York Sea Grant Institute, located on Long Island.

Correction

An item in last week's paper incorrectly listed the location of the Thursday, Feb. 17, meeting of the Bethlehem Chamber of Commerce.

The meeting will be held at the Howard Johnson's restaurant on Route 9W in Albany.

The breakfast meeting starts at 7:30 a.m. Chamber board member Frank Venezia will speak on tax law changes and how they affect small businesses.

*In Slingerlands
The Spotlight is sold at
Falvo's, Stonewell's and The
Tollgate*

CARPET TO GO
Mon. 10-6
Tues.-Fri. 10-8
Sat. 10-6
Sun. 12-4

Winter Clearance
Select Remnants
and Roll Stock

SAVE 20% OFF
OUR EVERYDAY LOW PRICE

CARPET TO GO
Builders Square Plaza
1814 Central Avenue (1/2 mile east of Rt. 155)
Albany, N.Y. 12205
464-0228

Career workshop offered at library

A two-part "Making Changes" workshop will be offered on Thursday, Feb. 10, and Wednesday, Feb. 16, from 6 to 9 p.m. at the Bethlehem Public Library, 451 Delaware Ave., Delmar.

The program will address the challenges faced when changing careers. Assistance will be given in the areas of skill assessment, career field researching and job interview preparation.

To register, call the library at 439-9314.

Delmar's Baker earns Union scholarship

Elizabeth Baker of Delmar has been awarded the Frederick A. Klemm Scholarship by Union College in Schenectady.

Antiques galore



Antiques dealer Claire Dounoucos, left, Marion Sewell, show manager, and dealer Lucia Colwell are getting ready for the 23rd annual Antique Show and Sale sponsored by the Tawasentha Chapter of the Daughters of the American Revolution. The show will be on Saturday, Feb. 19, from 10 a.m. to 5 p.m. and Sunday, Feb. 20, from 11 a.m. to 4 p.m. at Bethlehem Central High School. A donation of \$3 per person or \$2.50 with a coupon is requested. Kalico Kitchen will offer refreshments for sale. For information, call Marion Jewell at 439-4142.

THE BEST MOVE AROUND

Commercial & Residential



Value, Service & Reliability
Make Your Next Move IDEAL!
Anywhere in NYS

Mark Geddes, Prop.
DOT #12993

THE IDEAL MOVE
518-438-6683

13 Colatosti Place, Albany, NY

LYNN FINLEY PHOTOGRAPHY

439-8503

• Fine Portraiture
• Black and White
Reproduction Specialists



DEL MAR CONVENIENT EXPRESS

MOLSON ICE 6 Pk. Cans **\$3.99** + tax & dep

MAX. HOUSE MASTERBLENDED AUTO. DRIP COFFEE **\$1.99**

PRINCE MACARONI & CHEESE... 3 for **\$1.00**

CROWLEY'S CROWLEY 2% MILK 1/2 Gal.... **\$1.09**

CROWLEY COTTAGE CHEESE..... **\$1.19** LB.

Prices Good 2/9/94 thru 2/15/94 • Over 4500 Items • 439-3936 • Hours: M-Sat. 6am-11pm, Sun. 6am-10pm

Fast, Friendly Service

SANDWICH SPECIAL

BAKED HAM **\$3.19** + tax
W/ Cheese & side order of

GERMAN POTATO SALAD **99¢** LB.

GOLD MEDAL FLOUR 5 lb. Bag..... **\$1.09**

OODLES OF NOODLES All Flavors.... 4 for **\$1.00**

HANSEL & GRETEL

NEW CINN. APPLE BAKED HAM **\$4.59** LB.

NEW BLK. FOREST TURKEY BREAST **\$5.59** LB.

Isn't it Romantic...

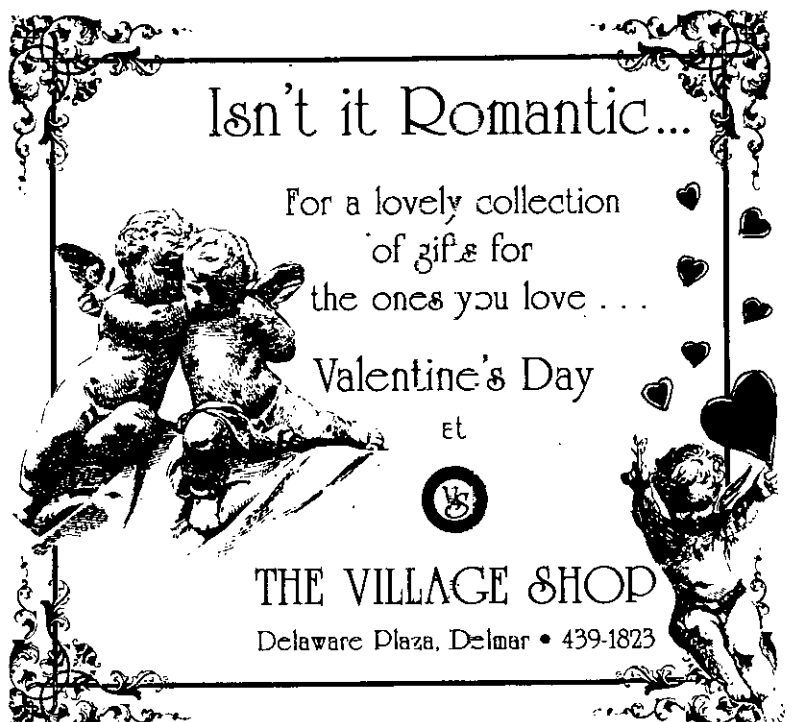
For a lovely collection
of gifts for
the ones you love...

Valentine's Day

et

THE VILLAGE SHOP

Delaware Plaza, Delmar • 439-1823



Church to dish up Friday supper special

The South Bethlehem United Methodist Church on Willowbrook Avenue will serve its bi-weekly Friday supper special, on Feb. 11 from 4:30 to 7 p.m.

In addition to homemade soups and desserts, this week's supper features Salisbury steak.

Specials are \$4 each, and other menu items are also available. The Feb. 25 supper special will be baked ham.

For information, call 767-9953.

Soccer club extends registration for season

The Ravena-Coeymans-Selkirk Youth Soccer Club will hold its spring registration on Thursday, Feb. 10, from 7 to 9 p.m. at the middle school.

Registrants must have been born on or before July 31, 1988. Proof of age must be submitted for first-time players. A parent must attend to complete registration and medical release forms.

NEWS NOTES

Selkirk
South Bethlehem
Michelle Bintz
439-3167



The cost is \$25 for first child and \$15 for each additional child in the family. The club offers three league levels: junior, ages 6 and 7, intermediate, ages 8 and 9 and senior, age 10 and older.

For information, call 439-8585.

Ravena Girl Scouts say thanks for help

The Ravena Neighborhood of the Hudson Valley Girl Scout Council extends appreciation to Bill Bailey and the Ravena Fire Company for use of its facility during recent distribution of 11,712 boxes of Girl Scout cookies.

Districtwide helpers included Anne Curry, Marie McClumpha,

Ro Woodard, Barb and Mike Poetsch, Gerry Martin, Lynn Stumbaugh and Christine Tompkins.

The next meeting of the Ravena Neighborhood leaders is Tuesday, March 1, at 7 p.m. at the Grace United Methodist Church, 16 Hillcrest Drive.

A supplemental training session "Knots Made Fun" will be offered by council trainer Ro Woodard.

For information, call 756-3544.

Special ed group to meet

The RCS Special Ed Parents Support Group will meet tonight, Feb. 9, at 7 p.m. at Pieter B. Coeymans Elementary School.

Guest speaker will be Frank Arcangelo, a member of Saratoga Psychological Associates and director of outpatient services at Four Winds Psychiatric Hospital.

He will discuss signs and symptoms of Attention Deficit Disorder as well as medication and treatment at school and in the home.

This program is open to the public, and child care will be available.

For information, call 756-2214 or 756-9527.

Family movie to run

The A.W. Becker Elementary School Parent Teacher Association will hold its February family movie night on Friday, Feb. 18, at 7 p.m. at the school.

A full length Disney movie about a family living in Kenya with their pet cheetah, Duma, is scheduled.

The cost is \$1 per seat. Soda, popcorn and candies will be available.

For information, call 767-2511.

Winter break scheduled

There are no classes scheduled in the RCS school district from Monday, Feb. 21, through Friday, Feb. 25. Classes will resume on Monday, Feb. 28.

Staff development dates announced

Half days have been scheduled on the following dates in the

RCS School District for staff development: Tuesday, March 8, Thursday, April 7, Monday, May 2, and Wednesday, June 8.

Staff subjects scheduled include building leadership team agendas, school conduct and discipline and the school climate.

For information, call 767-2513.

Superintendent to speak to parents' group

The RCS middle school Parents In Education will meet on Wednesday, Feb. 16, at 7 p.m. at the school.

Superintendent William Schwartz will discuss the New Compact for Learning.

Refreshments will be served. For information, call 767-2308.

PTSA to host roller skating party

The RCS Parent Teacher Student Association has scheduled a roller skating program for Monday, Feb. 21, from 7 to 10 p.m. at Guptill's Arena, Route 9, Latham.

Secrets will be open from 9 to 10 p.m.

For information, call Marie McClumpha at 767-2308.

Make your blemishes disappear

Also, make your tattoos disappear
And treat your birthmarks...

A safe and more effective way to make blemishes disappear. If you have unsightly blemishes — age or sun spots, freckles, café au lait birthmarks or other brown pigmented blemishes, they can now be successfully treated with minimum discomfort, thanks to our Candela Pigmented Lesion Laser.

Also there is a safer and more effective way to gently remove your unwanted tattoos without the risks of pain and scarring associated with older methods, thanks to our FDA-cleared Candela Tatulazr.™

And with our Candela Vascular Lesion Laser we can treat red vascular birthmarks, like Port Wine Stains and other red blemishes including small facial veins...effectively and with minimum discomfort. Safe enough for infants too.

The W.B. Macomber Group was the first plastic surgeons in the Capital Region to have this cutting-edge laser technology.

- The latest in medical laser technology, these treatments are for men, women and children.
- No surgery is required.
- Treatments are done right in our offices without a hospital stay.

To learn more, please call us today to make an appointment: (518) 438-0505.

The Laser Center of Albany

THE W.B. MACOMBER GROUP

Main Office
1465 Western Avenue
Albany, New York 12203
(518) 438-0505

Other offices in Troy and Castleton.

National Safety Council DEFENSIVE DRIVING COURSE

Tues., Feb. 15 and Wed., Feb. 16
6:30 p.m. to 9:45 p.m.
at Nathaniel Blanchard Legion Hall
Poplar Drive, Elsmere

Pre-Paid Registration \$35.00 ~ Walk-Ins Welcome \$40.00

Completion of the course qualifies you for...

THE INSURANCE DISCOUNT

A 10% Discount on COLLISION Premiums
A 10% Discount on LIABILITY Premiums

THE POINT REDUCTION
Four (4) points will automatically be deducted from the total on your driver record, if you have incurred violations during the 18 month period prior to completing DDC.

CALL GLENMONT SAFETY TO REGISTER 767-2474!



George W. Frueh

Fuel Oil • Kerosene • Diesel Fuel

Call for
today's prices

Cash Only
Prayer Line
462-1335

Mobil®
436-1050

Cash Only
Prayer Line
462-5351

WALLACE QUALITY MEATS

Stonewell Shopping Plaza, Rts 85 & 85A New Scotland Rd., Slingerlands

439-9390

CHICKEN BREASTS
\$1.58
LB.

BONELESS BREASTS
\$2.58
LB.

LONDON BROILS (SHOULDER)
\$1.98
LB.

SLAB SLICED TOBIN BACON
\$1.68
LB.

The family of Stephen P. Wallace wishes to thank our relatives and friends for their kindness and support following the recent loss of our husband, father and grandfather. Special thanks to the Voorheesville Rescue Squad, St. Peter's Emergency Room Staff, Applebee Funeral Home and Father James J. Walsh of St. Thomas Church.

— The Wallace Family

Local artists' work on display

The library is displaying works by local artists Carol Schlageter, Jean Eaton and Colleen Skiff Kriss this month.

Schlageter's show, "In the Days Before Raccoons Were Rabid," is a whimsical view of life in Bethlehem. Her 30 watercolors include florals, and portraits of wildlife, children and animals, but the show is especially notable for its playful turn on the rituals of suburban life.



Schlageter, a Delmar resident and former newspaper reporter who bills herself as "Ben Chady's Mom," says "The world is a place of humor to me. It allows us to get through a day. I often find humor in situations where kids and animals are involved, especially where people take themselves seriously."

So her works depict "The Antique Show," "Obedience School First Night," "Scout Camp," and lines of people and animals in "Rabies Clinic." She says "As a reporter, I want to tell the story, somehow in print or in paint."

Schlageter says that she is torn between people and animals and that her works are parallel social studies. She is fascinated by the notion that animals have a world of their own that overlaps the world humans inhabit, though we barely perceive it. So she draws a flying "Pigasus" and a "Cat Scan" that will tickle your funny bone, and pictures a raccoon elegantly savoring grapes on a trash can lid. Says Schlageter, "It's fun to imagine what the animals might be thinking."

Schlageter is a self-taught artist, but she says, "No one is really self-taught today. There are so many sources of information to learn from. We can always see how someone else did it, or as is more often the case, how we think



Carol Schlageter of Delmar helps hang one of her works that will be on display throughout the month.

someone else did it."

In the rear foyer gallery are nine oil paintings of birds by Voorheesville resident Jean Eaton, who is the president of the Bethlehem Art Association.

Sharing the gallery space is an unusual exhibit of paintings by Delmar residents Colleen Skiff Kriss and poems by her husband Erik Kriss about their son Tyler. "Ten Terrific Things about T: Thoughts on a Toddler Turning Two" includes 10 alkyds, a fast-drying oil that gives the paintings the look of pastels.

The works are a family project documenting the development of

their child. They are intended to capture the precious moments in the stages through which a young toddler passes rapidly as he learns to interact with the world and the people and things in it.

The Krisses are hoping the works can be published as a book that both children and adults can enjoy. They would like feedback on the exhibit, still a work-in-progress, and will have a comment sheet available where viewers can record their reactions.

This is the first collaborative artistic effort for the couple, who also have two daughters, 5-year-old Emily, and 10-year-old Shauna.

Anna Jane Abaray

VV library election set for May 11

An election will be held in May to fill an open seat on the board of trustees of the Voorheesville Public Library. The five-year term will begin in July.

The seat is currently held by Board President Diane Connolly, whose term expires this spring.

Those interested in running must be residents and qualified voters of the Voorheesville Central School District, and must file a designating petition with a

minimum of 25 names with the clerk of the district.

Petitions are available at the library, located at 51 School Road. They must be returned to Library Director Gail Sacco no later than April 8 at 5 p.m.

The election will take place on May 11 at the Clayton A. Bouton Junior-Senior High School.

For information, contact Sacco at 765-2791.

Wanderers can take armchair world trip

Wishful wanderers won't even have to leave the cozy confines of the library tonight, Feb. 9, for a trip Around the World!

The fun begins at 7 p.m. with a story hour that will give families an opportunity to hear a few folk tales from foreign locales. A movie and a craft activity are also scheduled. All ages are welcome.

Income tax help is available for senior citizens this month and in

Ongoing programs for adults over the next week include the Writers' Group on Thursday, Feb. 10, at 7 p.m., Quiet Voices writing group for women on Tuesday, Feb. 15, at 7 p.m., and the needlework/quilting group on Tuesday, Feb. 15, at 1 p.m.

Winter story hours for young children are ongoing and are scheduled on Mondays at 10:30 a.m., Tuesdays at 10 a.m., Wednesdays at 4 p.m. and Fridays at 1:30 p.m.

Petitions for those interested in running for a seat on the board of trustees are available at the circulation desk.

Christine Shields



March through the Tax-Aide program sponsored by the AARP.

The program utilizes IRS-trained volunteers to give advice to those 60 and up and to share tips for those with retirement income.

To schedule an appointment, call 765-2791.

Those doing taxes on their own should be able to find most forms and instructions for filing at the library and available for duplication. Stop by at the reference desk for help.

Job seekers can also get help at the library. Free job counseling is being offered through March on an individualized basis both during the day and in the evening. Appointments are required and can be made at the reference desk or by calling the library.

'Home Alone' classes offered in Delmar

A family education program called "Home and On Your Own Training" will be offered on Tuesday, Feb. 15, Thursday, March 10, and Tuesday, March 15, at the United Methodist Church, 428 Kenwood Ave., Delmar, from 7 to 9 p.m.

The workshops, sponsored by Bethlehem Networks Project, School's Out Inc., Bethlehem Central schools, and the Bethlehem Police Department, will help prepare fourth- and fifth-grade children and their parents for times when children must manage on their own.

Participants can select one two-hour session to attend. There is no cost. For information, call 439-7740.



Medical, Health & Dental Services



Views On Dental Health®

Dr. Virginia Plaisted, D.D.S.

DENTURE SLIPPING?

When your dentures begin to slip a little, that's the time to get some help from your dentist. The slippage may be caused by a number of things. One is bone loss. One the average, most people who wear dentures lose about two millimeters of jawbone every year. That may not sound like much but this can cause problems, such as slippage. It can be irritating, as well as embarrassing, if you're biting into a thick, juicy, tender steak and your dentures start to slip.

The loss of supporting bone is a natural result of wearing dentures. But it can be minimized. Your dentist can show you how to keep your gums healthy. He can check your dentures and adjust them so they fit better and don't put uneven pressure on the jawbone. He may

have to reline them to help minimize bone loss and give you a comfortable fit.

Good dentures will not only improve your appearance, they will also help you satisfy your appetite, if they're properly fitted and checked regularly.

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) 439-4228
and

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

The best vehicle for stopping car thieves.



Quorum's IMMOBILISER is the vehicle security system that hooks directly to your ignition. To start the car, a custom-coded key must first be inserted. No key, no go. Only you can start the car. It even comes with a lifetime warranty. Only Quorum products give you that kind of technology and security.

Quorum
Securing Life

Contact your Quorum Independent Distributor

STEPHEN KAPLAN
AM 439-1446
PM 439-0706

Alexander Varga & Co.

Certified Public Accountants

Alexander Varga, CPA
Accounting and Auditing
Income Tax Preparation:
• Personal
• Professional
• Small Business
• Corporations
• Estates & Trusts

Anthony M. Scalzo, CPA
• Business Valuation
• Litigation Support
• Financial Guidance

ESTATE PLANNING
FREE INITIAL
CONSULTATION

Ravena

Route 9W
North of Traffic Light,
South of NAPA

756-2324

Hours:

Monday - Friday 9 am-5 pm
and by appointment

Catskill

389 Main Street
943-2322

2 Delmar chiropractors to work for hungry

By Susan Graves

If you've got an aching back from too much shoveling or a pain in the neck worrying about winter's next move, you might want to take advantage of a Valentine's Day service offered by two Bethlehem chiropractors.

Drs. Joseph Barile and Lee Masterson will offer their patients and anyone else a treatment session or consultation for the price of a non-perishable food item on Monday, Feb. 14. The food-raiser is sponsored by the New York Chiropractic Council.

Last year 80,000 pounds of food were raised statewide. Food collected locally will be donated to the Northeast Regional Food Bank.

"We'll keep our doors open as



Judith Barile and Dr. Joseph Barile are looking forward to participating in Project Hope on Valentine's Day.

Elaine McLain

long as we have to," said Barile, who is participating in the program for the first time this year.

And, he said, "If the weather is bad, we'll honor those appointments," at a future date. Project Hope is set to run from 10 a.m. to 4 p.m.

Barile recommends that people call ahead for an appointment. Regular fees range from \$30 to \$35 dollars, said Barile, whose office is on Delaware Avenue just across from the plaza. Masterson's office is at 500 Delaware Ave.

Although back and neck problems are common complaints — especially during snow-shoveling season — chiropractic is really a holistic approach to health care, Barile said. "The spine is merely

a way the chiropractor accesses the nervous system," said Barile. "We're really primary health care providers," treating the entire body despite the common perception that chiropractors treat only neck and lower back ailments.

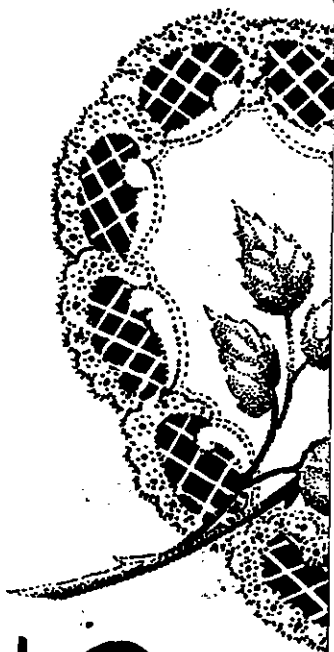
Statewide, 180 chiropractors will participate in Project Hope. "All will be donating their services on that day," he added. "I thought it was a great idea to help people and to put food in the food bank."

"The greater purpose is to dedicate a day of the office" to a charity, Masterson said.

Masterson, who is a member of the chiropractic board, said many of his patients have already been generous in response to the Valentine's Day fund-raiser.



Happy Val



CASA MIA

RESTAURANT & LOUNGE

Rt. 9W • Glenmont (across from K-Mart) 463-4331

Specializing in Northern Italian Cuisine

Serving Pasta, Veal, Beef, Chicken & Seafood Dishes

Join us for Valentines Day Dinner

Complimentary Glass of Wine with Dinner for Two

Valentine's Day Dinner Specials

♥ Chicken Romana ♥ Veal Osambucco ♥ Zuppa LaGosta

HAPPY HOUR Mon-Fri 4 - 6pm

Piano Music Weekends from 8 pm

Mon-Thur. 11am - 10pm, Fri. & Sat. 11am - 11pm, Sun. 12 noon to 9pm

Take-Out Orders available for Lunch & Dinner



VALENTINES

Give the gift of love
with a gift certificate from:

DELMAR CENTER FOR THERAPEUTIC MASSAGE

128 Orchard Street, Delmar 475-9456 (by appointment)

Formerly Gail A. Wells
Member Bethlehem Chamber of Commerce

SunSational

Gift Idea For You
& Your Valentine!

TANNING SPECIAL:
Bring A Friend—Both Get
2 FREE VISITS
with purchase of
5 VISITS for
Only \$23⁹⁹

Now thru Feb. 28th

Tanning Hrs. at your convenience including Sundays.

Anne Marie's Beauty Salon
35 Jericho Rd., Selkirk • 767-2898

Capture a heart with flowers

Order early for your
special Valentine.

Delmar 439-0971 • Central 489-5461
Stuyvesant Plaza 438-2202

Your FTD florist

Danker

Florist

Sweetheart Guitar Sale

His
\$219⁰⁰

Montana

Hers
\$195⁰⁰

Full-Size
Dreadnaught
including case

Full-Size Folk
including case

20% Off all

Takamine
GUITARS

**SKIPPYS
MUSIC**

253 Delaware Ave.
Delmar

439-2310



Flowers say...

...what words can not

VALENTINE'S DAY & MONDAY, FEBRUARY 14TH

FREE Valentine Balloon

with each order delivered
on or before February 13th

Your florist
in Glenmont
436-7979

Candflower LTD.

SPOTLIGHT ON

Bethlehem wrestlers dispose of Shaker High

By Ted Hartman

The Bethlehem varsity wrestling team coasted to an easy 60-18 win over Shaker last week.

Freshman Matt Wagoner (91 pounds) tallied BC's first six points with a pin. The Eagles then benefitted from consecutive Shaker forfeits at 98 and 105 pounds.

Sophomores Jason Seward (112 pounds) and Hank Tripp (119 pounds) kept the rout going with a decision and a technical fall over respectively.

The 126 and 132 pound weight classes were won by sophomore Jim Spinner and senior captain Zach Hampton by pins. Junior Steve Demarest won a decision to carry 138 pounds and Matt Carotenuto (145 pounds) easily pinned his opponent.

Sophomores Nat Beyer and Torre Rapacechio completed the romp at 155 and 167 pounds.

In the Suburban Council tournament on Saturday, Feb. 5, Bethlehem finished 10th out of 16 competing schools. Genovese made it to the 105-pound finals, earning a second-place finish.

Bethlehem also recently polished off Suburban Council opponent Mohonasen 57-24.

When asked why teams were having a tougher time with Bethlehem this year, Genovese responded, "The difference is overall team attitude. We know what to do and we do it. There is less goofing around in practice."

Sharks finish 1st

The Bethlehem Soccer Club's Under-10 boys team, the Sharks, continued their winning ways at the Lakehill Soccer Club's Indoor Tournament.

The opposition was held to one score by goalie Michael Nuttall and defenders Phillip Blickensderfer, Stephen Perazzelli, and Andrew Swiatowicz. The offense responded with goals by Mark Bulger and Tim Kindlon. Forwards Ryan Dalton, Zachary Gray, Dan Kidera, Kevin Neubauer and Matthew Swiatowicz applied continuous pressure on the opposing goalie.

Cold shooting plagues Eagles

By Joshua Kagan

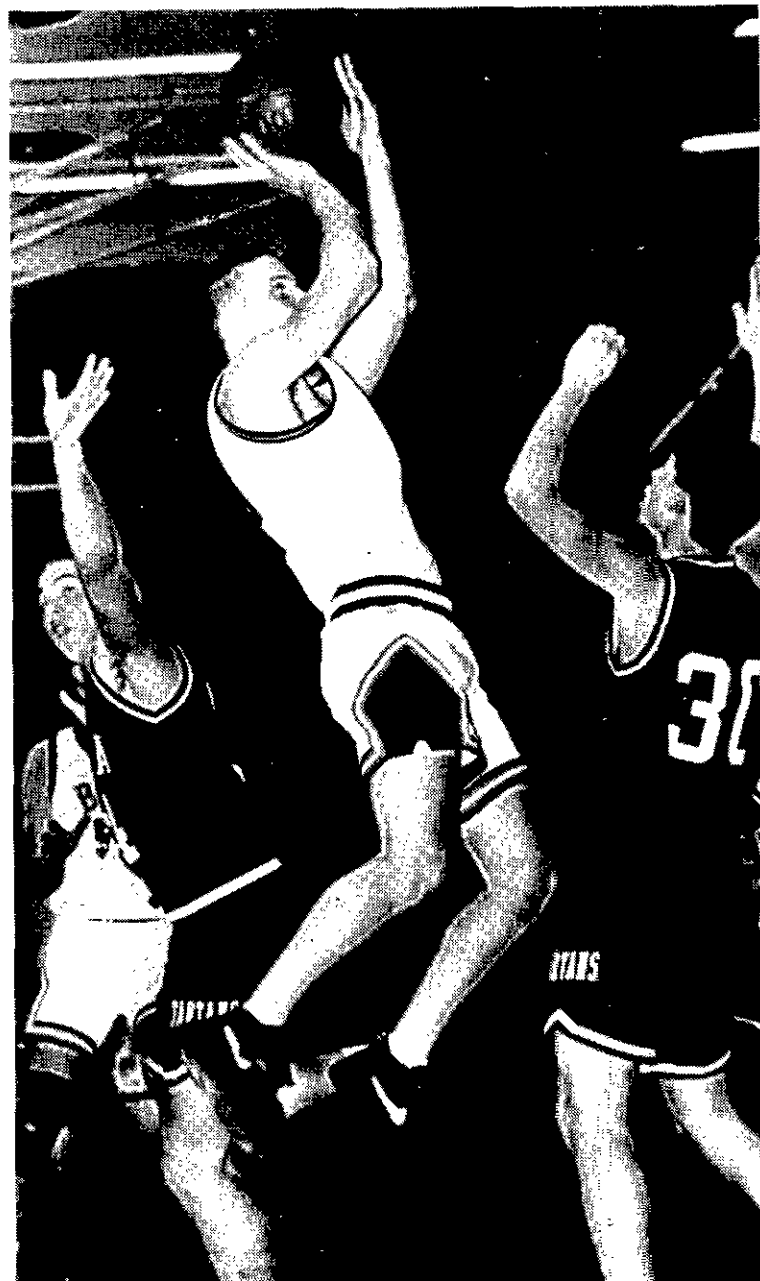
The Bethlehem boys basketball team (3-8, 5-11) fell into a last-place tie in the Suburban Council Gold Division with losses to Shenendehowa and Scotia last week.

In both contests, poor shooting by the Eagles cost them. Against the Scotia Tartans on Friday, Feb. 4, the Eagles lost 62-49 and shot a dismal nine for 42 from the field in the second half, and only 19 for 77 overall.

In a 74-69 loss against Shenendehowa on Tuesday, Feb. 1, Bethlehem shot four for 17 in the third quarter, when the Plainsmen pulled away.

"That's been our Achilles heel," BC coach Jack Moser said. "We've been shooting poorly all year. When we shoot well, we win, and when we shoot poorly, we lose. I don't have an answer. Even our good shooters aren't shooting well."

"I thought we came out real sluggish against Scotia, which we haven't done in a while, and we just didn't play well the first half."



BC's Rob Kind gets off a jump shot against Scotia. The senior guard has been one of the few bright spots for the Eagles this year.
Seth Hillinger

Spotlight Newspapers

HOME

SPRING
'94

IMPROVEMENT

SECTION

MARCH 2, 1994

Ad Deadline:

February 23, 1994

When you need to make
Home Improvements,
it's good to know
that Spotlight Newspapers
can help.

Call your sales representative today!

Ray Emerick • Louise Havens

Wendy King • John Salvione

Call 439-4940

southwood tennis & fitness club



Something for everybody

- 7 Tennis Courts
- Cardiovascular Equipment
- Muscle Toning Circuit
- Co-ed Aerobics
- New Nursery Facilities

• Corporate Memberships

SPECIAL TEEN PROGRAM
FRIDAY NIGHTS

787 South to 9W & Southern Blvd., Albany (Behind Howard Johnson's Restaurant)
Register Now — 436-0838

Helderberg Siding Co., Inc.

Since 1951



Quality installations
All work guaranteed & insured
Free estimates
Financing Available

**For the Best in
Replacement Windows
Storm Doors & Replacement Doors**

Call 768-2429

Rough season continues for VV boys

By Kelly Griffin

The Voorheesville boys basketball team did not have a memorable week, losing twice by wide margins to Schalmont and Albany Academy.

"It was a terrible week," summed up head coach Skip Carrk. "We played the worst eight quarters of basketball that we'd played all year. Right now, we're just looking to put those two games behind us. We hope to turn it around for the final part of the season."

On Friday, Feb. 4, the Blackbirds met Albany Academy at home. Academy led Voorheesville across the stat charts, having a

higher shooting percentage, more rebounds, and less turnovers.

"Our shooting from the foul line was a big factor," said Carrk of the 62-47 defeat. "We were 9-27 from the line, while Academy was 20-22. They also shot 50 percent from the floor to our 33 percent."

Center Dave Burch finished with 15 points and 11 rebounds. Jacob Van Ryn had a 12-point effort for the Blackbirds, scoring in double figures for the second time in a week.

"Jacob has been the one bright spot for us these past few games," said Carrk. "He's had a great week, and has been a leader on the floor."

Against Schalmont the previous Tuesday, Voorheesville got out to a good start in the first quarter. The 'Birds stayed with their opponents 8-11 and also grabbed five steals.

But in the next three quarters, Schalmont put the game out of reach. "We couldn't stop them," said Carrk. "They could do anything they wanted to that game, and we couldn't come close."

"I still have some thinking to do about the sectional tournament," he added. "If I have a 2-12 team who is playing its hardest, we will definitely go. But if I have a 2-12 team who is showing signs of giving up on itself, then we are not going to enter the sectionals."

Schalmont girls too big for Blackbirds

By Jacob Van Ryn

On Tuesday night, the Voorheesville girls basketball team from Voorheesville High hosted Schalmont in a Colonial Council matchup.

The Blackbirds were hoping to halt their recent string of losses by upending the third-placed Sabres, but instead suffered a 55-35 loss.

"They got off to a 10-0 lead before we even got going," said coach Nadine Bassler. "We couldn't get our offense going against their tough man-to-man defense."

Added the coach, "Not only

was our offense not working, our defense wasn't able to stop them. We tried three different defenses, but none of them worked."

The schedule didn't get any easier as the 'Birds traveled to Holy Names on Friday. Although they lost 51-32 to the undefeated team from Holy Names, Bassler was not disappointed with her team's effort.

"We didn't play all that badly," said Bassler. "Unfortunately, they are bigger than us, and right now, they are a little bit too skilled for us."

Bassler was especially pleased with her team's efforts on the

defensive end. "We played good defense all night, they were just too much for us," said the coach.

The 'Birds were led by Jen Person, who had nine points. Kelly Griffin and Kristin Person each added seven in the loss.

After the Holy Names game, the 'Birds record stood at 8-8 overall, and 6-8 in the league. Bassler feels that her team has a chance in each of the next four games and hopes that the team will finish above .500 in the league.

"Right now, we are really struggling offensively, but hopefully, we will get on track and win some games," she said.

V'ville sports boosters seeking ideas and helpers

The Voorheesville Sports Booster Club will also be initiating a fund-raiser that is linked to your long distance phone bill. It will not only result in a donation to the club but a 10 to 25 percent savings on the bill of the participant. Anyone interested in work-

ing on this fund-raiser please contact Debbie Baron at 765-9371.

Anyone with ideas on future fund-raisers can contact Joanne St. Denis at 765-4748. If you can

volunteer in any way, contact Lois Parmelee at 765-3027. The next club meeting is scheduled for Wednesday, Feb. 16, at the high school at 7 p.m..

Providence wins again

Providence withstood the challenge of second place Seton Hall to stay undefeated with a 40-19 victory over the Pirates in action last week in the Bethlehem Basketball Club.

Alex Voetsch paced the fast-breaking offense of Providence with 11 points while Greg Ciprioni helped the Seton Hall cause with seven points.

In other BBC College Division play, Pitt edged Miami 29-24 in a game marked by outstanding defense. Katie Riegel had three assists for the winners, while Matt King grabbed four rebounds for Miami.

Behind the steady defensive play of Chris Carriero, Villanova downed Georgetown 41-25. Anthony Trimarchi hustled at both ends of the court for Georgetown.

Inspired by Susan Harrison's rugged defense, Syracuse defeated St. John's 39-29. The Redmen were led by Liam Gallagher's 11 points and five assists.

In All-Star Division action, solid team defense by Jim Barker and Matt Hauf lead to a number of easy layups as the Mavs stayed unbeaten with a 44-34 victory over a tough Spurs squad. Geoff Hunter knocked down four, three-point shots for the Spurs to take scoring honors with 18 points.

Aaron Smith scored 15 points to help the Rockets upend the Bucks 47-37. Brian Yovine dished out six assists to help the Bucks stay within striking distance down the stretch.

In a close game that was not decided until the final seconds, the Heat defeated a fired-up Magic squad 45-44. Brad Fischer and Mike Thibodeau combined for nine rebounds for the victorious Heat squad, while Mike Smith scored four points for the Magic.

Tim Kavanagh scored four points and grabbed five rebounds as the Hawks beat the Sixers 48-27. Peter Wagle scored 10 points for the Sixers.

In the Pro Division, the Nets squeaked past a determined Hornets squad 42-41. Kevin Carroll scored 12 points for the winners, while Ajay Murthy played solid defense for the Hornets.

The Celtics survived a late surge by the Pistons to stay on top 45-41. Bob Baldwin and Elijah Bonnell played trapping defense for the Celtics, while the Pistons were lead by Matt Hough's rebounding.

The Bulls dumped the Lakers 31-27 in a low-scoring defensive struggle. For the Bulls, Joe Gerstenzang scored four points and grabbed six rebounds, while Connor Hughes scored six points for the Lakers.

OH MAMA-WHAT A LIQUIDATION SALE

50% - 80% OFF
ENTIRE WINTER STOCK
PLUS 60% OFF

LAST SUMMER'S STOCK
LADY MADONNA
MATERNITY

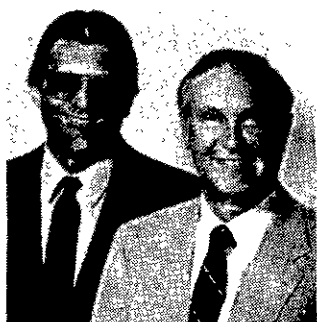
STUYVESANT
PLAZA 482-8158

Scharff's Oil

& Trucking Co., Inc.
For Heating Fuels
Bulk Diesel Fuel

"Local People
Serving Local People"
Glenmont So. Bethlehem
465-3861 767-9056

Burt Anthony Associates FOR INSURANCE



Greg Turner Burt Anthony

Serving the Community Since 1954

All Forms of Insurance
Business • Personal • Life
Health • Long Term Care
Call for a quote today!

439-9958
208 Delaware Ave., Delmar

STEINER'S SPORTS

Ski Specialists

243 DELAWARE AVE., DELMAR, NY
475-9497

Winter Clearance

ALL SKIS, BOOTS, BINDINGS ON SALE
SKIWEAR - 30% TO 50% OFF



The North Face
Work Jacket

Reg. \$385

Sale \$229⁰⁰

SALOMON Skis
Equipe 9000 1s, 2s or 3s

Reg. \$625

Sale \$425⁰⁰

All Burton Snow Boards
& Clothing

20-50% Off

ROSSIGNOL

DV6 with Marker M31 Binding

Only \$369⁰⁰

The Ever
Fashionable

Nils
SKIWEAR

40% Off

Columbia
Sportswear Company

Fleece
Tops

30% Off

□ Farmers

(From Page 1)

it. And hopefully as the kids get more involved we'd like to provide them with an opportunity to get into the business themselves."

Both Tim and Colleen come from farming families. Colleen's parents still own a Catskill mushroom farm that is one of the few left in the state. During the summer their bounty can often be found at a farm stand along New Scotland Road in Slingerlands.

Tim's parents ran a dairy farm in Greenville that is still operating, although under different ownership. In 1987 it was cited for 200 years of continuous operation.

The Stantons own a 138-acre spread off Onesquethaw Creek Road in the shadow of the Helderbergs which should be preserved in some way just for its sheer beauty if it wasn't a working farm.

On top of that, they rent more than 400 additional acres in the New Scotland/Bethlehem/Coeymans area so that they have about 600 acres in actual production.

But the Stantons have not seen fit to rely on the past. They are both graduates of the Cornell University School of Agriculture and Life Sciences. And they know that to survive in the '90s, it's smart to have a backup in case your main crop is not up to snuff.

To cushion themselves against the lean years for hay and straw, they cultivate about three acres of strawberries as part of a pick-your-own operation.

In the fall, they have muskmelons, pumpkins and a variety of vegetables that they sell at a farm stand. They even offer hayrides to area kids to bring in a little extra cash. All told, the fruits and vegetables make up about 20 percent of the business.

"You have to diversify to spread your risk," Colleen said. "Some way or another you have to maintain a cash flow."

The problems that small farmers face have not gone away, according to Randall Sawyer, assistant director of communications for the New York Farm Bureau. Even though government has responded to some degree over the past decade by easing the tax burden on agricultural land, many stresses still exist for farmers trying to make it.

"It's a great success story," said Sawyer. "They are an innovative young couple who have chosen to work in an area that is not primarily agricultural like the western part of the state, where there are farms all around."

"There are good days and bad days," Colleen said. But she added, "It's by choice that we do it."

□ Cookies

(From Page 1)

a \$12 cookie credit for every \$60 worth of cookies they sell. "The credits are like a gift certificate" that can be used toward summer camp or items such as books, sashes or mugs.

- One-half cent per box is put into a special program fund and goes into a grant pool available to fund special troop projects.

- The remaining \$1.64 goes back to the council, which uses it for training programs for adult volunteers and its three camps in Chatham, East Greenbush and Fort Ann. Only 20 percent of the money is used toward administrative costs, including rent, heat and the telephone bill.

Council money also helps girls who do not have "the economic means to go to camp or purchase uniforms or supplies." Downing

said. "It also helps keep the fees low."

For the 1992-93 cookie sale year, 374,543 boxes of cookies were sold by Hudson Valley Scouts.

In Bethlehem alone, 542 girls belong to 58 troops, Downings said.

The Scouts are also involved in many community service projects, including serving dinner at the Damien Center in Albany. Troops also visit local nursing homes and participate in community flower planting projects. Many also collect food for area pantries. "That's what Scouting is all about," Downing said.

Bethlehem Girl Scouts will be selling cookies at K mart in Glenmont on Saturday, Feb. 12, from 2 to 5 p.m. and at Ames in Glenmont on Sunday, Feb. 13, from 11 a.m. to 2 p.m.

Bouton officials to host informational meeting

Parents of eighth-graders at Clayton A. Bouton Junior-Senior High School in Voorheesville are invited to a meeting on Wednesday, Feb. 9, at 7:30 p.m. in the school's large group instruction room.

Information on ninth-grade course offerings, graduation requirements and available diplomas will be offered.

For information, call 765-5529.

Animal tracking slated at Five Rivers center

An indoor/outdoor program on animal tracking will be offered on Thursday, Feb. 24, at 10 a.m. at the Department of Environmental Education Center, Game Farm Road, Delmar.

Cost is \$3 per family. For information or to register, call Five Rivers at 475-0291.

□ IDA

(From Page 1)

hours at \$165 per hour."

"My fees have been extraordinarily low," he maintained. In part because legal fees are another cost of doing business for developers. "You don't want to do anything to discourage them," he said.

Landing the Selkirk cogeneration plant—a 252-megawatt power plant now under construction—was a boon to the town of Bethlehem and Ravena-Coeymans-Selkirk schools. Project developer Selkirk Cogen Partners of Boston will have to ante up \$63.3 million in local property taxes to the two entities over a 20-year period.

The RCS school district will receive the lion's share of the money—about 60 percent—while the town receives 40 percent of the tax bonanza.

As part of the agreement with the Bethlehem IDA, which voted to back millions in low interest loans for the developers, Selkirk Cogen also agreed to pay for the bulk of the town's new \$10 million water treatment facility along the Hudson River through abnormally high industrial water rates.

Most of that water will be used by Selkirk Cogen to operate their natural gas-fired power plant on the grounds of the General Elec-

tric plastics manufacturing division off Route 32. Most of the steam energy from the power plant will be sold to GE for their manufacturing operation.

While former Rensselaer County Republican Chairman David Dudley was roundly criticized for receiving huge legal fees from developers during his tenure as counsel to the county IDA—about \$500,000 over a five-year period—Kaplowitz says politics never entered into his negotiations with developers.

In the 20-year history of the town IDA, only five other projects besides Selkirk Cogen have received backing. The fees Kaplowitz received for those projects are:

- Eastern Ingredients—\$3,000 for a \$1.2 million project.
- Professional Insurance Agents—\$10,000 for a \$750,000 project.
- Farm Family Insurance—\$10,000 for a \$4.5 million project.
- VP Winter—\$4,000 for a \$950,000 project.
- Hamilton Press—\$4,000 for a \$1.78 million project.

"Almost all of these firms have come to the town on their own," Kaplowitz said. "The taxpayers don't pay a dime for what we do."

AARP schedules February meetings

Bethlehem Tri-Village Chapter 1598 of the American Association of Retired Persons (AARP) has slated a board meeting for Tuesday, Feb. 15, from 1 to 3 p.m., and a chapter meeting for

Tuesday, Feb. 22, at 1 p.m. Both will take place in the town hall, 445 Delaware Ave., Delmar.

The chapter meeting will address the topic of state and federal legislation.

Preschool Valentine workshop slated

Preschoolers ages 3 to 6 are invited to an annual Valentine-making workshop at the Bethlehem Public Library, 451 Delaware Ave., Delmar, on Saturday, Feb. 12, at 10:30 a.m., and Monday, Feb. 14, at 4 p.m.

Participants will hear friendship stories and love poems, play a Valentine game and create a card for someone special.

To register, call the library at 439-9314.

THE YOUTH NETWORK

A BETHLEHEM NETWORKS PROJECT

STEP classes help families with teenagers

The Bethlehem Networks Project offers parent training classes geared specifically for families with adolescents in the household.

Systematic Training for Effective Parenting (STEP) classes are designed to lead toward increased cooperation between parents and children and help families cope with common problems that arise during the pre-teenage and teenage years.

Meetings are led by facilitator Gwen Guillet, a Bethlehem Central guidance counselor.

The eight-week course is held Mondays from 7 to 9 p.m., beginning March 7. Cost is \$25.

For information or to register, call 439-7740.



Corporate neighbors committed to serving the community

Special on WMMT CHANNEL 17

National Geographic Special: Reflections on Elephants
Wednesday, 8 p.m.

New York State Speaks Out: The Governor's Report
Thursday, 8 p.m.

Medicine at the Crossroads: Magic Bullet
Friday, 10 p.m.

Upstairs, Downstairs: A Special Mischief
Saturday, 9 p.m.

Nature: Wild Dogs of Africa
Sunday, 8 p.m.

I'll Fly Away: The Kindness of Strangers
Monday, 9 p.m.

NOVA: Can Chimps Talk?
Tuesday, 8 p.m.

Owens-Corning Fiberglas supports public television for a better community

Owens-Corning is Fiberglas





Sharon and Kevin Seim

McKenna, Seim marry

Sharon Marie McKenna, daughter of John and Mary McKenna of Voorheesville, and Kevin Edward Seim, son of Edward and Sandra Seim, were married Sept. 4.

The Rev. Arthur Toole performed the ceremony in St. Mary's Roman Catholic Church, Albany. A reception followed at the Century House, Latham.

The matron of honor was Lori Martin, and bridesmaids were Janice Gibbon, Lara Hladun and Holly McKenna and Margaret McKenna, sisters-in-law of the bride.

The best man was Brian McKenna, the bride's brother, and ushers were William Morris, Mi-

chael Fournier, Christopher Blum, Robert Blauvelt and Daniel McKenna, Kevin McKenna and Matthew McKenna, brothers of the bride.

The bride is a graduate of Clayton A. Bouton High School and the University of Notre Dame. She is a benefits consultant with Hewitt Associates in Boston, Mass.

The groom is a graduate of Clayton A. Bouton High School, LeMoyne College and the University of Connecticut. He is employed as a brand manager with Papa Gino's, Inc., in Dedham, Mass.

After a wedding trip to St. Thomas, the couple lives in Randolph, Mass.

Delmar man earns health credential

Delmar resident Jerry D. Huggins, a registered pharmacist at the Stratton Veterans Affairs Medical Center in Albany, has attained the credential of certified professional in health care quality (CPHQ).

To obtain this qualification, Huggins passed a written examination designed to assess his knowledge, skills and abilities in the fields of health care quality, utilization and risk management.

Births

St. Peter's Hospital

Girl, Sara Victoria DuBuc, to Tina Messina and Robert DuBuc, Selkirk, Dec. 6.

Girl, Alyssa Marie Bukowski, to Julie and Peter Bukowski, Glenmont, Dec. 17.

Girl, Cassidy Noelle Smith, to Jennifer and James Smith, Voorheesville, Dec. 24.

Boy, Joseph Dominick Bonarrigo, to Deidre Bryant and Joseph Bonarrigo, Delmar, Dec. 28.

Twin boys, Matthew Francis O'Keefe and Christopher Patrick O'Keefe, to Patricia and Joseph O'Keefe, Delmar, Dec. 28.

Boy, Conor Stratmann, to Sandra and Frederick Stratmann, Slingerlands, Dec. 28.

Boy, McKinley John Gray, to Kathleen and Michael Gray, Delmar, Jan. 5.

Boy, Kevin James Maddock, to Susan and William Maddock, Delmar, Jan. 12.

Bellevue Hospital

Girl, Alaina Rae Krueger, to Pat Van Valkenburg and Gary Krueger, Feura Bush, Jan. 10.

Albany Medical Center

Girl, Shannon T. McShane, to Kristina and Bruce McShane, Delmar, Jan. 17.

Out of town

Girl, Anna Kathryn Smith, to Susanna and Gregory Smith of North Potomac, Md., Jan. 29. Maternal grandparents are Daniel and Sondra Schaeffer of Glenmont.

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.

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



Gerard Cachon and Elizabeth Bennett-Cachon

Bennett, Cachon marry

Elizabeth Cheryl Bennett, daughter of William and Carolyn Bennett of Delmar, and Gerard Phillip Cachon, son of Gabriella and the late Rene Cachon of Wappingers Falls, Dutchess County, were married Oct. 10.

The Rev. Jeffrey Merkle performed the ceremony in University Lutheran Church of the Incarnation, with a reception following at the Philopatrian Literary Institute, both in Philadelphia.

The maid of honor was Linda Krathaus and the best man was

Stewart Levine.

The bride is a graduate of Bethlehem Central High School, the University at Albany and the University of Pennsylvania. She is employed as the director of academic affairs for the undergraduate division of the Wharton School of Business in Philadelphia.

The groom is a graduate of the University of Pennsylvania and is currently completing his Ph.D. in management there.

After a wedding trip to Chile, the couple lives in Philadelphia.



Salisbury steak supper slated

The South Bethlehem United Methodist Church sponsors a salisbury steak dinner, with homemade soups and desserts, Friday, Feb. 11, from 4:30 to 7 p.m. at the church on Willowbrook Avenue.

Dinners are \$4, and other menu items are available. For information, call 767-9953.

Sponsored by
**Newsgraphics
Printers**

125 Adams St., Delmar, NY 12054

439-5363

Quality and dependability you can afford.

Here's to a Wonderful Wedding!



Jewelers

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

Limousine

Super Special!!!! 3 hours for only \$99. Advantage Limousine. 433-0100 Some rest.

Dance Instruction

Learn to Dance For Your Wedding! Private & group lessons available. In my studio or your home. Call Patricia Rumore at 435-1200.

Florists

PJ's Petals and Plaids—Your family florist and gift shop. (518) 456-1080, 1987 Central Avenue, Albany (Colonie), NY 12205

Photography

Your Occasion—Our Photography. Wedding Candid, Videos, Creative Portraits. The Portrait Place, 1186 Central Ave., Albany 459-9093.

Personal Professional Photographic Service. Over 15 years experience in Albany area. Kurt E. Uhl 439-9598.

Honeymoon

Travel Ease Cruise Agency. At this very special, very busy time, leave the details to a professional for a hassle free, inclusive honeymoon. Call 478-9122 for an in-home presentation

Receptions

Normanside Country Club, 439-2117. Wedding and Engagement Parties.

Oceans Eleven Restaurant and Banquet House, 869-3408. Wedding and Banquets for 20 to 250 people with a large dance floor.

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.

Bakery

Schuyler Bakery 273-0142. Wedding Cakes our Specialty for over 39 years.

Obituaries

Woodrow Strang

Woodrow Strang of Winter Springs, Fla., and formerly of Elsmere, died Friday, Feb. 4, in Winter Springs.

He was born in Palatine Bridge, Schoharie County.

Mr. Strang had retired as a sales manager for the Freihofer Baking Co. in Albany.

Survivors include his wife, Madelyn Strang; a son, Garry Strang of New Paltz; a daughter, Janis Jansen of Port Ewen; a sister, Nancy Hubbell of Canajoharie; and six grandchildren.

Services were scheduled for today, Feb. 9, at 1 p.m. at Meyers Funeral Home, 741 Delaware Ave., Delmar. Burial will be in Memory's Garden, Colonie.

Contributions may be made to North Land Community Church Building Fund, 530 Dog Track Road, Longwood, Fla. 32750.

Joseph Yannick

Joseph G. Yannick 37, of Clarksville, died Friday, Feb. 4, at the Greenery Rehabilitation Center in Brighton, Mass.

Born in Troy, he was educated in Maplewood School and Watervliet High School. He moved to Clarksville in 1987.

Mr. Yannick was a self-employed antiques dealer and auctioneer. He owned Yannick's Antiques in Clarksville.

Survivors include his wife, Deborah Hersch Yannick of Clarksville; his mother, Marion Barna Yannick; a brother, Raymond Yannick of Schodack; and three sisters, Patricia Curtin of Latham, Bette Hotaling of Poestenkill, and Barbara Yannick of Watervliet.

Services were from the Clarksville Community Church. Burial was in St. Basil's Cemetery, Maplewood.

Arrangements were by the Applebee Funeral Home, Delmar.

Contributions may be made to the Joseph Yannick Fund, c/o the Clarksville Post Office, Clarksville 12041.

Pearl Adams

Pearl Joslin Adams, 90, of Del-

mar, died Thursday, Feb. 3, at the Good Samaritan Home.

Born in Summit, Schoharie County, she was educated in Richmondville schools. She moved to Albany in 1928 and worked for a short time for the former New York Telephone Co.

Mrs. Adams was a charter member of the Elsmere Fire Company Ladies Auxiliary and a member of the Delmar Reformed Church.

She was the widow of Leland Adams.

Survivors include two sons, Russell Adams and Keith Adams, both of Rotonda West, Fla.; four grandchildren; and two great-grandchildren.

Arrangements were by the Applebee Funeral Home, Delmar.

Mary Galivan

Mary Sullivan Galivan, 85, of Good Samaritan Home in Delmar, died at the home Friday, Feb. 4.

Born in Menands, she was a longtime Albany resident before moving to the home. She was a graduate of the Menands School, Watervliet High School and Albany Business College.

She had worked for the State Employees Federal Credit Union from 1966 until her retirement in 1983.

She was the widow of John H. Galivan.

Survivors include a daughter, Patricia McLean of Albany, a son, John H. Galivan III of Albany, a sister, Cornelia Tucker; six grandchildren; and two great-granddaughters.

Services were from St. Patrick's Church, Albany.

Burial was in St. Agnes Cemetery, Menands.

Arrangements were by the McVeigh Funeral Home, Albany.

Contributions may be made to the Pine Hills Branch of the Albany Public Library for the acquisition of children's books.

Gwendolyn Munger

Gwendolyn Kiehl Munger, 68 of Merrifield Place, Delmar, died Saturday, Feb. 5, at St. Peter's

Hospice in Albany.

Born in South Onondaga, she attended Syracuse public schools.

Mrs. Munger was the secretary of the First United Methodist Church in Delmar from 1985 until her retirement in 1993. Besides her membership in the church, Mrs. Munger was a member of the Early American Industrialists Association, a part of the New York State Museum.

She was the widow of Clement A. Munger Jr.

Survivors include a daughter, Melody Munger of New York City; and two sisters, Margery Hughes of Fort Wayne, Ind., and Lucinda Kiehl of Syracuse.

Services were from the First United Methodist Church, Delmar.

Spring interment will be in Mt. Pleasant Cemetery, New Salem.

Contributions may be made to St. Peter's Hospice, 315 South Manning Blvd., Albany.

Mary Burke

Mary Frances Burke, 33, of Oakwood Place in Delmar died Tuesday, Feb. 1, at her home.

Born in Albany, she was raised in Delmar and was a graduate of Bethlehem Central High School. She was a student at Russell Sage College at the time of her death.

Ms. Burke was a clerk with the state Division of Parole.

Survivors include her mother Patricia M. Burke of Delmar; a sister, Lizbeth Nickel of Albany; and four brothers, Leo Burke of Coxsackie, Timothy Burke of San Francisco, William Burke of Delmar, and Thomas Burke of Boulder, Colo. She was a close friend of Kevin and Tristan Reilly, both of Troy.

Services were from the Daniel Keenan Funeral Home and St. Teresa of Avila Church, both in Albany.

Contributions may be made to St. Peter's Hospice, 312 South Manning Blvd., Albany 12208.

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

John Ubrich

John W. Ubrich, 53, of Osborne Road in, Colonie, and formerly of Selkirk, died Saturday, Feb. 1, at Albany Memorial Hospital.

Born in Ghent, Mr. Ubrich lived in Selkirk before moving to Osborne Road 10 years ago.

For 20 years he was employed as a bus driver for the CDTA in Albany before retiring in 1993.

Survivors include his wife, Elaine Parker Ubrich; a daughter, Mar-cella Allen of Albany; two sisters, Ann Taylor of Ghent and Evelyn Williams of Colonie; two brothers, William Ubrich of Nassau and Richard Ubrich of Watervliet; and two granddaughters.

Services were from the Reilly & Son Funeral Home in Colonie. Burial will be at a later date.

Isabelle Whaley

Isabelle Whaley, 94, formerly of Delmar, died Tuesday, Feb. 1, at the Albany County Nursing Home.

Miss Whaley was born in New York City.

She taught in the Albany Public School system for 39 years before retiring in the late 1960s.

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

There are no immediate survivors.

Spring burial will be in the Verbank Cemetery, Verbank, Dutchess County.

Arrangements were by the Applebee Funeral Home, Delmar.

Slingerlands executive joins Austin & Co.

Robert D. Muncil Jr. of Slingerlands recently joined Austin & Co. as an account executive.

Previously, he was an insurance broker in Boston. Muncil holds the designation of Associate in Risk Management (ARM).

He holds a bachelor's degree in political science from the State University of New York at Plattsburgh.

Corps names Schacht employee of the year

Selkirk resident Linda Schacht has been named the 1993 Administration Employee of the Year by the Glenmont Job Corps Center.

Schacht was hired as a bookkeeper in 1986, and is currently an accountant with the center.

Grace United church announces schedule

The Grace United Methodist Church, 16 Hillcrest Drive, Ravenna, has announced its schedule of events for the week of Feb. 10.

On Thursday, Feb. 10, the chancel choir will rehearse at 6:30 p.m. Alcoholics Anonymous will meet at 7:30 p.m.

On Saturday, Feb. 12, the AUMS retreat at St. Anthony's will take place from 9 a.m. to 4 p.m.

On Sunday, Feb. 13, Sunday School will begin at 9 a.m. Morning worship will take place at 10:30 a.m., with coffee and fellowship following at 11:30 a.m. The bell choir will rehearse at 7 p.m.

On Monday, Feb. 14, Alcoholics Anonymous will meet at 7 p.m. The widowed support group will convene at 7:30 p.m.

On Wednesday, Feb. 16, the junior choir will rehearse at 6:30 p.m., with TOPS meeting at the same time. Al-Anon will hold a meeting at 7 p.m. and bible study will begin at 7:30 p.m.

For information, call the church at 756-6688.

Delmar CHP offers couples program

Community Health Plan (CHP) Delmar Health Center will offer a six-session "Communications Skills for Couples" program beginning Tuesday, Feb. 15, from 6:30 to 8:30 p.m. at the Delmar Health Center, 250 Delaware Ave., Delmar.

The program is designed to help participants send clearer, more complete messages, improve listening skills and resolve conflicts by building agreements.

Cost is \$46 for CHP member couples, and \$70 for non-member couples. For information, call 783-1864, ext. 4444.

Voorheesville student to summer in Spain

Jennifer Person, a student at Clayton A. Bouton Junior-Senior High School in Voorheesville, has been accepted by Youth For Understanding (YFU) as an international exchange student. She will live with a family in Spain as part of YFU's 1994 summer program.

YFU is a private, non-profit educational organization dedicated to promoting international understanding and world peace through exchange programs for high school students.

Death Notices

The Spotlight will print paid Death Notices for relatives and friends who do not or have not lived in the Towns of Bethlehem and New Scotland. The charge for a paid death notice is \$25.

We will continue to print Obituaries of residents and former residents of the Towns of Bethlehem and New Scotland at no charge.

Custom Lettering at time of sale.

- Professional Service
- Large Display
- Top Quality

Low Overhead
No Commissioned Salesmen
Be tempted by quality & service
Not by lowest price for inferior product.

MEMORY STUDIO

1032 Central Ave., Albany
438-4486

Open daily 'til 4:30, Saturday 'til 2:00
appointments appreciated

FEBRUARY CLEARANCE

Save up to \$1,000 on Select Stock Memorials

Empire Monument Co.

CEMETERY AVE., MENANDS
LOCATED AT THE ENTRANCE OF ALBANY RURAL AND ST. AGNES CEMETERIES
Arthur Savaria Jr. (Manager)

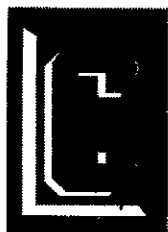
New additional location at corner of Rts. 157A & 443
in East Berne - Across from Crosier Realty
463-3323 or 872-0462 (Res.)

SPOTLIGHT ON

Family Entertainment

CALENDAR • EVENTS & ENTERTAINMENT

By Donna Moskowitz



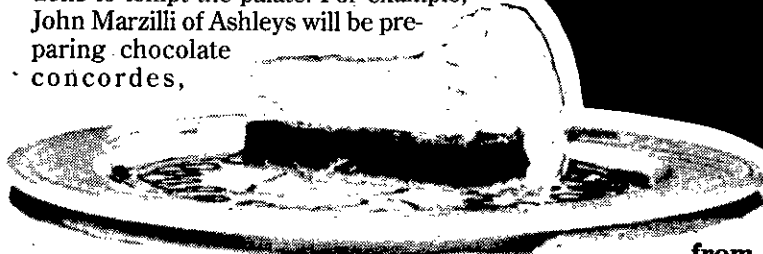
Chocolate-loving Capital District residents will get their just desserts this weekend.

The fun begins at 7 p.m. Saturday, Feb. 12, with the sixth-annual Confections in Chocolate fund-raiser at

Wolferts Roost Country Club.

A benefit for the Epilepsy Association of the Capital District, the evening includes cocktails, hors d'oeuvres, a carving, pastas and of course, desserts — lots of desserts.

A number of well-known local chefs will prepare a variety of tempting confections to tempt the palate. For example, John Marzilli of Ashleys will be preparing chocolate concordes,



Peter Kottrell from Unlimited Feast will contribute black velvet tortes and Yono Purnomo of Yono's will create his chocolate rendezvous.

"It's just wonderful," said Marti Sparer, a volunteer with the association.

How can anyone eat all that chocolate?

"They just slice you a small piece and you just keep going back," said Sparer. Even though the event is all you can eat, "we have not, in five years, run out of dessert — or food for that matter," she said.

Sparer's personal favorite is the chocolate fondue, which involves spearing pieces of fresh fruit and swirling them in a large pot of chocolate sauce.

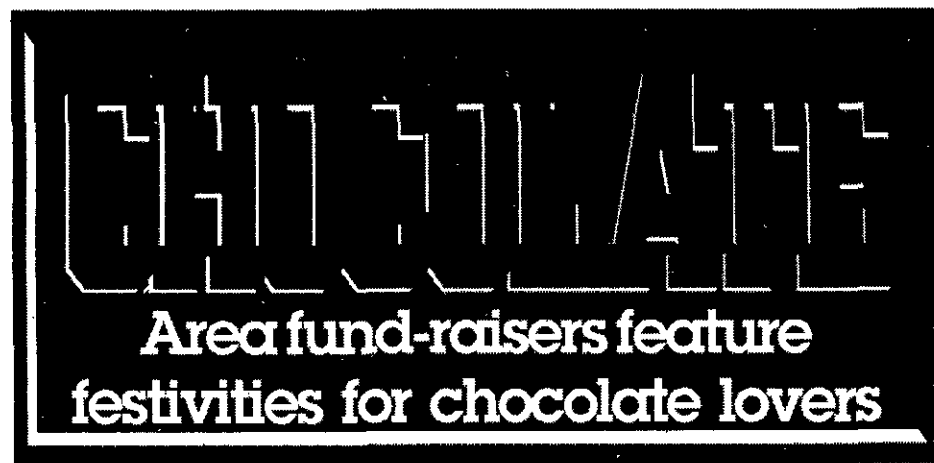
"I like cherries the best. I just dip five — or 12, and I'm quite happy for the evening."

Jeannine White of the Epilepsy Association prefers the chocolate rendezvous, which includes lady fingers, chocolate and raspberries.

"That's pretty much my favorite," she



There will be more than enough chocolate to choose from at the three fund-raisers offering chocolate desserts this weekend. Above, Sharon Powers and Tom Laviolette of Old Homestead Restaurant and Olde Bryan Inn ready their display. Shown around the page, Yono Purnomo's mouth-watering creations.



said, although she admits the chocolate concorde, with its meringue topping and chocolate mousse center "is a really good one."

Believe it or not, there's more to the evening than the desserts. A silent auction, a raffle and dancing to the music of

the five-piece band, Prelude, is also on the schedule.

Among the items to be auctioned off will be several weekend get-aways to Mirror Lake Inn, the Omni, the Sagamore and items such as health club memberships, White said.

The cost of the evening is \$50 per person. Advance registration is recommended, so call 456-7501.

But wait — that's just one of the chocolate events set for this weekend.

On Sunday afternoon, from 12:30 p.m. to 5 p.m., the second annual Capital District Chocolate Festival will be held at the

Schenectady Holiday Inn Holiday Home. More than 15 Capital District businesses will showcase their wares and offer delicious samples.

For a \$6 entrance fee, visitors can sample three different desserts and automatically be entered for several door prizes.

At 2:30 p.m., local high school and Votec culinary students will participate in a chocolate dessert competition. Following the competition, special chocolate bars not available in the United States, cakes from Price Chopper and other items will be auctioned off, according to Michele Shellard, publicity director for the festival.

One of Shellard's favorite desserts at the festival comes, oddly enough, from Marcella's Pizza and Deli. It's a pizza — made with chocolate, nuts, cherries and marshmallows.

"It's really something," she said. Another favorite, from Rocky's of Troy, is fried dough, with chocolate sauce instead of the traditional sugar.

Proceeds from the festival benefit the Community Human Services and BH-BL Rotary. For information, call 399-4624.

Next, if you haven't had enough sugar over the weekend, on Monday from 9 a.m. to 2 p.m. there will be yet another chocolate event — the 10th annual Chocolate Rendezvous in the South Gallery of the Empire State Plaza Concourse. The event, which benefits the Leukemia Society, includes the sale of boxes of chocolate confections.

According to Denise Jadick, assistant executive director of the the Leukemia Society, a long banquet table is set up with 15 stations. Chocolate lovers pay a fee of either \$5 or \$10, receive a box, and then walk down the table picking up chocolate samples.

For those paying \$10, there is a bigger box, gift wrapping, and an opportunity to visit "the premier table," with the fancy homemade fudge and other goodies.

Volunteers are also needed to help with the event, Jadick noted. For information, call 438-3583.



'Hands on' Pet Expo returns to Albany



A little corner of the city of Albany will be turned over to the animal kingdom when the New Scotland Avenue Armory hosts Pet Expo '94 this weekend. Tickets to the temporary zoo, which offers children the chance to pet and feed a variety of animals, are \$5 for adults and \$3 for kids age 2 to 12. Toddlers under 2 will be admitted free. The Expo will be open Saturday, Feb. 12, from 10 a.m. to 8 p.m., and Sunday, Feb. 13, from 10 a.m. to 7 p.m. For information, call 1 (800) 248-4738.

ARTS and ENTERTAINMENT

THEATER

"APPOINTMENT WITH DEATH"
based on the Agatha Christie mystery, New York State Theatre Institute, Schacht Fine Arts Center, Russell Sage College, Troy, through Feb. 12, \$14 adults, \$12 senior citizens and students, \$7 children. Information, 274-3256.

"STEEL MAGNOLIAS"
by Robert Harling, Home Made Theater, Spa Little Theater, Saratoga Springs, through Feb. 19, \$14 and \$12. Information, 587-4427.

"KEY FOR TWO"
Roustabout Players, Roustabout Playhouse, First United Presbyterian Church, 1915 Fifth Ave., Troy, through Feb. 26, \$10. Information, 274-1707.

"TALLEY'S FOLLY"
by Lanford Wilson, Capital Rep. Albany, Sunday, Feb. 13, 7:30 p.m., "pay what you will." Information, 462-4531.

MUSIC

ANNUAL PLAYATHON
Empire State Youth Orchestra, Colonie Center, Saturday, Feb. 12, noon to 8 p.m. Information, 382-7581.

ROBERT CONANT
harpist, Borders Books & Music, 59 Wolf Road, Colonie, Saturday, Feb. 12, 3 p.m. Information, 482-0298.

LAFAYETTE STRING QUARTET
Borders Books & Music, 59 Wolf Road, Colonie, Friday, Feb. 11, 7 p.m. Information, 482-5800.

CITY LIGHTS

Vito McMurphy's, Washington Avenue, Albany, Saturday, Feb. 12, 10 p.m. to 2 a.m.

ALBANY SYMPHONY ORCHESTRA

Troy Savings Bank Music Hall, State and Second streets, Troy, Friday, Feb. 11, 8 p.m., \$14 to \$32. Palace Theatre, Albany, Saturday, Feb. 12, 8 p.m., \$13 to \$31. Information, 465-4755.

FOUR MEN AND A DOG
The Eighth Step Upstairs, 14 Willett St., Albany, Friday, Feb. 11, 8 p.m., \$12. Information, 434-1703.

KANATSIOHAREKE
"A Friendship Concert," The Eighth Step Upstairs, 14 Willett St., Albany, Saturday, Feb. 12, 8 p.m., \$12. Information, 434-1703.

JUDITH AVITABILE AND RICHARD HIHN
duo-pianists, Recital Hall, Performing Arts Center, University at Albany, Sunday, Feb. 13, 3 p.m. Information, 442-3995.

SPARKY RUCKER
folk musician, Spencertown Academy, Route 203, Spencertown, Saturday, Feb. 12, 3 and 8 p.m., \$10, \$9 academy members and senior citizens. Information, 392-3693.

L'ENSEMBLE
"Tune In to Love" concert, Albany Institute of History and Art, 125 Washington Ave., Albany, Sunday, Feb. 13, 3 p.m., \$15. Information, 436-5321.

BIG BOP NOUVEAU BAND

featuring Maynard Ferguson, Empire Center at the Egg, Albany, Sunday, Feb. 13, 8 p.m., \$16, \$10 children. Information, 473-1845.

WINTERFLAVORS
featuring internationally renowned saxophonist Nick Brignola and other jazz acts, to benefit the Saint Rose Scholarship Fund, Omni Albany, State and Lodge streets, Albany, Friday, Feb. 11, 7 p.m. to midnight, \$75, \$100 patrons. Information, 454-5103.

SAINT ROSE WIND ENSEMBLE
Saint Joseph Hall Auditorium, The College of Saint Rose, 985 Madison Ave., Albany, Sunday, Feb. 13, 2 p.m. Information, 454-5178.

VALENTINE HUNGER BENEFIT
fund raiser for the Hunger Action Network of New York State, featuring acoustic blues, Lionheart Blues Cafe, 258 Lark St., Albany, Sunday, Feb. 13, 5:30 p.m., \$20. Information, 434-7371.

MICHAEL FEINSTEIN AND NANCY WILSON
Practor's Theatre, 432 State St., Schenectady, Saturday, Feb. 12, 8 p.m., \$35.50, \$30.50, and \$25.50. Information, 346-6204.

MARDI GRAS
featuring Cajun band Beausoleil and zydeco blues band Buckwheat Zydeco, Practor's Theatre, 432 State St., Schenectady, Friday, Feb. 11, 8 p.m., \$18.50. Information, 346-4904.

CONCERT

to benefit the Capital District Chapter of Partners of the Americas, featuring pianist Findlay Cockrell and classical guitar group Guitarras Cuatro, Recital Hall, Performing Arts Center, University at Albany, Friday, Feb. 11, 8 p.m., \$12, \$8 senior citizens and students. Information, 459-1229.

DANCE

SQUARE DANCE
Single Squares of Albany, Ponderosa Hall, Airport Road, Scotia, Wednesday, Feb. 9, 7:30 to 10 p.m., \$3.50. Information, 459-2888.

CONTRADANCE
Hudson Mohawk Country Dancers, Inc., Schenectady YWCA, 44 Washington Ave., Scotia, Wednesday, Feb. 13, 6:30 p.m., \$4. Information, 438-3035.

PHILADANCO
modern dance, Empire Center at the Egg, Albany, Friday, Feb. 11, 8 p.m., \$18, \$10 children. Information, 473-1845.

CALL FOR ARTISTS

AUDITIONS
for Curtin Call Theatre production of "Last of the Red Hot Lovers," Holiday Inn, 232 South Broadway, Saratoga Springs, Wednesday, Feb. 9, 2 to 5 p.m., and 6 to 10 p.m.

LECTURES

"POETS IN PERSON"
reading, listening, and discussion series on modern poets, William K. Sanford Town Library, 629 Albany-Shaker Road, Loudonville, Feb. 9, 16 and 23, 7 p.m. Information, 458-9274.

"MEMOIRS OF AN EX-PROFESSIONAL BLACK WOMAN"
by Sylvia Carey, Saint Joseph Hall Auditorium, The College of Saint Rose, 985 Madison Ave., Albany, Monday, Feb. 14, 7 p.m. Information, 454-5128.

"SHAKER BEGINNINGS IN AMERICA"

by Betty Shaver, Shaker Meeting House, Ann Lee Nursing Home, Colonie, Thursday, Feb. 10, 7:30 p.m. Information, 456-7890.

ART TALK
on African art, Albany Institute of History and Art, 125 Washington Ave., Albany, Wednesday, Feb. 9, 12:10 p.m. Information, 463-4478.

ASK THE SEISMOLOGIST SERIES
"Breaking Ain't So Hard To Do: The Birth of Oceans and the Death of Dinosaurs," New York State Museum, Albany, Sunday, Feb. 13, Information, 474-5877.

PROFESSIONALS OF COLOR LECTURE SERIES
"From Black Male to Black Manhood: Rap, Violence, and Multiculturalism," by Tim Sams, Saint Joseph Hall Auditorium, The College of Saint Rose, 985 Madison Ave., Wednesday, Feb. 16, 7 p.m. Information, 454-5128.

READINGS

FLEDA BROWN JACKSON
prize-winning poet, Roger Bacon Hall, Room 202, Siena College, Loudonville, Thursday, Feb. 10, 8 p.m. Information, 783-2351.

MATTHEW GREEN
poet, Humanities Lounge, Union College, Schenectady, Wednesday, Feb. 16, 8 p.m. Information, 388-6172.

COMMUNITY VOICE READING SERIES
poet Carolyn Sygley and fiction writer David Bookbinder, Borders Books & Music, 59 Wolf Road, Colonie, Sunday, Feb. 13, 3 p.m. Information, 482-5800.

CATHERINE CLARKE AND BARBARA ADAMS
local Irish-American writers, Quatter's Pine Hills Restaurant, 1108 Madison Ave., Albany, Tuesday, Feb. 15, 6:30 p.m., \$14.95 (including dinner). Information, 432-6598.

FILM

"A PASSAGE TO INDIA"
Academy Award winner, Roger Bacon Hall, Siena College, Loudonville, Wednesday, Feb. 9, 7:30 p.m. Information, 783-2325.

"IN BRILLIANT LIGHT: VAN GOGH IN ARLES"
Albany Institute of History and Art, 125 Washington Ave., Albany, Sunday, Feb. 13, 2 p.m. Information, 463-4478.

VISUAL ARTS

MIRRORS: REFLECTIONS OF SOCIETY AND SELF
New York State Museum, Empire State Plaza, Albany, through Aug. 21, 10 a.m. to 5 p.m., daily. Information, 474-5877.

ART OF THE TWENTIETH CENTURY: SELECTIONS FROM THE PERMANENT COLLECTION
The Hyde Collection, 161 Warren St., Glens Falls, through Feb. 20, Tuesdays through Sundays, 10 a.m. to 5 p.m. Information, 792-1761.

EXHIBIT
recent works by Anne Carter Downey and Nicholas Warner and a video presentation curated by Richard Povall, RCCA: The Arts Center, 189 Second St., Troy, through Feb. 10. Information, 273-0552.

ASPECTS OF LOCALITY
regional art from the '20s, '30s and '40s, Albany Institute of History and Art, 125 Washington Ave., through March 6. Information, 463-4478.

LITERARY THEMES IN JOHN ROGERS' SCULPTURE
featuring 16 John Rogers sculptures, The Hyde Collection, 161 Warren St., Glens Falls, through April 10. Information, 792-1761.

THE ARTIST AS NATIVE: REINVENTING REGIONALISM
Albany Institute of History and Art, 125 Washington Ave., through March 6. Information, 463-4478.

SITES AND INSIGHTS: REPRESENTING REGIONALISM
museum art class faculty exhibition, Albany Institute of History and Art, 125 Washington Ave., through Feb. 13. Information, 463-4478.

MENAGERIE
multi-media installation by Michael Oatman, Russell Sage College Gallery, Schacht Fine Arts Center, Russell Sage Troy Campus, through Feb. 12, Mondays through Friday, 9 a.m. to 4:30 p.m., Saturdays, noon to 4 p.m. Information, 270-2248.

VAL TELBERG-ANALIS NIN: HOUSE OF INCEST
photomontages by artist Telberg and text by novelist Nin, Rathbone Gallery, 140 New Scotland Ave., Russell Sage Albany Campus, through Feb. 13. Information, 445-1778.

THE GURLEY-SMART COLLECTION
surveying and engineering instruments, New York State Museum, Albany, through May 29. Information, 474-5877.

ENGAGED CULTURES: TEN CONTEMPORARY LATINO ARTISTS
The College of Saint Rose Art Gallery, Picotte Hall, 324 State St., Albany, through Feb. 15. Information, 485-3902.

DAWN CLEMENTS
paintings and drawings, Leslie Urbach Gallery, Albany Center Galleries, Chapel and Monroe streets, through March 4. Information, 462-4775.

PHOTOS AND PRINTS
by Roberto Boccal, Upstairs Gallery, Albany Center Galleries, Chapel and Monroe streets, through March 4. Information, 462-4775.

Weekly Crossword

"Valentine's Day Advice"

By Gerry Frey

- ACROSS**
- Beginning of Valentine advice
 - Valentine advice continued
 - Valentine advice continued
 - Cartoonist Peter
 - Spooky
 - "Do _____ others..."
 - Conclusion: 2 wds
 - Cinema for short
 - Pester
 - Swit and Young
 - Russian news agency
 - Bring up
 - Harold's nickname
 - Peruses
 - Washing machine cycle
 - Hateful
 - Temper metal
 - Valentine advice continued
 - Prize
 - Evelyn to friends
 - Expire
 - Accumulating
 - Pertaining to the nose
 - _____ time TV
 - Pig pen
 - Valentine advice continued
 - Valentine advice continued
 - Imposter George
 - Church official
 - Astronaut Sally
 - Valentine advice concluded: 2 wds
 - Soon
 - Muscle heads?
 - Roman poet
 - Defrost
 - Golfer Sammy
 - Mr. Beatty and Mr. Irish

- DOWN**
- Moonstruck
 - New York's Canal
 - Actress Magnani or Grandma Moses
 - Friar's event
 - _____ out: expunges
 - Soggy
 - Spoken
 - Hardships
 - Plow maker John
 - Religious beliefs
 - "Sit _____, Pottsiel"
 - Sicilian volcano
 - Fish-eggs
 - Limerick author & family
 - Deserve
 - French river
 - Solomon Island
 - Golf-pro Walter
 - St. Theresa of _____
 - Bulgarian currencies: Var
 - Exclude
 - Caribbean Island
 - Virtuous person
 - Gray's "_____ in a Country Church Yard"
 - Reimbursement
 - Texas memorial
 - Man's name
 - Feed the pig
 - 49's square root
 - "It's a _____ fact."
 - _____ capital is Salt Lake City
 - Singer John
 - British carriage
 - Pickup play
 - Object of devotion
 - Moniker
 - Jump into water
 - Oklahoma city
 - Marge Schott's team
 - Grassland
 - "The _____"; finis

"GOING TO THE DOGS"

R	A	M	P	D	I	O	R	I	S	T	A	O	S
E	L	L	A	E	N	D	O	P	A	I	M	S	
F	O	X	T	E	R	R	I	E	R	B	R	I	T
E	N	E	L	I	E	S	I	S	L	E	T	S	
R	E	R	E	A	D	T	E	N	T	E	D		
S	T	E	M	A	G	I	T	A	T	E			
F	O	R	T	E	O	A	T	E	R	L	I	N	
A	B	E	S	U	I	D	D	E	R	D	E	M	
R	E	T	S	N	E	E	R	B	A	S	E	D	
M	I	R	I	A	D	S	S	A	L	T			
I	N	L	E	T	S	L	E	A	S	E	D		
O	P	E	N	E	R	I	S	T	S	U	S	A	
D	O	V	E	D	O	G	M	A	T	I	S	T	
I	S	E	E	O	C	H	E	R	O	I	E	T	
N	E	R	D	G	U	S	E	S	S	E	R	S	

ALBANY SYMPHONY ORCHESTRA
CLASSICAL CONCERT FIVE

JURASSIC SYMPHONY

FRIDAY, FEBRUARY 11, 1994
TROY SAVINGS BANK MUSIC HALL
8:00 PM

SATURDAY, FEBRUARY 12, 1994
ALBANY PALACE THEATRE

Mystery, Intrigue and Inspiration

DAVID ALAN MILLER
MUSIC DIRECTOR/CONDUCTOR

BERIO
"Requies"

MOZART
Clarinet Concerto
Charles Neidich, soloist

BERIO
Concertino for Clarinet
and Chamber Orchestra
Charles Neidich, soloist

SCHUBERT/BERIO
Symphony No. 10 "Renderings"
This concert is dedicated to the memory of
the great American soprano, Cathy Berberian

TICKETS AVAILABLE AT THE
PALACE THEATRE BOX OFFICE:
(518) 465-4863
OR ALL TICKETMASTER

LOCATIONS: (518) 476-1000

ALBANY SYMPHONY ORCHESTRA
19 Clinton Avenue
Albany, NY 12207

AROUND THE AREA

**WEDNESDAY
FEBRUARY**
9
ALBANY COUNTY
**BULIMIA EDUCATION
PROGRAM**

"Bulimia: It's More Common Than We Think!" community education program lead by Dr. Susan Baum, Woman's HealthCare Plus, 2093 Western Ave., Guilfordland, 7:30 to 9 p.m. Information, 452-3455.

**FREE COMPUTER LITERACY
TRAINING**

sponsored by Club 55 Plus Job Center on Wheels, Colonie Center, Route 5, Colonie, 10 a.m. to 4 p.m. Information, 459-5622.

WINTER FARMERS' MARKET

Grand Concourse, Empire State Plaza, Albany, 11 a.m. Information.

FARMERS' MARKET

Holy Cross Church, Western and Brevator avenues, 2 to 6 p.m. Information, 272-2972.

ADULT CPR/FIRST AID COURSE

two-part class sponsored by the Northeastern Safety and Health Council, 845 Central Ave., Albany, 6:30 to 9:30 p.m., and Feb. 16, 6:30 to 9:30 p.m. Information, 438-2365.

WING FEST '94

to benefit Easter Seals; participants decide which local establishments produce the hottest chicken wings, Knickerbocker Arena, Albany, 4 to 9 p.m. Cost, \$6. Information, 1-800-727-8785.

**ALBANY ROUNDTABLE
LUNCHEON**

featuring David Tate and Tom Julien of Barn Raisers, Federal Building, Broadway, SUNY Plaza, 12:30 p.m. Cost, \$8. Reservations required by Feb. 4. Information, 434-4557.

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

sponsored by Capitaland Chorus, Trinity Episcopal Church, 111th Street and 4th Avenue, North Troy, 7:30 p.m. Information, 237-4384.

SCHENECTADY COUNTY
SQUARE DANCE

Single Squares of Albany, Ponderosa Hall, Airport Road, Scotia, 7:30 p.m. Information, 664-6767.

**RIVER VALLEY CHORUS
MEETING**

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

BREASTFEEDING PREPARATION

Bellevue, the Woman's Hospital, 2210 Troy-Schenectady Road, Schenectady, 7 to 9 p.m. Cost, \$15 per couple. Information, 346-9410.

**THURSDAY
FEBRUARY**
10
ALBANY COUNTY
OPEN HOUSE

case management services staff at the Center for the Disabled, 314 South Manning Blvd., Albany, 4:30 to 7:30 p.m. Information, 437-5530.

**"BUSINESS IN GUILDERLAND
MIXER"**

sponsored by the Guilfordland Chamber of Commerce, topic is child safety, Guilfordland Town Hall, Guilfordland, 5 to 6:30 p.m. Cost, \$2 for members, \$4 for non-members. Information, 456-6611.

INFORMATION SESSION

for Empire State College's independent study programs for adult students with a job and a family, Northeast Center, 845 Central Ave., Albany, 6 p.m. Information, 485-5964.

ALZHEIMER'S SUPPORT GROUP

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

BOOK/MUSIC SALE

through Feb. 12, to benefit those living with AIDS, Concourse Level, Empire State Plaza, Albany, 10 a.m. to 5 p.m. Information, 482-5602.

**COMMUNITY EDUCATION
PROGRAM**

"Esoterica," led by Claire Sierra, Expressive Arts Therapist, Woman's HealthCare Plus, 2093 Western Ave., Guilfordland, noon to 1 p.m. Information, 452-3455.

**INTERFAITH CANDLELIGHT
SERVICE**

part of Haiti Solidarity Week, service and update on conditions in Haiti, Pastoral Center, 40 North Main Ave., Albany, 7:30 p.m. Information, 453-6695.

**COMPUTER LITERACY
TRAINING**

sponsored by Club 55 Plus Job Center on Wheels, Colonie Center, Route 5, Colonie, 10 a.m. to 4 p.m. Information, 459-5622.

FARMERS' MARKET

corner of Pine Street and Broadway, Albany, 11 a.m. to 2 p.m. Information, 272-2972.

SENIOR CHORALE

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

SENIORS LUNCHEONS

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
MEET THE AUTHOR

Jennifer Lee, author of "Tarnished Angel: Surviving in the Dark Curse of Drugs, Violence, Sex and Fame," College Center auditorium, Union College, Union Street, Schenectady, 7:30 p.m. Information, 388-6172.

**NORTHEASTERN
WOODWORKERS
ASSOCIATION**

topic is making musical instruments, Price Chopper Community Room, 1639 Eastern Parkway, Schenectady, 7 p.m. Information, 393-8804.

**"INFANT ALCOHOL
SYNDROME"**

lecture in 1994 Clinicians' Forum Series, Sunnyside Rehabilitation Hospital, 1270 Belmont Ave., Schenectady, 9 a.m. to noon. Information, 382-4595.

SPOTLIGHT

By Martin P. Kelly

Two singers offer unique styles in performances at Proctor's

Michael Feinstein's love affair with the melodies of Broadway has made him a popular concert performer and recording artist. Still relatively young, his impact has brought audiences a new appreciation of musical comedy.

In contrast, for three decades Nancy Wilson has offered a distinctive style to contemporary music and classic standard pop songs. Her voice is a unique instrument that melds with an orchestra. She can be heard on more than 50 albums she's made since the early '60s.

Saturday night (Feb. 12), these two singers will appear at Proctor's Theater in Schenectady in a program which features each performer's special brand of singing.

The common ground for both singers is their love of lyrics. Feinstein creates the sense of drama in a song while Wilson makes the lyrics seem like her own thoughts.

The show begins at 8 p.m. Reservations and information are available at 346-6204.

Touring production brings former Albany Teen Queen back home

The touring production of the Broadway hit, *Dreamgirls*, has special meaning when it plays Albany's Palace Theater this Friday night, February 11.

Carolyn Hardy who graduated from Albany High School seven years ago, is a principal dancer in the musical based loosely on Diana Ross and the Supremes as a trio of singers surviving the pitfalls and heartbreaks of show business careers.

Hardy was Miss Albany Teen Queen when a high school junior and studied dancing as a child at Eleanor's School of Dance.

Following work with the now New York State Theatre Institute, eba Dance Theater and the Burundi Dance Troupe, she set off for New York and a professional career.

Presently, the Albany native is touring coast-to-coast with the production.

Dreamgirls, originally directed and choreographed by the late Michael Bennett who conceived and staged *Chorus Line*, plays at 8 p.m. Friday, Feb. 11. Reservations and information are available at 465-4463.

New summer theater venture begins today with auditions

A new summer dinner theater venture, the Curtain Call Theater, begins today (Wednesday, Feb. 9) with auditions at the Holiday Inn in Saratoga Springs for an eight-week run of Neil Simon's *The Last of the Red Hot Lovers*.

Carol Max, a local actress who has done theater, film and television in California, is producer of the theater and will use local professional talent.

The Simon comedy about a married fortyish fish restaurant owner suffering from wandering feet and a romantic overcharge, was last done in the area in 1991 as a summer dinner theater production by Riverview Productions at Mario's Theater Restaurant in Troy. Following that production, Riverview began a touring operation bringing plays and musical revues to restaurants and hotels in the region.

Last summer, Riverview performed over a period of eight weeks at the Inn at Saratoga, directly across the street from the Holiday Inn where the new venture will produce the Simon comedy from July 1 through August 28.

Riverview will be doing two musical revues at the Inn at Saratoga in March. *Two-A-Day To Broadway* will be presented at noon March 16 and *A Great Day For The Irish* at noon March 17. Reservations and information for these two performances are available at 279-9247.

Around Theaters!

Appointment with Death, Agatha Christie mystery at the New York State Theatre Institute, 2 p.m. Saturday, Feb. 11, (274-3556)...*Key For Two*, dinner theater farce by the Roustabouts in Troy through February 28 (272-2771)...*Steel Magnolias*, comedy-drama at HomeMade Theater, Saratoga Springs, through Feb. 19 (587-4427).

The New Feura Bush Tavern and Family Restaurant



**Try Our
Famous Pizza**

"We have the Original
Feura Bush Tavern Recipe"

**Serving Lunch and Dinner
Eat In, Take Out**

PRIVATE
CATERING
Available On or
Off Premises



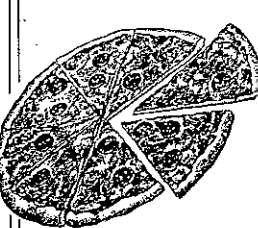
Try Our:
Wings
Pasta
Veal

Rt. 32, Feura Bush
475-9000

1 2 3
4 5

PIZZA CLUB CARD
FREE Famous Pizza
when you buy ten

6 7 8
9 10



PIZZA

Just the way you like it!!

We use only the freshest, all natural ingredients to go into our delicious and nutritious pies. Try us!!

Prime Rib of Beef Au jus

Jr. Portion — \$10.95 Queen Size — \$11.95
King Portion — \$12.95

and this Thursday, Feb. 10th, you can enjoy our Irish Specialty

Boiled Corned Beef & Cabbage

served at Lunch with potato, carrots & rye bread for only — \$4.95

and served at Dinner with relish tray, salad, or cup of pea soup, potato, carrots & rye bread for only — \$7.95

Open Mon.-Thurs. 11am-11pm, Fri. & Sat. 11am-12midnight

Brockley's

Owned and operated by the Brockley Family since 1952

4 Corners • Delmar, NY • Call 439-9810

元寶屋

DUMPLING HOUSE

Chinese Restaurant

**Specializing in Dumplings, Lunches, Dinners,
Cocktails, Mandarin, Szechuan, Hunan & Cantonese.**

Eat in or Take Out. Open 7 days a week.

458-7044 or 458-8366

120 Everett Road, Albany • (Near Shaker Road)



HAGGERTY'S

RESTAURANT & PUB
The Reel Place to Be

**Skip to Haggerty's for Brunch with
SKIP PARSONS
AND THE BRUNCH BUNCH**

Sundays through March 20th



11:30-2:30 p.m. \$15.00 per person
includes Admission, Music & Brunch — Choice of
Entrees, Coffee, Dessert, Glass of Champagne

♥ Now taking reservations for Valentine's Day ♥
Special Dinner Entrées Available

Located at 155 Delaware Ave., Delmar • 439-2023
(Across from the Delaware Plaza)

The Spotlight CALENDAR

WEDNESDAY FEBRUARY 9

BETHLEHEM

BOU MEETING

Bethlehem Opportunities Unlimited, town hall, 445 Delaware Ave., 4 p.m.

TOWN BOARD

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

BINGO

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

YOUTH EMPLOYMENT SERVICES

Parks and Recreation Office, Elm Avenue Park, 9:30 a.m. to 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.

SOLID ROCK CHURCH

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

RED MEN

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

SECOND MILERS 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.

BETHLEHEM GARDEN CLUB

Bethlehem Public Library, 451 Delaware Ave., Delmar, 1 p.m. Information, 439-3916.

NEW SCOTLAND

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.

FAITH TEMPLE

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

INFORMATIONAL MEETING

for parents of eighth graders, Clayton A. Bouton Junior-Senior High School, Route 85A, 7:30 p.m. Information, 765-5529.

AROUND THE WORLD

evening story hour, Voorheesville Public Library, 51 School Road, 7 p.m. Information, 765-2791.

THURSDAY FEBRUARY 10

BETHLEHEM.

RECOVERY, INC.

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

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. to 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 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.

BETHLEHEM MEMORIAL VFW POST 3185

404 Delaware Ave., 8 p.m. Information, 439-9836.

ELSMERE FIRE COMPANY AUXILIARY

firehouse, Poplar Drive, 7:30 p.m.

AA MEETINGS

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

TAX LAW AND HEALTH CARE REFORM SEMINAR

sponsored by Support Services Alliance, Days Inn, Route 9W, 8:15 a.m. Information, 295-7966.

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.

WRITERS' GROUP

Voorheesville Public Library, 51 School Road, 7 p.m. Information, 765-2791.

FRIDAY FEBRUARY 11

BETHLEHEM

CHABAD CENTER

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

AA MEETING

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

SALISBURY STEAK SUPPER

South Bethlehem United Methodist Church, Willowbrook Avenue, 4:30 to 7 p.m., \$4.

VALENTINE PARTY

at the PIT, Bethlehem Central Middle School, 332 Kenwood Ave., 7:30 to 9 p.m. Information, 439-2995.

QUILT

Quilters United In Learning Together, United Methodist Church, 428 Kenwood Ave., 9:30 a.m. Information, 283-0522.

NEW SCOTLAND

YOUTH GROUP

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

SATURDAY FEBRUARY 12

BETHLEHEM

AA MEETING

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

BETHLEHEM ARCHAEOLOGY GROUP

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

WILDLIFE SURVIVAL PROGRAM

Five Rivers Environmental Education Center, Game Farm Road, 11 a.m., 1 and 3 p.m. Information, 475-0291.

BE STILL, MY HEART

Valentine card-making workshop for pre-schoolers, Bethlehem Public Library, 451 Delaware Ave., 10:30 a.m. Information, 439-9314.

SUNDAY FEBRUARY 13

BETHLEHEM

UNITY OF FAITH CHRISTIAN FELLOWSHIP CHURCH

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

DELMAR, NEW YORK THE TAWASENTHA CHAPTER, D A R

23rd Annual

Antiques Show and Sale

APPRAISALS by RUSSELL CARLSEN

Saturday, February 19, 1994 - 10 a.m. to 5 p.m.
Sunday, February 20, 1994 - 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 card



Cruise Specials

7-Day
Caribbean Cruise
from \$899

Family Special \$99

3rd & 4th
Passenger Cruise Only

TRAVELHOST
TRAVEL AGENCY

439-9477

Main Square 318 Delaware Ave., Delmar

FIRST CHURCH OF CHRIST, SCIENTIST

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

BETHLEHEM COMMUNITY CHURCH

Sundayschool, 9 a.m., worship service, 10:30 a.m., nursery provided, evening fellowship, 7 p.m., 201 Elm Ave. Information, 439-3135.

NORMANSVILLE COMMUNITY CHURCH

Sunday school, 9:45 a.m., worship service, 11 a.m., 10 Rockefeller Road. Information, 439-7864.

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.

SELKIRK CONGREGATION OF JEHOVAH'S WITNESSES

Bible lecture, 9 a.m., Watchtower Bible study, 10:25 a.m., 359 Elm Ave. Information, 767-9059.

SLINGERLANDS COMMUNITY UNITED METHODIST CHURCH

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

SOUTH BETHLEHEM UNITED METHODIST CHURCH

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

DELMAR PRESBYTERIAN CHURCH

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

DELMAR REFORMED CHURCH

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

FIRST REFORMED CHURCH OF BETHLEHEM

church school, 9:30 a.m., worship service, 11 a.m., youth group, 6 p.m., Route 9W, Selkirk. Information, 767-2243.

GLENMONT REFORMED CHURCH

Sunday school and worship service, 11 a.m., nursery care provided, 1 Chapel Lane. Information, 436-7710.

CHURCH OF ST. THOMAS THE APOSTLE

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

ST. MICHAEL'S CHURCH

Latin Mass, 10 a.m., Route 9W, Glenmont.

SOLID ROCK CHURCH

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

FIRST UNITED METHODIST CHURCH

church school, 9:45 a.m., worship services, 9:30 and 11 a.m., 428 Kenwood Ave., Delmar. Information, 439-9976.

OWN YOUR OWN BUSINESS

Coke, Snickers, M&Ms, FritoLay

• Territories Now Available

• 1st Time in this Area

No selling required. Will not interfere with present employment. Account established. Min. investment \$8,150. Work 4-6 hrs/wk. Average net earnings \$3,400/mo.

Call Tom Martin
Call 24 HRS-7Days
1-800-780-5303

OUR PETS



*Your ad in our Special Pet Section
will let our 45,000 readers know
about your goods and services.*

DOGS • CATS • BIRDS • ETC.

ISSUE DATE: FEBRUARY 16th

Advertising Deadline: Fri., Feb. 11th

Call your advertising representative today!

Ray Emerick • Wendy King • Louise Havens • John Salvione

(518) 439-4940

FAX (518) 439-0609

Spotlight Newspapers

Suburban Albany's Quality Weekly Newspapers

125 Adams St., Delmar, NY 12054

Serving the Towns
of Bethlehem & New Scotland

The Spotlight

Serving the areas of Loudonville,
Newtonville and Menands

Loudonville Weekly

Serving the
Town of Colonie

Colonie Spotlight

BETHLEHEM LUTHERAN CHURCH

85 Elm Ave., Delmar; worship services at 8 a.m. and 10:30 a.m.; Sunday School and bible classes at 9:15 a.m.; nursery care; coffee/fellowship. Information, 439-4328.

NEW SCOTLAND**BETHEL BAPTIST CHURCH**

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

FAITH TEMPLE

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

ST. MATTHEW'S ROMAN CATHOLIC CHURCH

Masses — Saturday at 5 p.m. and Sunday at 8:30, 10 and 11:30 a.m., Mountainview Street, Voorheesville. Information, 765-2805.

JERUSALEM REFORMED CHURCH

Sunday school, 9:30 a.m.; worship service, 10:30 a.m.; followed by coffee hour, Route 32, Feura Bush. Information, 732-7047.

NEW SALEM REFORMED CHURCH

Sunday school, 9:30 a.m.; worship service, 10 a.m.; nursery care provided, Route 85. Information, 765-2354.

ONESQUETHAW REFORMED CHURCH

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

UNIONVILLE REFORMED CHURCH

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

PRESBYTERIAN CHURCH IN NEW SCOTLAND

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

UNITED PENTECOSTAL CHURCH

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

FIRST UNITED METHODIST CHURCH OF VOORHEESVILLE

worship service, 10 a.m.; church school, 10:30 a.m.; 68 Mapole Ave. Information, 765-2895.

MOUNTAINVIEW EVANGELICAL FREE CHURCH

worship service, 9:30 a.m.; evening service, 6:30 p.m.; nursery care provided, Route 155, Voorheesville. Information, 765-3390.

CLARKSVILLE COMMUNITY CHURCH

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

MOTHERS' TIME OUT

Christian support group for mothers of preschool children, Delmar Reformed Church, 386 Delaware Ave., nursery care provided, 10 to 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 p.m. Information, 439-4581.

SUNSHINE SENIORS

covered dish luncheon, noon, business meeting, 1 p.m., First Reformed Church of Bethlehem, Route 9W. Information, 439-7179.

DELMAR COMMUNITY ORCHESTRA

rehearsal, town hall, 445 Delaware Ave., 7:30 p.m. Information, 439-4628.

BETHLEHEM ARCHAEOLOGY GROUP

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

BE STILL, MY HEART

Valentine card-making workshop for pre-schoolers, Bethlehem Public Library, 451 Delaware Ave., 4 p.m. Information, 439-9314.

WILDFLOWER GROUP

Five Rivers Environmental Center, Game Farm Road, 7 p.m. Information, 489-5368.

NEW SCOTLAND**STORY HOUR**

Voorheesville Public Library, 51 School Road, 10:30 a.m. Information, 765-2791.

TOWN BOARD

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

QUARTET REHEARSAL

United Pentecostal Church, Route 85, New Salem, 7:15 p.m. Information, 765-4410.

VOORHEESVILLE BOARD OF EDUCATION

cafeteria, Clayton A. Bouton Junior-Senior High School, Route 85A, 7:30 p.m. Information, 765-3313.

STORY HOUR

Voorheesville Public Library, 51 School Road, 10:30 a.m. Information, 765-2791.

PESTICIDE TRAINING

sponsored by Cornell Cooperative Extension, William Rice Extension Center, Martin Road, 1 to 4 p.m. Information, 765-3500.

INDOOR PISTOL SHOOTING

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

TREASURE COVE THRIFT SHOP

First United Methodist Church, 428 Kenwood Ave., 11 a.m. to 6 p.m.

BINGO

at the Bethlehem Elks Lodge, Route 144, 7:30 p.m.

YOUTH EMPLOYMENT SERVICES

Parks and Recreation Office, Elm Avenue Park, 9:30 a.m. to noon. Information, 439-0503.

DELMAR ROTARY

Days Inn, Route 9W. Information, 482-8824.

ONESQUETHAU LODGE 1096 F&AM

Masonic Temple, 421 Kenwood Ave.

BECOMING A WOMAN OF FREEDOM

women's bible study, Emmanuel Christian Church, Retreat House Road, Glenmont, 9:30 to 11 a.m. and 7:30 to 9 p.m. Information, 439-3873.

BLOOD PRESSURE SCREENINGS

Bethlehem Town Hall Auditorium, 445 Delaware Ave., Delmar, 10 a.m. to 2 p.m. Information, 439-4955.

MULTIPLE SCLEROSIS SELF-HELP GROUP

Albany County chapter meeting, Bethlehem Public Library, 451 Delaware Ave., Delmar, 2 p.m. Information, 439-2146.

DEFENSIVE DRIVING COURSE

two sessions, Nathaniel Blanchard Legion Post, Poplar Drive, Elsmere, 6:30 to 9:45 p.m. and Feb. 16, 6:30 to 9:45 p.m. Attendance at both sessions is mandatory for course completion. Information, 767-2474.

BETHLEHEM CHAPTER AARP

board meeting, Town Hall, 445 Delaware Ave., Delmar, 1 to 3 p.m.

NEW SCOTLAND**NIMBLEFINGERS/QUILTERS**

Voorheesville Public Library, 51 School Road, 1 to 3 p.m. Information, 765-2791.

VOORHEESVILLE PLANNING BOARD

village hall, 29 Voorheesville Ave., 7:15 p.m. Information, 765-2692.

STORY HOUR

Voorheesville Public Library, 51 School Road, 10 a.m. Information, 765-2791.

QUIET VOICES

women's writing group, Voorheesville Public Library, 51 School Road, 7 p.m. Information, 765-2791.

ZONING BOARD OF APPEALS

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

BINGO

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

YOUTH EMPLOYMENT SERVICES

Parks and Recreation Office, Elm Avenue Park, 9:30 a.m. to 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 to Saturday, 8:30 a.m. to 6 p.m. Information, 785-9640.

SOLID ROCK CHURCH

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

BETHLEHEM LIONS CLUB

Normanside Country Club, Salisbury Road, 7 p.m. Information, 439-4857.

BETHLEHEM ELKS LODGE 2233

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

ONESQUETHAU CHAPTER, ORDER OF THE EASTERN STAR

Masonic Temple, 421 Kenwood Ave., 8 p.m. Information, 439-2181.

EMBROIDERS' GUILD OF AMERICA

New York Capital District Chapter, First United Methodist Church, 428 Kenwood Ave., 10 a.m. to 2 p.m. Information, 393-7347.

CLASSIFIEDS

Minimum \$8.00 for 10 words, 30 cents for each additional word, payable in advance before 4 p.m. Friday for publication in Wednesday's newspaper. Box Reply \$3.00. Billing charge for business accounts \$2.50. Submit in person or by mail with check or money order to Spotlight Newspapers, 125 Adams Street, Delmar, New York 12054. Phone in and charge to your Mastercard or Visa.

439-4949**ADVERTISING**

THE ONLY way to cover all of N.Y.S. is 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.

FREE CLASSIFIED AD SERVICE for job hunting members of the press looking for employment with a weekly newspaper in New York State. Send your ad to NYPA Newsletter, 1681 Western Ave., Albany, N.Y. 12203-4307.

AUTOMOTIVE CLASSIFIEDS**USED CARS AND TRUCKS**

Cousin
BUD KEARNEY, INC.
FORD • MERCURY • TRUCKS
Rt. 9W, Ravena • 756-2105

BABYSITTING SERVICES

CHILDCARE IN my Delmar home, full or part-time, 439-8342.
LOVING MOM, near state campus, large house and yard, infants welcome. References, 437-0455.

Spotlight Newspapers**HOME IMPROVEMENT****SECTION****MARCH 2, 1994**

Ad Deadline:
February 23, 1994

When you need to make
Home Improvements,
it's good to know
that Spotlight Newspapers
can help.

Call your sales representative today!

Ray Emerick • Louise Havens

Wendy King • John Salvione

Call 439-4940**MONDAY
FEBRUARY 14**

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

**TUESDAY
FEBRUARY 15**

BETHLEHEM
PLANNING BOARD
town hall, 7:30 p.m. Information,
439-4955.

**WEDNESDAY
FEBRUARY 16**

BETHLEHEM
BC SCHOOL BOARD
90 Adams Place, 8 p.m.
Information, 439-7098.

**TO LIST AN ITEM OF
COMMUNITY INTEREST**

in *The Spotlight*, send all pertinent information to

**The Spotlight
Calendar**

P.O. Box 100
Delmar, N.Y. 12054

BABYSITTING HELP WANTED

BABYSITTER WANTED part-time days in our home. References necessary, 475-1707.

BEAUTY CARE

PENNY'S mobile hair care: Licensed hair dresser with 28 years experience will come to you for all your hairdressing needs. Perms, color, cuts, wash & sets, 10% senior discount. Serving the Bethlehem area. Call Penny at 439-6369 after 6 p.m. for appointment.

BOAT FOR SALE

Share in sailboat moored on Lake George, 28 ft., cash & carry. Call 372-4950, evenings.

BUSINESS OPPORTUNITY

MANAGE YOUR OWN company! Become an instant travel agent. Huge travel discounts and great commissions. Call 1-800-322-8963 ext. 121.

UNIQUE SMALL SURPLUS industry. Earn an easy \$75k/year. Follow proven market plan. No selling. Rare opportunity, full/part time. Investment, \$3990. Call 1-800-876-2650.

CAREER OPPORTUNITIES

HOME ALONE WITH some spare hours? Now is the perfect time to join our firm and develop the skills, knowledge and practical expertise you'll need to succeed in our spring real estate market. If you're interested, please call Fred or Bill Weber.

PAGANO
WEBER
REAL ESTATE
439-9921

BETHLEHEM \$89,000

2 Bedroom Starter Home, Hardwood Floors, Eat-In Kitchen, Large Living Room, Full Basement. 439-2888

EAST GREENBUSH

\$99,900

2 Bedroom End Unit Ranch Style Townhouse, Skylights, Fireplace, Gas Heat, Central Air Conditioning, Large Cedar Deck, Cul-de-sac. 439-2888

SLINGERLANDS \$229,000

Bright & Spacious 4 Bedroom, 2.5 Bath Colonial, Central Air Conditioning, Vaulted Ceiling & Skylight in Family Room, Fireplace. 439-2888

SLINGERLANDS \$468,900

Unique 4,000 SQ FT Pacific Northwest Contemporary, 5 Bedroom, 3.5 Baths, 2 Fireplace, 2 Story Foyer w/Atrium, Solarium. 439-2888

**& BLACKMAN
DESTEFANO**
Real Estate

THINKING ABOUT A CAREER in real estate? Northeast Real Estate is looking for enthusiastic, people oriented individuals who give attention to detail. Competitive compensation package with full time support services. Modern office in Main Square. Call Peter Staniels for details, 439-1900.

**CLEANING SERVICE**

AGF CLEANING service. We clean small and medium sized offices at affordable rates. Insured and bonded, flexible hours. Owner operated, 462-5889.

HOME CLEANING. We would like to help with your busy schedule, daily or weekly services. Free estimates, 482-4602.

HOUSE CLEANING: Need a helping hand? Delmar/Guilderland area, 872-9409.

HOUSE CLEANING: Reasonable, reliable, references. Call 452-8082.

HOUSE/APARTMENT cleaning, reasonable, experienced. Call Therese, 462-5012.

FINANCE

GOVERNMENT PROGRAMS: Homewoners or business refinancing. Catch up on bills, remodel, cash any reason (private money also available). Bank turn downs, problem credit, self employed? All O.K. No application fees, 1-800-874-5626.

FIREWOOD

MIXED HARDWOOD: cut, split and delivered; full cord, \$120. Jim Haslam, 439-9702.

SUPER NEW LISTING

Love At First Sight!

Ideal Cedar Sided Colonial on Private, Treed Acre.



3 Bedrooms, 1 1/2 Baths, Country Kitchen, MOVE IN CONDITION. \$134,900

PAGANO

WEBER
REAL ESTATE
439-9921

FOUND

CAMERA found December 28 on water line between Feura Bush Road and Flint Drive, 439-5593. CAR KEYS found in Delmar vicinity, Adams Street and Spotlight Newspapers. Claim keys at The Spotlight's front desk.

HEALTH & DIET

TIRED OF DIETING? Are you ready to uncover the emotional layers holding you back? Get to the heart of the problem. Free recorded message, 383-5405. MILLIONS HAVE FOUND weight loss success at Diet Center! Now you can join these success stories in the comfort of your home with Diet Center's revolutionary "Success To Go!" For information on starting towards a new you, call 372-4726.

HEATING

SYSTEMS FOR HOME OR BUSINESS. Super efficient, warm, safe, significant savings from day 1. Easy install. Smart Home 438-4772.

HELP WANTED

A PART-TIME job with 35,000 for college. With the New York Army National Guard you can earn over \$35,000 for college and serve where you go to school, while you go to school. Working as little as one weekend a month and two weeks each summer, you can earn over \$16,750 in salary, a 2,000 cash bonus, \$6,400 from the Montgomery G.I. Bill and get up to \$10,000 in student loan payments. Call us at 1-800-647-7420. ASSEMBLERS: Excellent income to assemble products at home. Information, 1(504)646-1700 DEPT. NY-3565. CLEANERS: We have excellent part-time evening cleaning positions available in your area. Own transportation required. For more information, call 449-5454 after 11 a.m., weekdays.

For Sale By Owner**Clifton Park Townhouse (Exit 8)**

Large fenced-in corner lot with deck, vaulted ceilings, spacious fully applianced kitchen, 2 bedrooms with a full bath, utility room with washer and dryer hook-ups, 1 car garage with opener.

383-6576

Asking \$95,000

REAL ESTATE FOR RENT

1ST FLOOR, 2 bedroom garden apartment, Village Drive, \$600 including heat and hot water. Available February '94, 439-7840.

2 BEDROOM APT., immaculate neighborhood, \$640 per month; dining room, rear porch, storage bins, garage, air-conditioning, gas heat, 482-4200.

2 BEDROOM, \$495+ utilities, Feura Bush. Call Tuscany Hills, 427-7995.

APARTMENT, heated, 1 bedroom, kitchen, bath, living room, parking, 439-5350, evenings.

CALL NOW for information on offices & retail spaces available. Pagano Weber, 439-9921.

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.

DELMAR DUPLEX, \$670+, 3 bedrooms, 1 1/2 baths, gas, central air, basement, 439-9481, after 6 p.m.

DELMAR, 1 bedroom apartment, \$400 plus utilities. Available March 1. No pets. Call after 4 p.m., 439-4190.

DELMAR, 2 bedroom, \$725. Brand new, large, 1st or 2nd floor, luxury, 2 full baths, living room, full appliances in kitchen, central air, garage, laundry, March 1, 439-5696.

DELMAR: office/retail, 590 sq. ft., ample parking. Available immediately, 439-7175.

GLENMONT: \$495+, upper 2 bedroom flat available. Security, references, 462-1256.

STOREFRONT/STUDIO/office, \$750 per sq. ft., ground level, parking, 427B Kenwood Ave. Available 4/1, 439-0981, weekdays.

SMALL 2 BEDROOM apartment with garage on bus line, \$450 plus utilities, 475-0781.

REAL ESTATE CLASSIFIEDS**REAL ESTATE FOR SALE**

1/2 ACRE building lot, Delmar, available for custom building by A.T. Zautner & Son, Inc., 439-5696.

BANK FORECLOSURES: 2,000 New York homes listed, detailed directory. Save up to 50%, buy bank direct. Low/no down payment, 17 states available. Final sale, 7 days, 8 a.m. - midnight, (203)838-8200.

BUILDING LOT, Village of Voorheesville, gas and village water hook-up available, 765-3457.

DELMAR DUTCH colonial. Large older 1,900 sq. ft. large classic center entrance, 4 bedrooms, 2 1/2 baths, living room, dining room, new eat-in kitchen, sunroom, 2 car garage, hardwood floors, \$158,000, 439-5696.

FLORIDA, WEST COAST. Manufactured homes with land ownership. Saltwater access, clubhouse, tennis, pool. Free information, 1-800-237-6646, Harbor Isles, 100 Palm Harbor Drive, Venice, FL 34287.

FOR SALE BY owner. Clifton Park townhouse (exit 8). Large fenced-in corner lot with deck, vaulted ceilings, spacious fully applianced kitchen, 2 bedrooms with a full bath, utility room with washer and dryer hook-ups, 1 car garage with opener, 383-6576. Asking \$95,000.

GLENMONT, ample parking, high visibility, \$158,000. Call on this professional/retail building. Pagano Weber, 439-9921.

LAKE RIGHTS year round, 2 bedroom, full basement, decks, excellent condition, share Brant Lake waterfront and docks, \$87,000, Barbara Stolen Real Estate, Chestertown, N.Y., 494-4771.

REPOSESSED. Must sell immediately, 2 quonset arch style steel buildings, brand new, never erected. One is 40x60. Will sell for balance. Max, 800-431-1338.

VACATION RENTAL

LAKE PLACID: Cozy 3 bedroom, log cabin, 1 mile from village and 8 miles from Whiteface, 465-5380.

DISNEY WORLD. Beautiful vacation homes and condos, spacious rooms, fully equipped kitchen, minutes from Disney, all amenities. Lowest available airfares. From \$59/night. Concord Condominiums, 1-800-999-6896.

MARTHA'S VINEYARD: Charming cottage in woods, sleeps 4, antiques, 10 minutes to beach, \$600/week, 439-6473.

MARTHA'S VINEYARD: four bedroom house near Edgartown. Available weekly, June - September, \$700 - \$1,150. Call for flyer, 439-5287.

NORTH LAKE GEORGE: Tiroga Point lakefront, modern 3 bedroom chalet on 1 acre lot. Large sundeck, dock, canoe, semi-private sandy beach, gorgeous vista. Available June & September, \$600.00/week; July - Labor Day, \$950/week, 393-2008.

NORTHERN LAKE GEORGE: Log cabins, fireplaces, jet tubs. Romantic weekend. All winter sports, game room. Call/write brochure. Trout House Village Resort, Hague, N.Y. 12836. 1-800-368-6088.

OCEAN CITY, MARYLAND. Best selection of affordable rentals. Call now for free color brochure, 1-800-638-2102. Open 7 days, weekends until 9 p.m. Holiday Real Estate.

ROOMMATE WANTED

ROOMMATE to share 2 bedroom apartment in Delmar, busline, \$275, everything included, 439-7610.

REALTY WANTED

SEEKS APARTMENT, scenic area, in Latham, Niskayuna, Colton, March 1, one or two bedrooms, 756-9059.

REAL ESTATE SERVICES**PROFESSIONAL LAND SURVEYS**

Paul Engels, PLS 439-7576

NYS CERTIFIED RESIDENTIAL APPRAISER

Rochelle Riven 434-4857

CONNIE TILROE
"Your Hometown Agent"
Ready to help You
BUY or SELL
Call Connie at
439-1900

COUNTRY ATMOSPHERE COMMUTER'S SPECIAL!**An Expanded Raised Ranch in New Baltimore Offered at \$95,000**

- 4 Large Bedrooms • 2 Baths, Like New!
- Full Basement/Fam Room • 3 Car Garage
- Lot is 1+ Acre, Landscaped
- First Floor Laundry • 2 Decks • Storage Shed



REALTY USA

323 Delaware Ave., Delmar
Call for details 439-1882.

**Congratulations to Our January Sales Leaders**

Thea Albert



Abbey Farbstein

Interested in selling your home?
Give Thea or Abbey a call.

Roberts Real Estate

Delmar Office • 190 Delaware Avenue • (518) 439-9906

VAN WIES POINT
Must See Property

Wonderful 4 1/2 yrs. young traditional Scholtz design. Gourmet kitchen, classic library, soaring foyer, 2 fireplaces, 3 car garage, so much more on 5+ acres; fantastic views, Bethlehem Schools. Reduced to \$475,000.

Susan Sommers, Sales Associate
(518) 463-1164 Bus. • 463-0281 Res.



428 Loudonville Rd.
Loudonville, NY
12211

Real Estate

Home, Apartment, Co-op or Condominium

DELIVERY HELP, varied hours. Apply My Place & Co., Delmar.

DENTAL hygienist, Monday's only, pleasant working environment, excellent salary and benefits, 765-4616.

DRIVERS: J.B. Hunt. How to escape low-paying flatbed driving jobs? Call J.B. Hunt. We offer up to 24 cents per mile with plenty of miles to make your paycheck add up. Call 1-800-325-1067. J.B. Hunt. The best run for the money. EOE/Subject to drug screen.

DRIVERS: New OTR and northeast shorthaul opportunities! No slip seating, excellent pay/benefits, home often. Call anytime, Burlington Motor carriers: 1-800-JOIN-BMC. EOE.

MODELS NEEDED! Urgent! Babies, children & adults to advertise products on national home shopper video! Cute dogs & cats also needed. Outstanding opportunity! Local work, company benefits. No experience required. Call (216)491-0206.

OWNER-OPERATORS: Would you like to be home most nights? We have terminal pay, free permits for safe driving. Call Gregg Libby/Truck One, 1-800-777-8782. **SALES ASSOCIATE**, full and part-time for Crossgates mall. Interesting retail positions with good salary plus commission, benefits and advancement. We will train. Previous sales experience a plus. Call 456-4151 or apply in person at Sterling Optical, Crossgates Mall. **WAIT STAFF**, full or part-time, days or nights. Apply at Friendly's, Delmar, EOE.

HORSEBACK RIDING LESSONS

LEARN THIS GREAT sport at any age in a beautiful, convenient country setting. Call Horsehabit, 756-3754.

MISCELLANEOUS FOR SALE

BAHAMA CRUISE, five days/four nights, underbooked, must sell \$279/couple at limited tickets, (407)767-8100 (x2416), Monday-Saturday, 9 a.m. - 10 p.m.

CASH REGISTERS, fax machines, new, used. Save 50%, buy used, service repairs, Fax World, 356-2575.

NICE PIANO for sale. Call 439-6240 evenings and weekends. Negotiable.

SLOW DRAINS? Drain Care ends slow drains. Removes years of build-up in pipes, and it's easy to use. Money back guaranteed! Available at Robinson Hardware, 1874 Western Ave., Albany. **WALNUT EXECUTIVE** desk and credenza, all for \$450, excellent condition; whirlpool; 19 cubic ft. self defrost ice-maker and refrigerator, all \$300; white wood dinette set, 4 chairs, all \$225, 475-9736.

MUSIC

STRING INSTRUMENT REPAIR. Bow rehairing. Instruments bought and sold, 439-6757.

PAINTING/PAPERING

WALL PAPERING: Reasonable, free estimates. Call Joe Hoffman, 482-4741.

QUALITY DECORATING, 30 years experience, fully insured. Residential, commercial, interior and exterior, wall paper hanging, painting, maintenance repairs and power washing houses. Local references. Decorating problem? Let Tom Cur-It! Call 439-4156. **WANT TO CHANGE** the colors of the rooms in your home? Hire a man with 15 years experience in painting, wallpapering etc. Call today for free estimates and prompt, professional service. Bruce Hughes 767-3634.

PERSONAL

ADOPTION: Happily married couple longing for baby. At-home writer mom, doctor dad. Home full of laughter, music and much love. Please call Judy/Jay, 1-800-846-9941.

A WONDERFUL family experience. Scandinavian, German high school exchange students arriving in August. Become a host family. Call American Intercultural Student Exchange, 1-800-SIBLING.

STS High School Foundation is seeking host families for European high school students. Open your home to another culture and gain a special friend! 1-800-634-HOST. **SWEDISH STUDENT**, 17, anxiously awaiting host family. Enjoys sports, computers. Other Scandinavian, European high school students arriving August. Call Sally 610-797-6494 or 1-800-SIBLING.

PETS

PROFESSIONAL DOG training. Private. Obedience, housebreaking, chewing, etc. Free evaluation, humane techniques, guarantee, 734-4482.

PIANO TUNING

THE PIANO WORKSHOP: complete piano service; pianos, music, gifts, antiques, 11 Main St., Ravena, 756-9680.

PIANO TUNING & REPAIR

PROFESSIONAL PIANO tuning and repair, Michael T. Lamkin, Registered Piano Technician, Piano Technician's Guild, 272-7902.

RECIPES

EASY CHOLESTEROL-free cake recipe. Send \$3.00 and self addressed stamped envelope to: C.P. Zettle, PO Box 145, Slingerlands, New York 12159. Bonus free. Easy pizza recipe.

RUBBISH/JUNK REMOVAL

WE HAUL AWAY anything. Good Riddance, 1-800-428-5292 for free estimates.

SPECIAL SERVICES

STOP SMOKING PAINLESSLY!! No weight gain! No withdrawal! Full year guaranteed. Free recorded message. Call 383-5405.

WANTED

OLD BOOKS, PAINTINGS, frames, civil war letters, Albany Print Club prints, travel posters, obsolete stock certificates, any older hand-written papers, Dennis Holzman 449-5414 or 475-1326, evenings.

GUNS, any kind, any condition and old toy trains, 273-7294.

TREE SERVICE

WALLY'S TREE SERVICE

Winter Specials
• Safe • Reliable
• Cost Efficient

Local References 767-9773

Sandy's Tree Service
Since 1977
FREE ESTIMATES
FULLY INSURED
459-4702

HASLAM TREE SERVICE
• Complete Tree Removal
• Pruning • Cabling
• Feeding • Land Clearing
• Stump Removal
• Storm Damage Repair
FREE Estimates Jim Haslam
Fully Insured Owner
439-9702

For only
\$16.60 a week
your ad in this space
would reach over
20,000 readers
of
The Spotlight

SALES & SERVICE
ALL MAJOR BRANDS
Bags - Belts - Parts
Prompt-Professional
Factory Authorized Service
FREE ESTIMATES
Find us in the
NYNEX Yellow Pages
Lexington Vacuum
562 Central Ave. Albany
482-4427
Open Tues.-Sat.

BUSINESS DIRECTORY

Support your local advertisers

APPLIANCE REPAIR

Joseph T. Hogan
Appliance &
Electric Service
756-9670

BATHROOMS

Bathrooms
Need Work?
Loose Tile, Dirty Joints,
Leak when Showering
462-1256

CONTRACTORS

JV CONSTRUCTION
• Roofing • Kitchen - baths
• Carpentry • Porches - decks
• Replacement • Siding
• Windows • Gutters
• Additions • Basement
• Garages • Waterproofing
861-6763
Fully Insured Free Estimates

MISTER FIX-ALL

All Types of Repairs
Specializing in the Bethlehem Area
Senior Citizens Discounts
Dependable & Reasonable
20 Years Experience - Free Estimates
Call 439-9589 - Ask For Tony Sr.

COMPUTER TUTOR

COMPUTER TUTOR
TECH SERVICE
Hard Disk Management
DOS & Software Instruction
Batch Files - Crash Recovery
Vincent Ferraro 439-1726

CONSTRUCTION

JOLYN CONSTRUCTION CO. INC.
Over 15 Years Serving
Albany and Greene Counties
NEW HOMES (Tum Key)
ADDITIONS
REMODELING
GARAGES
From Masonry...to Carpentry...
To Finish...ONE CONTRACTOR!
518-756-2329
Fully Insured Free Estimates

ELECTRICAL

GINSBURG ELECTRIC
All Residential Work
Large or Small
FREE ESTIMATES
Fully Insured • Guaranteed
459-4702

Your Spotlight ad in
THE SPOTLIGHT
in this space
would cost only
\$8.30 a week

FLOOR SANDING

FLOOR SANDING & REFINISHING
Wood Floor Showroom & Sales
Professional Service for
Over 3 Generations
Commercial • Residential
• RESTORATION • STAIRS
• WOOD FLOORS • NEW & OLD
M&P FLOOR SANDING
351 Unionville Rd., Feura Bush, NY
439-5283

FURNITURE REPAIR

CAPITAL DISTRICT FURNITURE RESTORATION
Repairs • Refinishing • Restoration
Antique • Modern • Architectural
434-7307
453 North Pearl, Albany, NY 12204
Wayne Weinstein

HANDYMAN

R.D. VINCENT HANDYMAN SERVICE
FOR ALL YOUR HOME NEEDS
FULLY INSURED
— 449-2619 —
LOCALLY OWNED

HOME IMPROVEMENT

Robert B. Miller & Sons General Contractors, Inc.
For the best workmanship in
bathrooms, kitchens,
porches, additions, painting, decks
& ceramic tile work or papering at
reasonable prices call
R.B. Miller & Sons
25 Years Experience 439-2990

HOME IMPROVEMENT

VIKING HOME REPAIR & MAINTENANCE, LTD.
• Home Improvements • Minor Repairs
• Interior Painting • Kitchen & Baths
• Plumbing & Electrical • Decks
FREE ESTIMATES • FULLY INSURED
439-6863

FREE Estimates Insured
BILL STANNARD CONTRACTORS • 768-2893
RD. 1 Delmar, N.Y. 12054
Masonry and Carpentry
New and Repairs
Concrete • Block • Brick • Stone
Roofing • Decks • Garages etc.

INTERIOR DESIGNS

Beautiful WINDOWS
By Barbara
Draperies • Bedspreads
Drapery Alterations
Your fabric or mine
872-0897

KENNELS

Treat Your Pet Like Royalty
Make Your
Reservations Now
REIGNING CATS & DOGS
...for all your pet needs
PROFESSIONAL GROOMING WITH A UNIQUE TOUCH
577 Route 9W • Glenmont Route 9W • Coxsackie
432-1030 731-6859

PAINTING

R.A.S. PAINTING
QUALITY WORK AT
REASONABLE RATES
FREE Estimates
Interior-Exterior
Fully Insured
Staining & Trim Work
439-2459 • 432-7920
Ask for Rich

PAINTING

VOGEL Painting Contractor
Free Estimates
• RESIDENTIAL SPECIALIST
• COMMERCIAL SPRAYING
• WALLPAPER APPLIED
• DRY WALL TAPING
Interior — Exterior
INSURED
439-7922

JACK DALTON PAINTING

EXTERIOR/INTERIOR
FREE ESTIMATE-REFERENCES
INSURED
475-9464 439-3458

S & M PAINTING

Interior & Exterior
Painting Wallpapering
FREE ESTIMATES
INSURED • WORK GUARANTEED
872-2025

PAINTING/PAPERING

C CASTLE
R Painting
E Papering
Plastering
35 Years Experience
Free Estimates
BEN CASTLE
439-4351

PLUMBING

WMD Plumbing
Michael Dempf
475-0475

Home Plumbing Repair Work
Bethlehem Area
Call JIM for all your
plumbing problems
Free Estimates • Reasonable Rates
439-2108

PET CARE

Cornell's Cat Boarding
767-9095
Heated • Air Conditioned
Your choice of food
Route 9W, Glenmont
Reservations required
Eleanor Cornell

PRINTING

Newsgraphics Printers
Quality and Dependability
You can Afford
-COMPOSITION-
Computer Composition • Typesetting
Art Work • Layout • Design • Ad Work
-PRINTING-
One or 100,000 copies with up to four color
printing. We use metal or paper plates
giving you the right choice for your budget
-BINDING-
Collating • Saddle Stitching • Folding • Padding
Inserting • Punching • Trimming • Binding
We specialize in:
Letterhead • Brochures, Envelopes, Flyers,
Business Cards, Resumes, Booklets, NCR,
Business Forms, Newsletters, Manuscripts
125 Adams Street • Delmar, N.Y.
439-5363

ROOFING

SUPREME ROOFING
KEVIN GRADY
Residential Roofing
Free Estimates
439-1515
10 years serving our community

Your Spotlight ad in
THE SPOTLIGHT
in this space
would cost only
\$8.30 a week



**Subscribe to DINE-A-MATE '94 for only \$25
and receive these discounts and coupons**

**Sample offers you can use with your
DINE-A-MATE membership**

Valid only with  La Serre

The Cranberry BOG
RESTAURANT & BAR

Stone Ends
For Distinctive Dining

Plus 50% Off about 1,000 Hotel Accomodations and Discounts on US Air Tickets

DINE
A
MATE

Make checks payable to **SPOTLIGHT NEWSPAPERS**

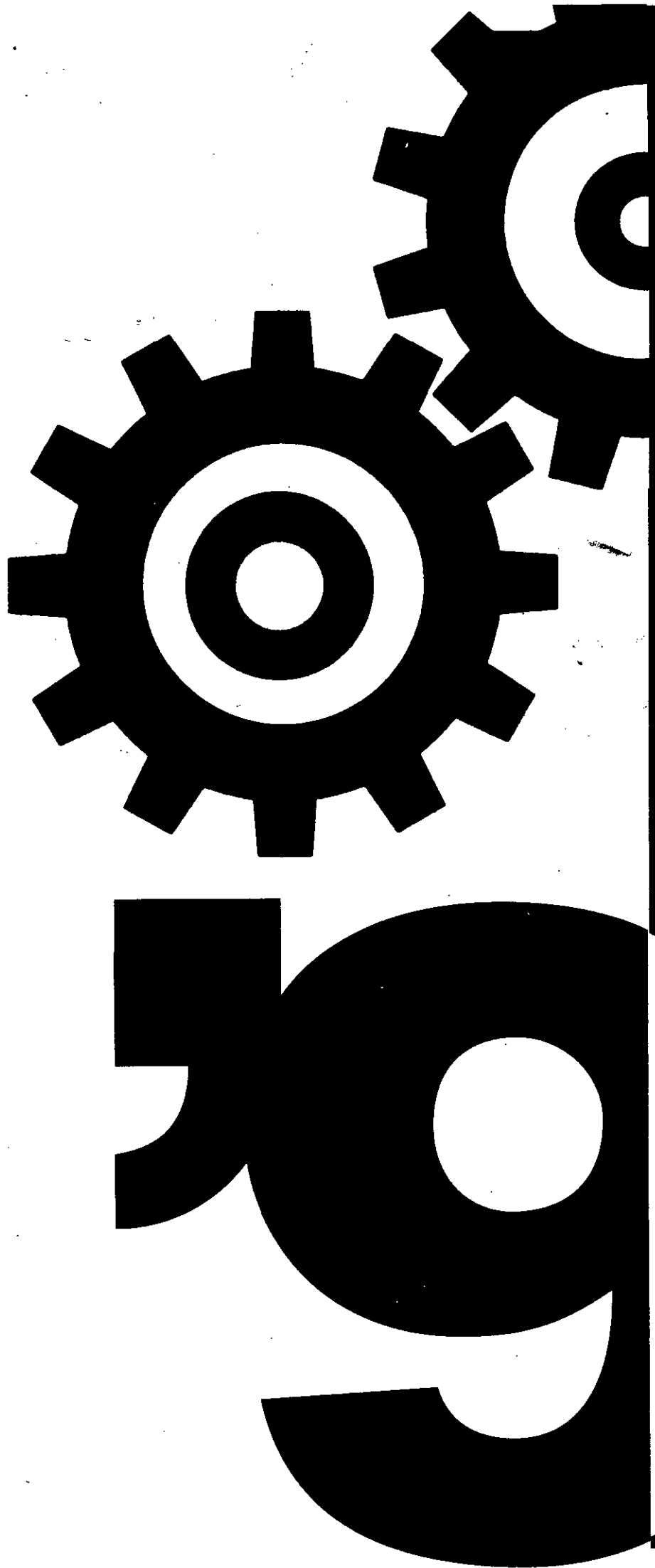
SPOTLIGHT NEWSPAPERS

February 9, 1994

Unstated

A supplement to THE SPOTLIGHT, the COLONIE SPOTLIGHT and the LOUDONVILLE WEEKLY

A PROGRESS EDITION



Ed's Overhead Doors sees business going up

By Donna Moskowitz

Customer service is the key to success for Ed's Overhead Doors.

"We are very service oriented," said Heather M. Boers, office manager of the company, which is located at 1020 Niskayuna Road in Schenectady. For example, Ed's Overhead Doors provides free, in-home estimates.

A small family business with four employees, Ed's Overhead Doors specializes in residential garage doors and openers.

The Boers have been serving the Capital District for 35 years. Ed Boers started the business, which was taken over by his son Neil three years ago.

This year the company's product line will remain the same, including American-made Genie door openers and Wayne-Dalton doors, Boers said.

Anticipating a boom in new home construction this year, the company will be adding to its staff "to keep up with our reputation for prompt service," she said.

In addition to installing garage doors in new homes, a big part of the company's business is replacing doors in older ones. Until recently, "everybody had wood doors or fiberglass. The wood

doors don't last forever," she said, because rain and snow take their toll on garage doors.

The latest material for garage doors is steel, she said. "You don't ever have to paint them and they're guaranteed against rust."

The new steel doors have been designed to look like wood, stucco or other materials, but some people still want wood. "People have different opinions about the appearance."

About 25 builders are regular customers, and the builders generally choose steel doors, she said.

The Boers purchase the doors from the manufacturer, Wayne Dalton, an Ohio company. "We can special order just about anything, especially in wood," she said. Prices depend on the size of the door, the materials, whether it has windows, and whether it comes with insulation, she said.

Ed's Overhead Doors guarantees all parts for one year, with no charge for a part or repair during that year if the problem is due to ordinary wear and tear, Boers said.

The company is also doing brisk business selling door openers, especially during the past few weeks — probably because of the recent cold weather, she said.

High-tech foot surgery



Robyn Lattan helps Dr. Perrin Edwards perform an in-office operating procedure using a microscopically directed laser beam. Foot Specialists Assoc. P.C. is located at 1692 Central Ave., Colonie. Early evening as well as Saturday appointments can be arranged.

BUTLER & BROWN, INC. and the OLOF H. LUNDBERG AGENCY

Your Complete Insurance Center
We are affiliated with the following
Insurance Companies

Aetna, Hartford, Kemper, General Accident,
National Grange Mutual, Pioneer,
Great American, Maryland Casualty, Progressive,
Bankers and Shippers, Penn Millers and Merchants

We've been taking care of insurance needs since 1935.

We offer prompt claims service,
budgeted monthly payments and personalized service.

We offer

PERSONAL

- Auto • Home
- Life • Health
- Renters • Condos
- Boats • Motorcycle
- Mobile Home • RV
- Disability Income
- Mortgage Life

BUSINESS

- Apartments
- Business Pkgs.
- Auto
- Contractors
- Bonds
- Workers Comp
- In Land Marine

— WE'RE MOVING! —

We will be closed on February 18th & Re-Open
on **FEBRUARY 22nd** at our **NEW LOCATION!**

203 DELAWARE AVE.

Just 3 Doors up!

(The green house on the corner of Delaware & Burhans)

439-9301


439-7646

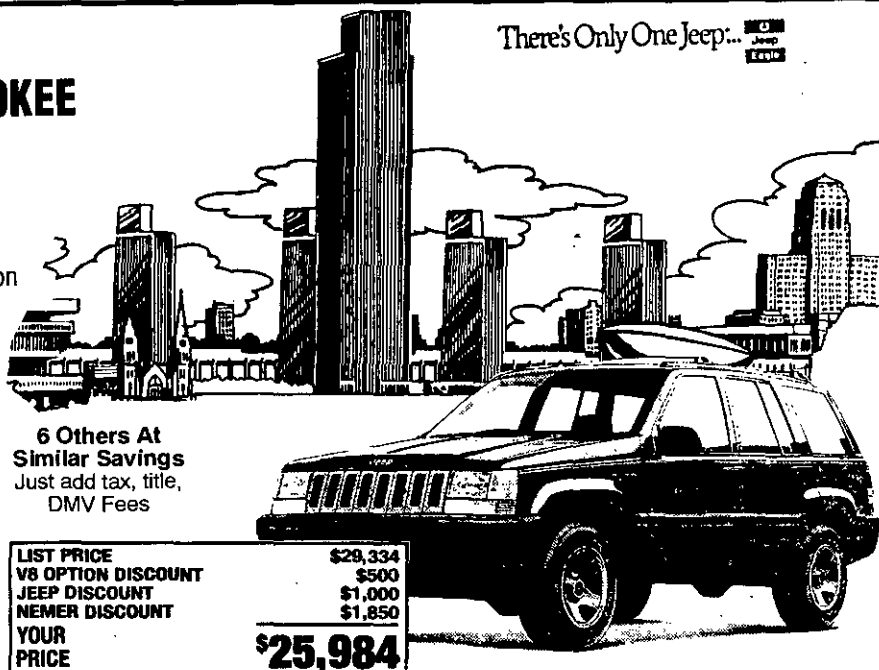
1994 JEEP GRAND CHEROKEE 4 Door 4x4

WITH

- Laredo 28F Package
- 5.2L V8 Engine
- Automatic Transmission
- All-The-Time 4WD
- Dual Electric Mirrors
- Overhead Console
- Power Windows
- Power Locks
- Power Seats
- Luxury Group
- Protection Group
- Security Group
- Keyless Entry

An much, much more!

There's Only One Jeep... 



6 Others At
Similar Savings
Just add tax, title,
DMV Fees

LIST PRICE	\$29,334
V8 OPTION DISCOUNT	\$500
JEOP DISCOUNT	\$1,000
NEMER DISCOUNT	\$1,850
YOUR PRICE	\$25,984

Albany County's Oldest, Largest, Most Trusted Jeep-Eagle Dealer



NEMER



1/4 mile west of Latham Traffic Circle • 785-5581

Spotlight Newspapers

Suburban Albany's Quality Weekly Newspapers

125 Adams St., Delmar, NY 12054

(518) 439-4940

FAX (518) 439-0609

Serving the Towns
of Bethlehem & New Scotland
The Spotlight

Serving the areas of Loudonville,
Newtonville and Menands
Loudonville Weekly

Serving the
Town of Colonie
Colonie Spotlight

New Salem Garage sees move as efficiency-boosting step

By Erin E. Sullivan

Last year the New Salem Garage Inc. relocated from a small building on Route 85 in New Salem to a modern facility on Route 85 in Slingerlands.

"We are very happy with the new location," said Darryl Carl, general manager. "The new building is much more efficient and effective."

However, Saabs, the owners and a stretch of Route 85 are about the only things the former dealership and the new establishments now have in common.

The recently constructed showroom, encased in glass, stretches 21,000 square feet and offers numerous services for its customers.

"What people are primarily looking for today is time," said Carl. "We try to get our customers in and out quickly. That is why we built the workstations — to accommodate busy schedules."

Located in the waiting room, the facility's workstation terminals are equipped with plugs for laptop computers, courtesy phones and a direct line out for modem and fax purposes.

Valet parking and a detailing service are other features at the new garage. When customers take their cars in for service, they simply pull into the two-car garage

attached to the main building.

The detailing service was added last year and a free exterior wash is provided with each trip to the service station.

According to Carl, business has increased at the new location but "not overwhelmingly."

New Salem Garage Inc. was established in 1947 by Dewitt Carl, with the business turning exclusively to Saabs in 1962.

The former New Salem Garage showroom was transformed into a body shop for all Saabs and Saab warranties. The body shop can be used regardless of whether a customer purchased his car at the New Salem Garage.

The garage recently added to its selection of vehicles.

"Saab has just come out with a new 900," said Carl, "and they are selling like hotcakes. It has received excellent reviews and those rating the 900 can't find anything wrong with it. We have all driven it here and like it."

The garage recently rated by J.D. Powers and Associates as being in the top four percent for Customer Servicing Index in the nation.

"We are very committed to our customers," Carl said. "Along with increasing our sales this year, we will be working to maintain top customer service and low-pressure sales."

New member, new chairman



Liz Carey, owner of The Flower Shoppe in Latham, is a new member of the Albany-Colonie Regional Chamber of Commerce. Duke Dufort, president of Professional Forms, Inc., is the new chairman of the board of directors of the chamber. The chamber showed a 10 percent growth rate in membership last year. The organization has 2,200 members, representing approximately 55,000 total employees.

ADVERTISERS INDEX

- | | |
|------------------------------------|--------------------------------|
| A.G. Edwards | Peter Luczak, CFP |
| Agar Auto Parts | Marcus Interiors |
| Airport Rapid Park | Marshall's Garage |
| Albany Academy for Boys | Martin Nemer VW |
| Albany Academy for Girls | New Salem Garage |
| Albany Colonie Chamber of Commerce | Orange Ford |
| Announce It | Orange Motors Service |
| Arthur Place & Co. | Orange Saab |
| Bethlehem Chamber of Commerce | Painter Services |
| Bryant & Stratton | Paul Pintavalles Real Haircuts |
| Bryant Asset Protection | The Peanut Principle |
| Buenau's Opticians Inc. | Pet Spas of America |
| Butcher Block Furniture | Prudential Manor Homes |
| Butler & Brown Inc. | Roland J. Down Inc. |
| Cadalso Wine & Liquors | Rose & Kiernan, Inc. |
| Capital Upholstery | Security Supply Corp. |
| Cohoes Paint & Paper Outlet | Shirley's Ceramic Gifts |
| Colonie Manor | Sinnamon Sewing Service |
| Cub Cadet | SPARC |
| D.A. Bennett/Delmar | Studio Associates |
| Delmar Dental Medicine | Table & Chair Outlet Inc. |
| Delmar Wine & Liquors | The Magic Toad |
| Ed's Overhead Doors | Thorpe Lighting Gallerie |
| Elaine Van De Carr/State Farm Ins. | Tumbling Tykes |
| First National Bank of Scotia | Village Furniture Co. |
| The Foot Specialist | Weisheit Engine Works |
| Gochee's Garage Inc. | Willow Spring Perennial Farm |
| Guilderland Chamber of Commerce | Yury's School of Gymnastics |
| Harbrook Windows & Doors | |
| Holidays Etc. | |
| Holland Nursery & Florist | |
| Horsehabit | |
| Houghtaling's Market | |
| Hudson Valley Sport Cards | |
| Hughes Opticians Inc. | |
| Interim Healthcare | |
| John Hancock Financial Services | |
| Keystone Builders | |
| Kidosphere | |
| Knights Kitchen of Albany | |
| Latham Chamber of Commerce | |
| Laura Taylor, Ltd. | |
| Lavelle & Finn | |

Lower prices, better service



At Laura Taylor Ltd., prices are lower than many larger stores and a number of free services are offered, such as clothing alterations, jewelry repair and gift wrapping. Laura Taylor and her husband Clint Hegeman are often on the scene to assist customers.

Elaine McLain

SPOTLIGHT NEWSPAPERS

February 9, 1994

A supplement to THE SPOTLIGHT, the COLONIE SPOTLIGHT and the LOUDONVILLE WEEKLY

A PROGRESS EDITION

Guilderland chamber works to widen networking circle

By Erin E. Sullivan

The Guilderland Chamber of Commerce doesn't focus only on conventional networking among its members. It's working toward a wider spectrum of interaction.

"A greater effort will be made to become more community involved as well as networking more cooperatively with other area chambers," said Beverly Lewinski, executive director of the chamber, which is headquartered at 1515 Western Ave.

According to Lewinski, 1994 will mark a chamber "Return to Membership" drive. In an effort to respond to the changing work environment, a survey will be used to better identify members' needs and the kinds of programs they'd like to see scheduled.

ers looking to form a business-to-business support network. Today, the volunteer-led chamber has more than 400 members.

Members are invited to participate in a variety of activities, including trade shows, networking sessions, educational seminars and breakfasts.

To become a member, business owners contact the chamber for an application. Personal memberships are also offered for those not directly affiliated with a business. The cost of membership dues vary with the type.

Additional chamber benefits are group-rate health insurance and a variety of price discounts at other chamber businesses.

Continual efforts are made to enhance community relations and public awareness.

A greater effort will be made to become more community involved as well as networking more cooperatively with other area chambers.

Beverly Lewinski

The Guilderland Chamber of Commerce was founded in 1972 by a small group of business own-

ers looking to form a business-to-business support network. Today, the volunteer-led chamber has more than 400 members.

Up close and personal



Delmar Dental Medicine, located at 344 Delaware Ave., Delmar, uses the latest available technology to supplement the work of its knowledgeable staff. Here, Dr. Geoffrey Edmunds uses an intra-oral camera and monitor to get a closer look. The video technology allows not only a magnified view of the teeth and gums but the ability to give patients a personal video tour.

Asset protection firm stresses service

By Dev Tobin

Anyone who's ever called an 800 number and talked to a machine will appreciate the level of personal service provided by Bryant Asset Protection, according to Mark Bryant.

A certified financial planner, Mark Bryant and his brother Jeff, a certified property and casualty underwriter, are two principals of the firm founded by their father Charles in 1951. Bryant Asset Protection maintains offices at the intersection of Route 85 and New Scotland Road in Slingerlands.

"We're really committed to serving clients on an individual basis," Mark Bryant said. "Our philosophy is to avoid having our clients deal with 800 numbers."

The combination of property and casualty insurance (i.e., homeowner's, automobile and commercial) with financial plan-

ning (mutual funds, life insurance, annuities, etc.) is unusual for a small family firm, Bryant said.

Insurance companies are setting up 800 numbers to handle claims, but the Bryant firm "tries to stay personally involved in claims," providing a higher level of service than many insurance agencies, Bryant said.

Bryant Asset Protection is moving into its fourth generation of computers ("the finest in the industry") this year, which will also help speed up claims service, Bryant added.

On the investment side, Bryant provides planning that recognizes a client's individual investment objectives.

While there is no typical client, Bryant explained that generally people in the age range of 20 to 40 save for college costs; from 40 to 60 they save for retirement income;

and from 60 on they plan their estate needs.

With rates for bank accounts languishing below 5 percent, stock mutual funds, featuring "diversification and professional money management," are increasingly attractive for small investors, Bryant noted.

To help clients sort out the blizzard of investment information, Bryant offers a seminar in the fall and sends out quarterly newsletters on topical investment issues.

As lifelong Bethlehem residents, "we know the people here and give a lot back to the community, supporting youth sports in both Bethlehem and New Scotland," Bryant said.

For information on property and casualty insurance and/or financial planning, call Bryant Asset Management at 439-1141.

Focus on your future...

State Farm Life Insurance

- Permanent Life
- Term Life
- Universal Life
- Annuities

Like a good neighbor, State Farm is there.™

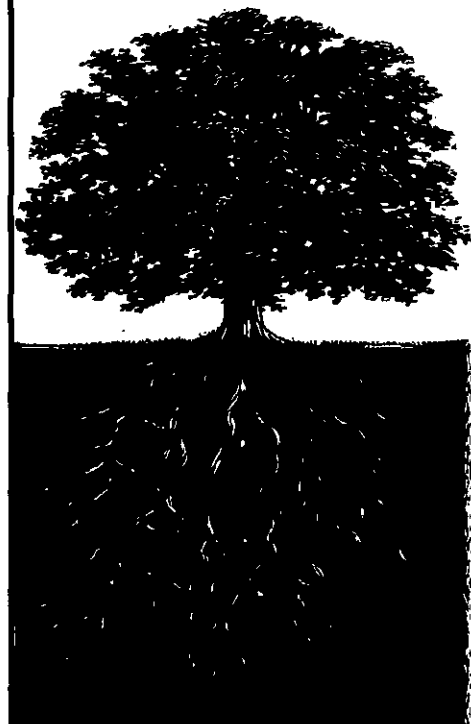


See me:
ELAINE VAN DE CARR
840 Kenwood Avenue
Slingerlands, NY 12159
(518) 439-1292



State Farm Life and Accident Assurance Company • Home Office: Bloomington, Illinois

OUR COMMITMENT RUNS DEEP



Since 1923, 1st National Bank of Scotia has been firmly rooted in the community. We've helped generations of families build solid financial foundations.

In these past 70 years we've grown and changed, keeping up with the times, adding several branches along the way. But one thing hasn't changed — the importance we place on family values. Because we're still family owned and operated.

Visit one of our nine offices today.

1ST NATIONAL BANK OF SCOTIA
The Family Bank

201 Mohawk Avenue, Scotia • 240 Saratoga Road, Glenville
1476 Balltown Road, Niskayuna • 1705 Central Avenue, Colonie
Karner Road at Route 20, Guilderland • Route 50, Saratoga
120 Erie Boulevard, Schenectady • 728 Albany Street, Schenectady
GE R&D Center, Niskayuna

Sewing shop offers do-it-yourself savings

By Michael Kagan

If you're looking for ways to save money, you might consider learning how to sew.

Tough times mean strong business for fabric and sewing machine retailers.

"People sew more when they're not buying ready-made products," said Rowland Sinnamon, owner of Sinnamon Sewing Machine Service-Knight's Designer Fabrics, located at 265 Osborne Road in Colonie.

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. In addition, the store offers a wide selection of natural fiber fabrics, featuring Liberty of London, Viyella, Landau, JB Martin and deBall. Sinnamon also offers a range of silk materials.

The store features a unique sewing aid collection, including chalk pencils, flexible curve rulers, cutting tables and silk pins that penetrate tightly woven fabrics.

Sinnamon bought and merged with Knight's of Bennington, Vt., in 1981.

People sew more when they're not buying ready-made products.

Rowland Sinnamon

Cohoes outlet uses computer colors

By Erin E. Sullivan

When it comes to decorating a home, close doesn't count for Cohoes Paint and Paper.

Specializing in paint and wall-paper, the 77 Mohawk St., Cohoes, outlet uses an up-to-date computer system to mix a rainbow of paint hues.

Customers of Cohoes Paint and Paper Outlet will not have to spend hours in numerous stores searching for the color most similar to the one they want. An in-store computer color matching system helps them find an exact match.

"The customer simply needs to bring a sample of the current color they have and input the information into the computer," said Abdelnour. "It's very effective."

For those who like their assis-

tance a little more personal, Abdelnour or a professional decorator will talk with the customer about ideas or go to the home and give advice.

Current preferences in color, design and brand are varied, according to Abdelnour.

"People's tastes are very different," he said. "They are using their own imaginations, or mine to help, and coming up with several creative themes."

Paint and Paper stocks all major lines of paint including Benjamin Moore, and has a large selection of wallpapers including Brewster, Birge, Waverly and Village wallpaper.

While the Paint and Paper Outlet was founded just four years ago, manager John Abdelnour is

no industry novice.

"I have been in this business since I was a kid," he said. "I started out with curtains and wall coverings and then moved on to the wallpaper and paint market."

Cohoes Paint and Paper Outlet is owned by Frank Colaruotolo.

Along with the paint and wallpaper, the business will concentrate on two other services this year, window glass and framing, said Abdelnour. He added that a business goal is to work toward better service and faster responses to all problems.

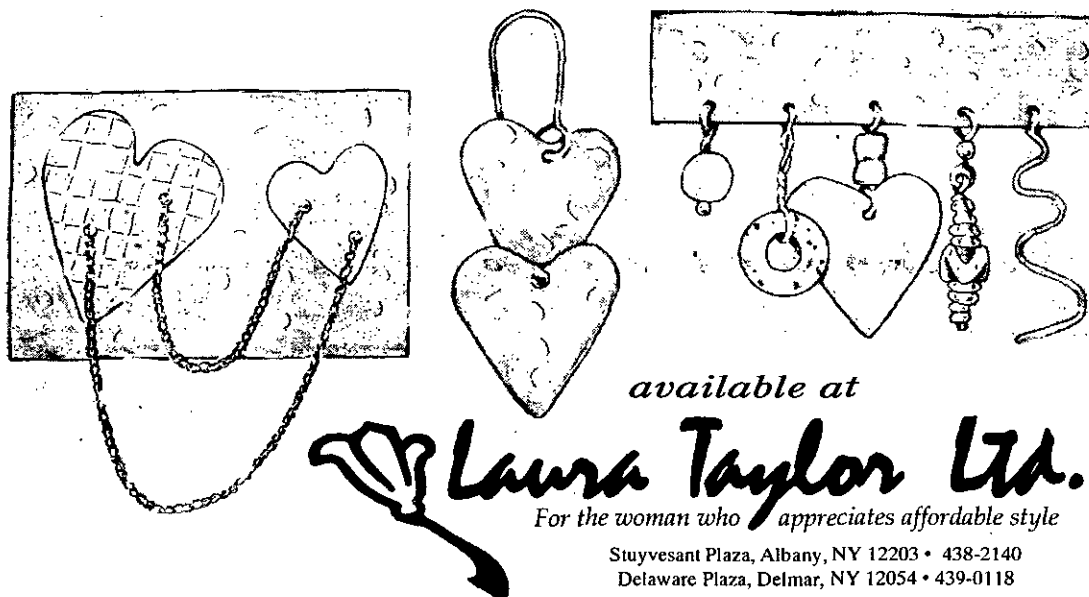
Revenues at the Cohoes Paint and Paper Outlet have been increasing since the business began, said Abdelnour. "Last year's sales were excellent and hopefully this year will be even better."

Valentine Heart earrings ♥ pins ♥ necklaces

handcrafted by Berkeley artist

ANNE HELLMAN

reasonably priced



available at

Laura Taylor Ltd.
For the woman who appreciates affordable style
Stuyvesant Plaza, Albany, NY 12203 • 438-2140
Delaware Plaza, Delmar, NY 12054 • 439-0118

Latham Area Chamber of Commerce, Inc.

...serving the needs of residents, business owners and visitors to the Latham/Colonie area.



COMMUNITY SERVICES

Demographics • Tourist Information
Free Area Map & Membership Directory



BENEFITS OF MEMBERSHIP

Health Insurance at Group Rates
Dental Insurance at Group Rates
Long Distance Discount
Cellular Service Discount
Low Cost Advertising & Member Discount Program
Business Seminars
Monthly Mixers
Annual Dinner
Office Appreciation Luncheon/Golf Day
Free Fax Service/Conference Room



OUR MEMBERS MEAN BUSINESS!

For information about the Latham Area/Town of Colonie or about joining the LACC, please visit our office at
849 New Loudon Road (Route 9)
or call us at (518) 785-6995.
Office Hours 9:00 AM - 5:00 PM, Monday - Friday
Fax # (518) 785-7173

Bill Pompa
Chairman 1994

Nancy A. Kruegler
Executive Director

TABLE AND CHAIR OUTLET INC.

CUSTOMIZE!

That's right! Customize your furniture selection... Whether you're looking for country, contemporary or traditional, you choose the style, color, finish, or fabric!

113 Remsen Street, Cohoes
Easy Access from I787, I87 & Rte. 9
233-8244

3 FLOOR SHOWROOM!

YOUR

**DINING FURNITURE
SPECIALIST IN THE
CAPITAL DISTRICT**

- Dining Room
- Dinette
- Casual Dining
- Kitchen Islands
- Breakfast Bars
- Pub Tables
- Bar & Counter Stools
- Baker's Racks
- Entertainment Centers
- Accessories and much more!

Home on the range



Riding as a life-long and year-round activity is emphasized at Horse Habit, Payne Road, Ravena. "We accept riders of all ages and experience," said owner Jane Feeney, shown above, left. Feeney and her partners have 45 acres of farmland to enjoy by horseback. New this year at Horse Habit are all-day weekend camps for adult riders similar to the camps currently available for school children during school vacations. For information on lessons, call 756-3754.

Optician's business is family affair

By Erin E. Sullivan

Hughes Opticians offers two good reasons to take advantage of their services.

Your eyes.

"We are a family-owned business and pride ourselves in providing the best products at the best price," said Tom Hughes, owner of the 411 Kenwood Ave., Delmar, office.

Hughes, who opened the business in 1987, has been a licensed optician in the Capital District for 28 years. His staff includes son Tommy and another optician, Michelle Garrard. Hughes' daughter, who worked with him for five years, recently moved to Boston.

Hughes Opticians offers eye examinations, glasses, contact lenses, sports eyewear, non-prescription sunglasses and all standard eye-care accessories.

"We don't charge for adjustments and we are always there for emergency lost contacts and eye-

coverage by Capital District Physicians Health Plan.

Hughes noted that local businesses have always been the backbone of community activities and encourages Tri-village residents to give them a try. "We support all community organizations, from the Little League to Bethlehem football," he said.

Hughes also provides a unique service to elderly patients. Employees will go the homes of older residents who may need a frame adjustment or other minor repair, and cannot make it to the office on their own.

Hughes said business has been steady. "We are hoping the same as everyone else for this year—to do better," he said.

We support all community organizations, from the Little League to Bethlehem football.

Tom Hughes

glass repairs," said Hughes. They will even loan customers a lens while they wait for orders.

Hughes also accepts insurance

D.A. Bennett's business heats up

By Erin E. Sullivan

D.A. Bennett offers something that not many companies are ready to live up to — 24-hour service.

"When a customer has a problem, all they have to do is call our exchange and explain it," said Doug Darrone, co-owner with Tom Drake of D.A. Bennett Inc., 341 Delaware Ave., Delmar. "Customers will talk to a real person, not a machine, who will then get in touch with our on-call maintenance guy."

The 24-hour service is available at any time during the year and helps serve customers better, Darrone said.

D.A. Bennett is a plumbing, heating and air conditioning company specializing in Lennox heating and air conditioning units. It is the only combined plumbing, heating and air conditioning shop in the area, according to Darrone.

A well-established and familiar Delmar firm, D.A. Bennett has seen a steady increase in business

over the past years by never cutting corners on standards and service. The owners say the company's belief in quality products and quality service has paid off.

"Service is important to us," said Darrone, "and we are always looking for ways to serve our customers better."

D.A. Bennett was founded in 1915 by Tom Drake's grandfather, D.A. Bennett. Since its initial transformation from a village blacksmith shop to a plumbing shop, D.A. Bennett has been run by three family generations. Until Darrone joined, no owner had been from outside the family.

"Most people think that after being in business as long as we have, things get easier. Not so!" said Darrone. "Products and technology are changing all the time."

In addition to the technology becoming more computerized, Darrone noted that consumers are always trying for higher efficiency.

D.A. Bennett employees are expected to keep up with changing technological advances. "We are constantly training our people so we can provide our customers with the quality service and installations they expect," Darrone said.

After winning awards in 1992 from Lennox, a world-wide manufacturer of heating and air conditioning systems, for selling the most Lennox-Pulse furnaces in the area and for becoming one of the one percent of dealers nationwide to become a Lennox quality dealer, D.A. Bennett was recognized in 1993 by Niagara Mohawk as a top area company for gas marketing.

Last year, D.A. Bennett opened another store in Malta. "We are looking to do more work up north this year than in the past — areas like Ballston Lake, Saratoga and Clifton Park," said Darrone.

D.A. Bennett will also concentrate more on commercial installation and service this year.

COHOES PAINT & PAPER OUTLET

77 MOHAWK ST., COHOES • Phone 237-2103

2 Blocks from End of 787, Across from Cohoes Commons
OPEN MON.-SAT. • FREE LOCAL DELIVERY

"SPRUCE UP FOR SPRING" PAINT & WALLPAPER SALE

Now through February 25

Benjamin
Moore
PAINTS



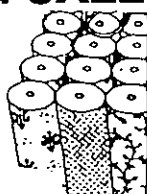
INTERIOR PAINT SALE

15% OFF
LIST PRICE

Up To
**40%
OFF**

WALLCOVERING SALE

FEATURING...
BREWSTER WALLPAPER
ALSO: 100's of In-Stock Patterns
From \$2.99 to \$9.99 Single Roll



Windows and
Screens Repaired
and Replaced

We Offer
Computer Color
Matching

Rug Doctor
Rentals

LIGHTEN UP

ALL LAMPS AND LIGHTING

AT LEAST 30% OFF

MFRS. SUGG. RET.

HURRY IN FOR BEST SELECTION

VILLAGE FURNITURE COMPANY

NEW HOURS MON. THRU SAT. 10-5:30 • THURS TILL 9 • SUN. 12-5.
318 DELAWARE AVE. DELMAR (AT MAIN SQUARE) (518) 439-7702

New in New Salem



New Salem Garage Power Equipment manager Reed Settle shows off the new Series 2000 Model tractor from Cub Cadet. The company, a division of New Salem Garage, is located at the corner of Route 85 and Route 85A, the site of the former New Salem Saab dealership. The company provides sales and service for a variety of top-name lawn and garden equipment companies including Cub Cadet, Scag, Husqvarna and Echo. Elaine McLain

A.G. Edwards stresses global vision

By Erin E. Sullivan

At A.G. Edwards & Sons Inc. brokerage branch in Colonie, a sign says, "Invest only in the countries shown below." The words are written above a colorful map of the entire world.

"This American Funds poster says a lot about A.G. Edwards," said Jack Hastings, associate vice president and resident manager of the branch located at Wembley Square, New Karner Road, Colonie. "It is a global market out there and we take that into consideration, thinking globally with every account."

A.G. Edwards is the largest retail brokerage firm in the world, with 93 percent of its business being one-on-one with individuals, as opposed to institutions. The company specializes in long-term investments, which by definition are commitments of at least 12 months and one day.

"The key to investing is not timing the market," said Hastings. "It's the time spent in the market. Long-term investments can be very profitable."

The firm's number one selling items are American Funds, created in 1934 with the Investment Company of America. "An important aspect of our business is that we do not manufacture our own product," said Hastings. "We don't sell A.G. Edwards government funds, A.G. Edwards tax funds."

The company's driving force is satisfied and committed personnel, he said. "Happy workers point to good investments, which in turn leads to good revenues and good

dividends," said Hastings. "We have high ethical and moral standards. This can be seen in the firm's employee turnover rate, which is only five-tenths of one percent."

Whatever the approach, A.G. Edwards seems to be doing something right.

In 1983, the brokerage firm was listed in the book "The 100 Best Companies to Work For" and was included again when the book was published a second time in 1993. Only 48 of the original 100 companies also made the second list.

The key to investing is not timing the market. It's the time spent in the market. Long-term investments can be very profitable.

Jack Hastings

When USA Today rated the nation's top 200 companies on morale, A.G. Edwards was placed in the top 10. In addition, the December 1993 issue of Smart Money Magazine selected A.G. Edwards as the finest brokerage firm in the United States.

"We provide good service and stay out of trouble — and there is

a lot of trouble to get into in this industry," Hastings said.

A.G. Edwards was founded by Albert Galatin Edwards, a graduate of the U.S. Military Academy at West Point serving in the Missouri guard.

In March of 1887, he opened the firm's first office in St. Louis and the company ultimately spread throughout the country, taking strides in 1970 and 1971, the year its stock went public.

Hastings, who had been working for another firm in Albany, joined A.G. Edwards in 1983 and opened its first branch in the state on March 25 on Keys Avenue in Niskayuna.

In June of 1990, the branch moved to its present location in Wembley Square. The Colonie branch, one of the firm's smaller ones, serves roughly 3,000 clients.

"We generally open branches in the suburbs," said Hastings. "We cultivate the affluent, but predominantly serve the upper middle class, management, professionals and homemakers."

A.G. Edwards now has 19 branches in New York State and 484 in 49 states nationwide, making it the largest brokerage firm in the United States with headquarters outside of New York City.

KEYSTONE BUILDERS INC.

Specializing in

Design/Build Remodeling

~ A Continuing Tradition of Excellence ~
Services Include:

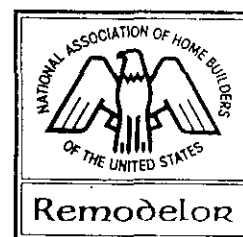
- Additions
- Basements
- Roofing
- Handyman
- Kitchens and Baths
- Decks and Porches
- New Home Construction
- Computer Aided Design (CAD)

Professional, Quality Service!
Fully Insured

KEYSTONE BUILDERS INC.

196 Delaware Ave. • Delmar, N.Y.

439-6828



"Our Reputation Built by Word of Mouth"

CADALSO WINE & LIQUOR

588 New Loudon Road (Route 9) Latham
Mon.-Sat. 9:00-9:00 785-3745

Celebrating Our 8th Anniversary in Newton Plaza

"Experience the Knowledge of Cadalso"

Now In-Stock: Non-Sulfite Wines – 100% Organic Grown

Over 400 Brands of Foreign & Domestic Wine In Stock.
15%-20% Off on Cases.

OUR ANNIVERSARY SALE STARTS SOON!

Save on our in-store specials during February

MOET & CHANDON
EXTRA DRY
\$19⁹⁹
750ml

GLASS MOUNTAIN
CABERNET
\$8⁹⁹
750ml

SAUVIGNON CRIBARI
BARGAIN BOX
Cabernet Sauvignon, Chardonnay,
White Zinfandel 4.0L
\$9.99 with coupon

Free Delivery (Ask for Details When You Place Your Order)

Health-care service agency can give clients in-home TLC

By Erin E. Sullivan

Interim HealthCare not only helps handle emergencies, but also reassures those who just need someone to talk to.

A licensed agency that has been providing home care and staff relief in the Bethlehem, Colonie and Loudonville areas for 25 years, Interim HealthCare has recently added two new services.

Interim In-touch is a two-way home electronic communication system allowing clients to contact outside help with a small button worn somewhere on the body.

When the button is pressed, a signal travels to a service center, thus beginning two-way communication. The customer's name appears on a screen and an operator is then able to talk with the caller one-on-one through a box placed in the home.

"We have people trained specifically for this service," said Lisa Evans, area manager of Interim HealthCare, located at 1735 Central Ave. in Colonie. "The line does not come to this office, but to another building."

Roughly 1 foot by 1 foot, the box is placed where the client spends the most time while at home, she added. But because the box is so sensitive, callers can push the button from several rooms away and still be heard.

In-touch is not only for emergencies. The system is set up so that anyone who has it can call at any time.

"The In-touch system is on the cutting edge of technology," said Evans. "This system benefits people who are upset, nervous or just need to talk — people who would end up in the emergency room if they had nobody to listen."

In-touch is also designed for daily calls if a client needs a reminder to take medication, or if a family has gone away and needs someone to check on an elderly person remaining at home.

The system, first used in Sweden, is available to home care patients for a monthly fee.

Interim Home Solutions is the second new addition to the services offered by Interim HealthCare. Home Solutions is an intravenous home therapy service providing IV medications as well as nursing personnel.

"Health care has changed a lot over the last 10 years," said Evans. "IV therapy has taken place in the home before, but Home Solutions not only brings the antibiotic therapy into the home, it now brings in a nurse to provide the product."

Interim HealthCare has two divisions. The first branch is support staffing. "We provide places

such as nursing homes, hospitals and adult day care centers with fill-in nurses to temporarily take the place of an employee who, for example, may be out on maternity leave," said Evans. "Terms may last anywhere from three weeks to much longer. We hire the nurses and screen all thoroughly."

The second Interim HealthCare division is main home health care, available 24 hours a day, seven days a week. "Here we handle referrals for hospitals and customer requests for companion services."

Home health care is provided

for clients with a broad range of health problems, from the acutely ill, like those on ventilators, to those who simply need a companion. The companion service is purely social and not medically oriented, said Evans.

"We hire outgoing people, full of energy, to become companions." Charges for each service are per hour and vary with the degree of care needed.

Interim's service eventually cuts down on the cost of health care, according to Evans. "If there is a wife taking care of her hus-

band day after day, she will eventually need a break. We offer a service where someone will come to the house and give the caregiver a break to go out to lunch or with her friends. Otherwise she will ultimately need care as well and costs will skyrocket," she said.

Interim HealthCare was founded in Chicago, said Evans, and has offices in 40 states.

Interim is open seven days a week, Monday through Friday, 7 a.m. to 7 p.m.; Saturday and Sunday, 8 a.m. to 4 p.m. Service is available 24 hours a day.

This family's business is blooming

By Erin E. Sullivan

For a lush selection of healthy plants and bright flowers, Holland is the place to go.

Located on 582 Sand Creek Road in Colonie, Holland Florist is a family-owned and operated nursery and flower shop.

"We grow our own bedding plants, mums and poinsettias in our own greenhouses," said manager Jeff White. They also offer a full array of floral arrangements, which can be delivered anywhere in the world via the FTD network.

Local deliveries are made by Holland's delivery service, which serves all destinations in the Albany, Schenectady and Troy areas.

Along with individual floral arrangements, Holland Florist will create an atmosphere of flowers for special occasions, including weddings, funerals, births, trib-

utes and expressions of sympathy. Landscaping and lawn maintenance services are available as well.

"We try to help every customer that comes into our place with knowledgeable and pleasant employees," said White. "Even though we are growing, customer service and satisfaction is still number one."

Holland Florist was founded 14 years ago by the White family.

"There was an existing building at this location that blew over in the wind," said White. "We then bought the property and geared up business."

But White has not seen great changes in his profession since Holland Florist's inception. "Year after year we see guys buy pickup trucks and begin their own little landscaping businesses," said White. "In the florist business we see a number of shops start up and

close down, but basically there hasn't been much change."

Most of the nursery's competition comes from the plant and flower offerings on display at large grocery stores, he added.

White said revenue in the past year was "very good" and is expected to be better this year thanks to a growing customer base.

"We will continue to make each and every customer remember us when they leave," he said. "When a new customer walks in our doors, it is most likely we will see him again. Our goals in 1994 are to build up floral customers by giving the best product, service and designing skill that we can, and getting people to realize that besides being a nursery, we are also a full-service florist."

"We even keep the price of roses the same we've had for the 14 years of our existence—\$18.99 a dozen."

Enjoy Winter and Spring at HorseHabit



RIDING INSTRUCTIONS
EQUINE SOLUTIONS

Learn a Great Lifetime Sport!

Beautiful Convenient Country Setting,
Minutes from Rt. 32 (Thruway 10 min.)

Lessons taught by
Jane Feeney and Becky Langer

756-3754

BUTCHER BLOCK FURNITURE FACTORY OUTLET SEMI-ANNUAL SALE UP TO 50% OFF!

Retail On All of Our Solid Oak Furniture

Miss this sale and you'll have to wait Until Fall! (Sale Ends 2/21/94)

E. GREENBUSH
1580 Columbia Turnpike
Routes 9 & 20

477-1001

STORE HOURS:

Mon & Sat 10am-6pm
Thurs & Fri 10am-8pm

Sun 12-5pm • Closed Tues & Wed

NOW!

**2 Capital District
locations
for your
convenience!**

CLIFTON PARK
1603 Route 9

Town Ctr. - Next to Concord Pools

371-1001

STORE HOURS:

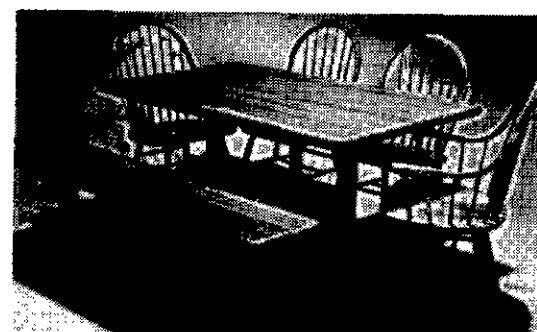
Mon & Sat 10am-6pm
Thurs & Fri 10am-8pm

Sun 12-5pm • Closed Tues & Wed

**We Have The Largest
Selection of Solid Oak
Dining Furniture!**

Tables • Chairs • Benches • Center Islands
Microwave Carts • Bookcases
Counter Stools

**Your Choice of Stain & Style!
Layaway & Delivery Available!**



SALE ENDS IN TWO WEEKS!

Business a real (almond) joy

By Michael Kagan

If you're shopping at the Peanut Principle at 1158 New Loudon Road in Latham and you have to use the bathroom, look for the sign that says, "Filbert" if you're a man and "Hazel" if you're a woman.

That's just part of the unique atmosphere at Nick and Kathryn Cassimeris' shop for nut, candy and ice cream lovers, and, in some cases, people who are themselves a bit nutty.

The couple had been in the wholesale nut business for much of their lives, so when they retired in 1988, they decided to open a retail nut shop.

"This is more fun. It's a rewarding experience. There's more contact with the customer," Kathryn Cassimeris said.

The store combines a little bit of country store atmosphere with a little bit of craziness.

"We have the biggest selection of nuts in the Capital District, including the owners. We break out into song once in awhile. It's actually happened."

To find the shop on Route 9, look for the sign that says, "Here lies 1158." If the ice cream shop is closed, there will be a sign reading, "We ate all the ice cream. Come inside before we eat all the nuts."

"My father had a restaurant and a candy store," she added. "Nick's father made candy and nuts, so we've been doing this a long time; about 60 years — wait a minute. He can have 60 years of experience. Not me. I don't want to be old enough to have that much experience."

In addition to nuts, ice cream and traditional candy, customized gift baskets, sugar-free candies, cookies, jams, salt-free nuts and gourmet coffees are offered.

Customers shouldn't be afraid to join in the craziness and humor of the store, she said. "We have pretty hard shells."

Furniture store enjoys new home

By Erin E. Sullivan

The Village Furniture Company has found a perfect home.

Last March, the store moved to its new quarters at Main Square, 318 Delaware Ave., Delmar, and "We now have 5,000 square feet of gorgeous display space for our country furniture, rugs, lamps, pictures and unique accessories," said store owner Eileen Schuyler.

Schuyler started out in business working in Delaware Plaza's Village Shop, which her parents owned at the time. She later branched out on her own, opening the Village Furniture Company at 411 Kenwood Ave. When that location proved to be too small, Schuyler opened an annex at 380 Delaware Ave. before moving to Main Square.

"You need a lot of space for a furniture store," Schuyler said. "I'm thrilled with the new location."

"Business has never been better," she added.

Schuyler's shop specializes in country furniture. "Years ago, people were searching for country furniture. We found it and brought it to the store. People went crazy for it," she said.

"The demand for country furniture exploded as a whole," Schuyler said. "Country style is very popular in the Northeast."

The Village Furniture Company offers a variety of traditional and transitional styles as well.

"In general, the furniture trend is moving toward a more relaxed,

inviting and homey atmosphere," Schuyler said.

The store offers some interior decorating services as well. "We will go into homes and give customers advice on furniture placement and style," Schuyler said.

One of this year's highlights will be the shop's involvement with the 1994 Showhouse that will take place in Bethlehem.

"Even though we're larger, we have kept our commitment to highly personal service and to offering unusual, high-quality merchandise and one-of-a-kind accessories," she said.

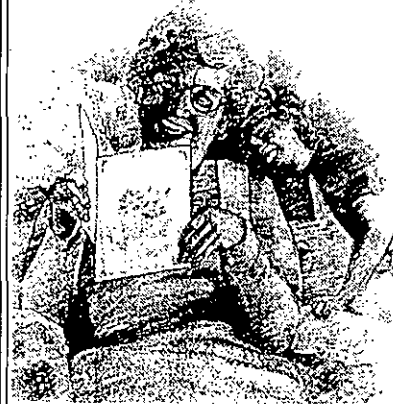
"This year we will continue to establish ourselves as a community resource and an affordable, stylish place to shop."

Make Yourself At Home

For seniors, nothing is closer to home than Colonie Manor, where every resident is surrounded by his or her most cherished possessions and precious memories. And while independence is a priority, there's nothing more comforting to both residents and their families than the knowledge that service, safety and security are the real hallmarks of life at Colonie Manor.

- Private rooms with private baths.
- Individual in-room emergency response systems
- Medication assistance and 24 Hour monitoring of personal care needs

- Entertainment and activity programs
- Home-cooked meals served in our lovely dining room
- Single-level home for ease and safety
- Affordable alternative to living alone



COLONIE MANOR

Adult Care Residence

626 Watervliet Shaker Road
Latham, New York 12110
783-8695

PARTNERS IN SUCCESS

Here's why an Albany-Colonie Regional Chamber of Commerce membership means good business.

HEALTH INSURANCE plans allow small businesses to acquire affordable and competitive rates for group health insurance for themselves and their employees.

MEMBER-TO-MEMBER DISCOUNT BROCHURE allows participating members to advertise goods and services as well as purchase goods and services from Chamber members at a substantial savings.

DISCOUNTED CELLULAR PHONE MINUTES

CHAMBER DIRECTORY GIVES YOU 3 FREE LISTINGS and is referred to as the primary business resource in the Capital Region.

CHAMBER'S MONTHLY CALENDAR which highlights business, educational seminars and opportunities, business after hours (a great networking opportunity) and Member's marketplace where members can "advertise" free.

WE SPEAK WITH A LOUDER VOICE on economic development, education, small business and legislation each time we add a new member.

The Chamber

ALBANY-COLONIE
REGIONAL
CHAMBER OF
COMMERCE

540 Broadway
Albany, NY 12207
(518) 434-1214



Tommy, Michele and Tom
NOW AVAILABLE -

VARILUX®

NO-LINE BIFOCALS
In plastic lenses that darken and lighten

CAPITAL DISTRICT PHYSICIANS'
HEALTH PLAN



Hughes Makes The Difference.

We fit eyeglasses and contacts, not just sell them.
At Hughes, we take care of your eyes.

Mention this ad and receive

\$20⁰⁰ OFF

Your Next Complete Purchase of Eyeglasses or Contacts.

Eyeglasses • Eye Exams • Contact Lenses

HUGHES OPTICIANS, INC.

411 Kenwood Ave., Delmar

439-4971

Mon, Wed, Fri 9-5:30, Tues & Thurs 9-7, Sat 9-1

Spotlight continues to keep up with the times

By Michael Kagan

Through four publishers, seven printers, five locations and three publications, Spotlight Newspapers has never been a business afraid to change.

"Our focus is local, local, local, as the saying goes," said Publisher Richard Ahlstrom. "The community paper has two major roles: inform the community of major events and provide small businesses the opportunity to advertise their products at low cost."

What is now Spotlight Newspapers started with the introduction of *The Spotlight* in Delmar. The first four-page issue of *The Spotlight*—the brainchild of Tracy

Walsh—was published on Thursday, Dec. 1, 1955. An advertising flier produced at 87 Rowland Ave., Delmar, it had 17 ads, including two for businesses still operating at the same locations: Toll Gate Ice Cream and Coffee Shop and the Delmar Bootery.

By the Christmas issue on Dec. 22, there were eight pages and color appeared for the first time. In January, *The Spotlight* introduced calendars of church and community events,

which are still mainstays of the paper today.

Walsh's brother-in-law, Robert G. King, a former ad salesman for the *Times Union*, became the publisher two years after the paper's founding.

LeVere Fuller, who had been the paper's first ad salesman, his wife, Mary, and later eight of his nine children took up the writing, typesetting and layout operation, which was run out of a small office at the Four Corners, where the Christian Science Reading Room is now.

Fuller eventually assumed the position of editor in 1960, and King

moved the advertising operation to what was then the L.C. Smith bus garage behind Delaware Plaza. At its peak during his 18 years as publisher, the paper

prestige of contributors that we have."

"People in Bethlehem and New Scotland have had great interest in town government activities and the local advertisers have supported the paper," he said. "In addition, because of the economic status of the residents in the area, we've been able to attract advertisers from elsewhere in the Capital District."

In 1989, a new paper the *Colonie Spotlight* was launched, covering the town of Colonie. The *Loudonville Weekly*, which covers Loudonville, Newtonville and Menands, was introduced last summer.

"The quality of the Colonie paper keeps improving each year. The loyalty of the subscribers is very high," said Ahlstrom. "The people in Loudonville have received the *Loudonville Weekly* very well and speak very highly of it."

"The Colonie area had two characteristics that were important to us: a large number of home owning households with high interest in the community with kids in school or interest in town activities, and sufficient businesses to support the paper," he said.

When the Ahlstroms arrived, there were three full-time employees, including the publisher. There are now 25 full-time employees and more than 50 people involved in producing the papers each week. Since they came to the paper, *The Spotlight's* circulation has grown from 4,500 to 7,200. With the addition of the *Colonie Spotlight* and the *Loudonville Weekly*, Spotlight Newspapers now has a total circulation of 16,400.

"Over the past decade there has been substantial change in the nature and size of *The Spotlight*," Ahlstrom said. "In 1980, we didn't have a Family section, obituaries or editorials. In addition to the above, we now have the *Colonie Spotlight* and the *Loudonville Weekly*."

Recent trends have cemented the demand for community newspapers, he said.

"All national surveys indicate that with the increases in television and cable news, the daily papers' forte of covering breaking news has been usurped. Surveys have emphasized the need for daily papers to cover local news, but it's very difficult for them to cover local news because of their large distribution areas. So much of their circulation is outside their base area. Community weeklies have been able to fulfill the needs of the local readers," he said.

While Spotlight Newspapers has come a long way, Ahlstrom doesn't see the continuing evolution ending.

"I would see us continuing to change to fit the times," he said. "As the needs of our readers and our advertisers change—Spotlight Newspapers change."

I would see us continuing to change to fit the times. As the needs of our readers and our advertisers change—Spotlight Newspapers change.

Richard Ahlstrom



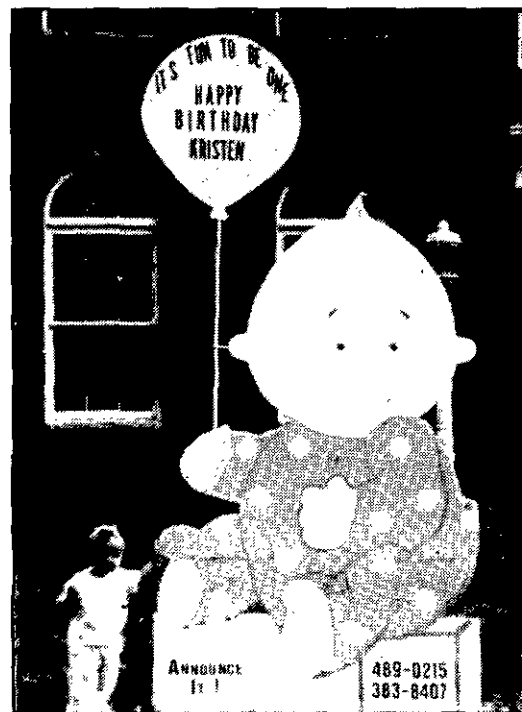
Ahlstrom

Announce It! of Albany

Home of Lawn Babies

- Our Company achieves a sense of uniqueness for every customer.
- Customized Gift Baskets
- Innovative Station

Call for more information
or Brochure
489-0215



Rent Me! a step above
the traditional announcement

— FREE Delivery in most areas —

What the Best Designs Are Made of...

- Service and quality at competitive prices.
- Experienced, professional interior decorators.
- Unlimited fabric selection, window treatments, re-upholstery, custom spreads, designer wallpaper.
- Free shop-at-home service.

20% OFF
ALL SPECIAL ORDER FABRICS

Luxurious Weighted Sheers by **ADD**
Rich Upholstery Weaves • Designer Cotton Prints
Thousands of Samples to Choose From!

MARCUS INTERIORS

at Bayberry Square 786-8861
Route 9, Latham New York 12210

swelled to an average of 40 magazine-size pages and thrived on a largely free circulation.

However, the 1970s brought tough times. *The Spotlight*—which in one 12-month period had to cope with the death of Fuller, King's declining health, a business recession and competition from the Capital Newspapers *Helderberg Sun*—reached its low point in late 1974 and 1975, shrinking to as few as 16 pages.

King sold the paper to the late Nathaniel A. Boynton of Slingerlands, a former editor and Associated Press political writer, in 1975.

In Boynton's five years as publisher, *The Spotlight* bounced back, beginning its first coverage of Bethlehem and New Scotland town and school governments. Boynton ended free circulation and began charging for the paper. Ahlstrom, then an executive with the Westchester-Rockland Newspapers subsidiary of the Gannett Corporation, bought the paper in September 1980, and he and his wife, Mary, who became the assistant to the publisher, moved to Delmar.

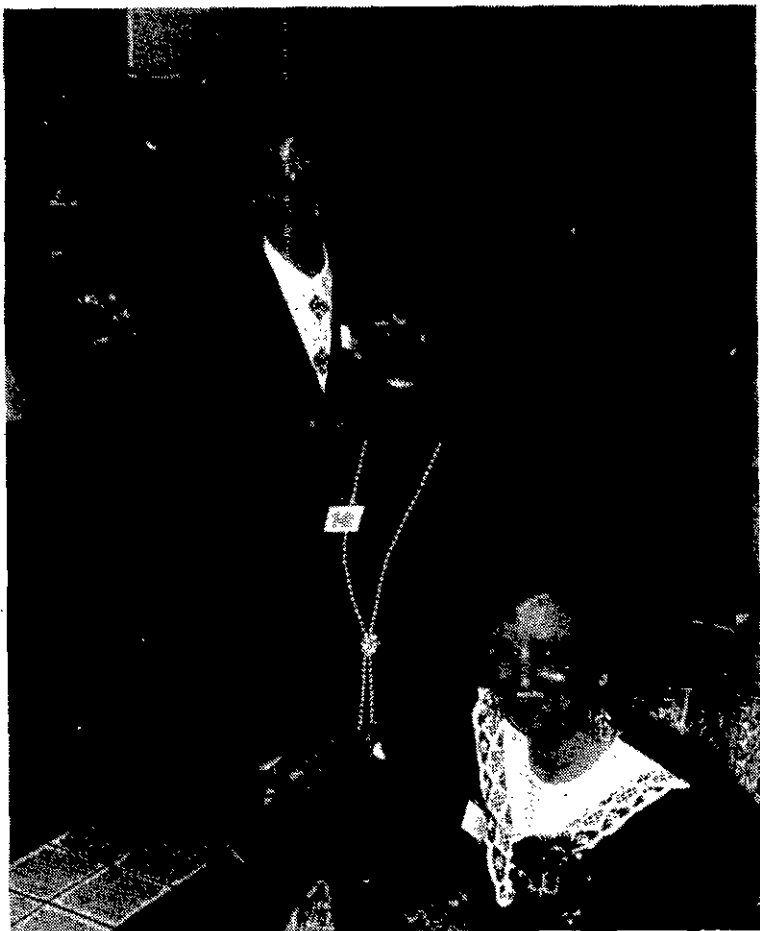
"It was just an excellent decision in retrospect," Ahlstrom said. "If we were located in a small village, there would be relatively little market potential. Delmar was perfect—being suburban, next to rural, with all the amenities of a metropolitan area."

By the time Ahlstrom came to the paper, the organization was housed at 414 Kenwood Ave. Soon after his arrival, the paper moved to its current, more spacious quarters at 125 Adams St. in Delmar, which had previously served as a community center, senior center, print shop, and, at one time, bowling alley.

In the past decade, *The Spotlight* has changed from a magazine format to tabloid production in order to accommodate more advertising. The paper debuted its first official editorial section in 1987 under the direction of Editorial Page Editor Dan Button.

"One of the strengths of the paper is our award winning editorial product which has attracted outstanding contributors to our editorial section, from state legislators to the governor to Isaac Asimov," Ahlstrom said. "In New York state, there aren't many papers that have had the variety and

Chamber chat



Diane Smith, standing, membership coordinator of the Bethlehem Chamber of Commerce, Marty DeLaney, president, and Eileen Schuyler, chamber member, gather for one of the many events the chamber sponsors.

Smith customers prefer 'shady' schemes

By Erin E. Sullivan

It's back to basics for Roger Smith Decorative Products in Delmar.

"The neutrals, greys and off-whites are the most popular choice for color schemes these days," said Roger Smith, owner of the business at 340 Delaware Ave. "The colors are slowly starting to come out, but off-white is by far our biggest seller."

The store stocks just about everything for decorating needs.

"We have paints and wallpaper, floor coverings — vinyls and no-wax floors and the like," Smith said. And while the business does not install windows, it does offer a large variety of window treatments, including shades and draperies.

"We will not only talk to people one-on-one, but we will go into their homes to measure and to give our opinions on various aspects of their decorating choices," Smith said.

"We are very service oriented, and our employees are knowledgeable. When a customer comes in and wants a can of paint, we don't just hand them one. We ask what they need it for so we can help them find the exact kind to fit their needs."

A color matching computer system assists the customer in finding the perfect color match. Before this system, "Everything was done solely by eye," said Smith, who founded the business in 1970. "We started right from

ground zero."

The store is now located where Delmar Lumber once was housed. "Our store stands where Delmar Lumber's hardware end was, and where the Curtis Lumber store (11 Grove St.) is was once Delmar Lumber's lumberyard."

When Delmar Lumber went out of business, Smith decided to "take a shot at the paint and wallpaper business."

This year, he said he will be adding a new computer system to do inventory, to help with the billing and to keep track of each item's point of purchase.

Business over the past year was status quo, according to Smith. "The economy has been lousy for the last few years," he said. "We hope to do better this year."

THIS TIME OF YEAR CAN BE TAXING

ARTHUR PLACE & COMPANY, P.C.

Certified Public Accountants

FOR ALL YOUR ACCOUNTING NEEDS

1218 Central Avenue, Albany, New York 12206

(518) 459-8395

Real estate company matches homes, buyers

By Erin E. Sullivan

Despite a sluggish market in 1993, Roberts Real Estate enjoyed an increase in business.

"There was tremendous activity among the first-time home buyers," said Estelle Momrow, manager of the Delmar branch on 190 Delaware Ave. "We also saw a strong emergence of what we call move-up buyers. These are people who sell their first or second home and move on to something different."

"You have younger couples, who now have a few kids and need something a little larger, and you have middle age couples, who are moving on to something not necessarily bigger but with finer interiors," Momrow added.

Roberts is a full-service real estate branch that lists houses in several price ranges. "There is a house out there for everyone," she said.

Buyers seem to be leaning toward three- or four-bedroom houses with a minimum of one-and-one-half baths. "Most people are looking for two full baths, but sometimes that may not be in their price range," she said.

The real estate market is changing in that more and more buyers are becoming clients not customers.

"Up until a few years ago, agents only represented the sellers' needs," Momrow said. "Now we

have something called a buyer-agency. The agents represent the buyers' needs in real estate transactions. This concept is taking hold and is expected to increase this year."

The company was founded by Philip E. Roberts in 1956. His son, Hugh Roberts, became president in the mid-1970s, and under his direction, the company has grown to its current size with eight sales offices and administrative offices throughout Albany, Saratoga, Schenectady and Rensselaer counties with more than 200 sales associates. Originally headquartered in Albany, the first branch office opened in 1975.

Roberts is the largest independent residential real estate service in the area and holds a considerable market share, said Janice Glanzrock, marketing coordinator.

"We have been the consistent leader in service and professionalism, and our dominance in the real estate market is a result of the outstanding reputation we have earned," said Momrow.

Roberts' Delmar branch added five new sales agents last year and expects to add five to six new agents this year. "We are actively recruiting sales agents, experienced or new, to add to our current staff," Momrow said. "We expect a stronger real estate market than last year."

PET SPAS



OF AMERICA

Certified by the N.Y. School of Dog Grooming

783-5506

Pick up & Delivery Available

Bayberry Square, Latham

"SETTING STANDARDS
in QUALITY PET CARE"

Clean, Bright State-of-the-Art
Facility for all Grooming —
includes:

- Nail Cutting and Filing
- Teeth Brushing
- Jacuzzi Baths (ideal for your pet with arthritis)
- Fluff Drying
- Clipping, Styling and Hand Scissoring

Grooming, Boarding & Non-Stop Pampering

Our retail store has sweaters, booties, toys
and specialty foods for your pet.

Playtime means serious fun for local tumbling tots

By Erin E. Sullivan

For area kids, Tumbling Tykes and Kidosphere have given a new meaning to the word "playtime."

Tumbling Tykes, located at 8 Mountain View Ave., Colonie, is an indoor playground offering developmental play, exercise classes, child care and unstructured play. Kidosphere, 433 New Karner Road, Colonie, is a huge indoor playground.

Both businesses are owned by Jami Ehring, with Susan Ross as her partner at Kidosphere.

Ehring, who started out as a teacher at Tumbling Tykes before she purchased and restructured the business in 1992, said, "We have puppets, blocks, a huge

sandbox, riding toys, a ball pit, you name it."

Tumbling Tykes features a variety of one-hour classes each week, and a Saturday Tumble-In, Ehring said. The classes are offered to members, while the Saturday unstructured play is open to both members and non-members.

The classes are offered Wednesday and Thursday evenings and mornings on Mondays and Wednesday through Friday, with child care in the afternoons (except Tuesday) from 1 to 5 p.m. Tumble-In runs from 9 a.m. until noon.

Bookings for private birthday parties are also available after noon

on Saturday, all day Sunday and on Mondays and Fridays after 5:30 p.m.

The inspiration for Kidosphere came when, as Tumbling Tykes became popular, parents began asking for more unstructured playtime similar to Tumble-In.

"Susan Ross had read about indoor play areas for kids in a newspaper in New York City, something that is very popular down there," Ehring said. Ross began bringing her kids to Tumbling Tykes and last year, Ehring and Ross decided to form Kidosphere.

Kidosphere offers unstructured play — no classes are offered — but with the same equip-

ment Tumbling Tykes has. The new business is open from 9 a.m. to 4 p.m., Monday through Friday, and also from 6 to 8 p.m. on Tuesdays and Thursdays. Birthday parties are given after 4:30 p.m. Monday, Wednesday and Friday and all day Saturday and Sunday.

Tumbling Tykes and Kidosphere are not day-care centers, said Ehring. Parents must stay with their children for classes, Tumble-In and all play at Kidosphere, but can drop them off for up to three hours of the afternoon day care at Tumbling Tykes.

"We encourage parent-child interaction," she said. "The classes and unstructured play are geared for parents and children. Parents will sit on the mats with their children and sing the songs with them."

Every week at Tumbling Tykes a new theme is stressed for 20 minutes of each class. "This week, for example, we had the theme of community helpers. We sang songs about firefighters and policemen. There were dalmatians, and the kids wore fire hats," Ehring said.

Because the classes are offered for 1 to 4-year-olds, the children are placed into different age groups. Since most kids 4 and up

are in nursery school or kindergarten, only child care and Tumble-In are offered for those ages 5 and 6.

Classes are limited to about 15 kids, but about 40 to 50 kids attend each Saturday Tumble-In.

Tumbling Tykes costs \$77 for 10 weeks of one-hour class times. Child care is \$5 an hour for members, with \$1 additional for siblings, and \$5.50 for non-members. Tumble-In is free for members, with a \$2.99 charge for siblings, and costs \$4.99 for non-members.

Child exercise classes are also offered at Tumbling Tykes, as are parent exercise class.

New for 1994 is a library at Tumbling Tykes. Parents will drop off children's books that they no longer use, and borrow books from the shelves for their children.

Tumbling Tykes also offers field trips for nursery schools, day-care centers and other organizations. Parent conferences are in the works for this year as well.

Ross is a child psychologist with four kids of her own, all age 4 and under. Ehring, who has a background in sales and marketing, has been working with kids for the last four years, she said.

Capital Upholstery

A CUSTOMER SERVICE BUSINESS

IS PROUD
TO
WELCOME

Our New Decorating Staff

Diane
Wozniak



Andrea
Fortuin

Both Diane and Andrea come to us with experience in decorating, a commitment to customer service and the high standards of quality that you've come to expect from Capital Upholstery.

765-2169

ALBANY ACADEMY FOR GIRLS

140 ACADEMY ROAD • ALBANY, N. Y. 12208

*Come meet us
face to face*

ADMISSION'S
VISITING WEEK
FEBRUARY 23 - 25

Outstanding
college preparatory
education for girls,
pre-k through 12



Financial aid and transportation available
Contact: Joan Lewis
Director of Admissions
(518) 463-2201

HOLLAND

Nursery & Florist

In-Store Specials

*"Lovers Bouquet
Basket"*
\$18.99 (cash n' carry)

Balloons - Candy - Plush
Sweetheart Gift
& Candy Baskets

Roses & Roses & Roses

Starting at

\$15.99

Rose Bouquet (cash n' carry)



FTD and TF Keepsakes Available

Open early till Late
on Valentine's Day

586 Sand Creek Rd., Colonie (West of Wolf Rd.)

869-9078

Delivery Available

Contemporary coiffure



Paul Pintavalle puts the finishing touches on a new and exciting hair style. With 15 years experience in the area, Pintavalle has opened a new salon, Paul Pintavalle's Real Haircuts, at 319 Broadway in Menands.

Prudential Manor sees growth in affiliation with national firm

By Erin E. Sullivan

The staff of Prudential Manor Homes sees their affiliation with the Prudential Company a year and a half ago as a positive step.

"We have continued to grow through the affiliation," said Cathy Griffin, office manager and broker at the Delmar branch, 205 Delaware Ave. "The benefits of our association with a national real

cal range, with the majority of sales in Bethlehem, the city of Albany and East Greenbush," said Griffin.

The Delmar branch is one of numerous Prudential branches throughout the United States and Canada. There are nine other branches in the Capital District, with the headquarters on Central Avenue in Colonie. "Prudential is

and the like, said Griffin. Because buyers are more educated now, the agents must be, too. "Buyers are able to recognize possible problems with houses more easily and they are familiar with radon and asbestos issues. In order to provide assistance to consumers, the agents must know this as well," she added.

Prudential Manor Homes not only enlarged its office last year, adding a conference room and more space, but also expanded its market share. "We have had a tremendous increase in our market share in Bethlehem over the past year and plan to continue this growth in Bethlehem, as well as in our other market areas," Griffin said.

Prudential recently installed a new computer system to increase service from agents. Also this year, the agency added landscaping, and in March, representatives from the Delmar branch will travel to San Antonio for a national convention.

Prudential Manor Homes will continue to work on growth in 1994, both in size and in the services available for clients and customers, and for the opportunities

We cover a large geographical range, with the majority of sales in Bethlehem, the city of Albany and East Greenbush.

Cathy Griffin

estate company are many, including greater recognition, superb marketing tools, assistance in technology, additional advertising and relocation business."

Founded in 1920, the Delmar real estate company was a local fixture for some time. After the 1992 affiliation, Prudential Manor Homes merged with another Delmar real estate business owned by John Healy. Healy had been in operation for 25 years and is a great addition to the office, Griffin said.

Prudential Manor Homes' 35 agents work with real estate in all price ranges, from starter homes to more expensive newly constructed homes, worth anywhere from \$200,000 to \$500,000.

"We cover a large geographi-

the fastest growing real estate company nationally," Griffin said.

Over the years, Griffin has seen many changes in the real estate industry. "The real estate business is becoming much more of a profession. Agents are moving from part-time to full-time positions and more skills than ever are required due to the increase in technology use."

Improved skills are important because of stricter disclosure laws

What's one of the biggest threats to your life's savings?

LONG TERM CARE.

Long term care is the major catastrophic health care expense faced by older Americans.

Financially, long term care can and does impoverish thousands of people each year.

WHY?

Because Medicare and Medigap insurance only cover short-term medical and rehabilitative services. You still need private insurance for long term care ... especially if you want to choose where you'll receive that care - at home or in a nursing home.

That's what The Travelers Independent Care insurance is all about—protecting your life's savings and your independence. What's more, it's one of the most affordable long term care policies available, with extensive home health care benefits.

To find out more, call your Travelers agent today.

BRYANT ASSET PROTECTION

1280 New Scotland Road, Slingerlands, NY
(across from Blue Cross at the light)

439-1141

Representing

TheTravelers

You're better off under the Umbrella®

The Travelers Insurance Company and its Affiliates
Hartford, Connecticut 06183

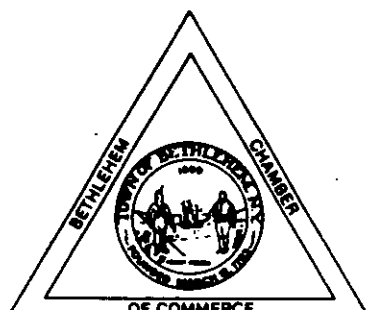
© 1992 The Travelers Corporation

Making the Difference

We help businesses grow and prosper; and find ways to attract new businesses. We work for high quality education, a healthy environment and a progressive way of life.

We're your Chamber of Commerce, and we can make the difference — by building a strong economic foundation for today, ensuring future prosperity for our children, and health insurance for small businesses.

You too can make a difference. To join the Chamber of Commerce today, call: 439-0512.



BETHLEHEM

439-0512

318 Delaware Ave. Delmar



**YOUR
CHAMBER OF
COMMERCE**

Custom upholstery business adds two new staff members

By Donna Moskowitz

This year Capital Upholstery on New Salem Road in New Scotland has added two experienced decorators to its staff: Diane Wozniak and Andrea Fortuin.

"We're very fortunate to have both Andrea and Diane on our team," said co-owner Adrienne Sirois.

Sirois said the new staff has been added because she and her husband Michael, who run the business, have decided to adopt two children.

home consultations at no charge. The company caters to both residential and commercial customers, Sirois said.

The company also specializes in fabric window treatments, including drapes, swags and jabots, she said.

Up to now, Sirois had handled the decorating and retail end of the business, and her husband did the upholstery work.

"We started from nothing. We wanted to have our own business. Michael did upholstery, and I was already involved in retail most of my life."

Though Sirois has been working personally with the company's customers for years, she is confident the new staff will be able to continue to provide the level of service Capital Upholstery has always provided.

"Andrea and Diane are very good. It's still the same business."

While Sirois will no longer be available to go out on calls, she will not totally disappear from the scene. "I'll be here as an adviser and a resource."

Though she loves working in the company, Sirois is excited about her new job. "I'm looking forward to loving motherhood too," she said.

We really value our customers and will continue to provide good service.

Adrienne Sirois

"We really value our customers and will continue to provide good service. I feel confident that our customers will remain in good hands with Andrea and Diane."

The 7-year-old business specializes in custom upholstery and fabric window treatments. They also offer throw pillows, table covers, dust ruffles and bedspreads.

Capital Upholstery offers in-

Knowledgeable and friendly



Beginning its seventh year of operation, family-owned Delmar Wine and Liquor hopes to continue expanding its product line and knowledge of wines from around the world. "We're small enough to pay attention to the details, especially customer service," said owner Steven Edic, shown at right. Also shown are employees Louise Brodt, left, and Dianna Heere. The shop is located at 340 Delaware Ave., Delmar.

Elaine McLain

Nemer focuses on customers' needs

By Erin E. Sullivan

The staff of Nemer Jeep-Eagle and Martin Nemer Volkswagen say they are doing their best to convey the concept of "Fahrvergnügen" (a pleasurable driving experience) to their patrons.

Nemer Auto Outlet Centers focus on customers' needs, since service and follow-up from the dealer are key factors in selling a car, said Bill Keegan, sales manager of the Nemer Auto Outlet branch on Route 7, Troy-Schenectady Road. "Our customers receive personal attention from our sales force."

Keegan's Latham dealership is open six days a week, Monday through Saturday, and the customer service center now operates for expanded hours, 10 a.m. to 4 p.m. on Saturdays.

To use the service center, one need not have purchased a car at the Nemer Auto Outlet Center. "However, when someone buys a car here, we freeze prices at today's

going rate on all service costs as long as the person owns the car," said Keegan. "This way, there are no surprises and no increases."

In addition to the Saturday service, the auto center has a free shuttle to and from work when a customer leaves his car for a tune-up, and the dealer will pay for all state inspections on a car bought at the outlet.

Nemer Auto recently added two new staff members, a customer relations representative and a training manager for all three Nemer Auto Center Outlet locations in New York.

The Latham dealership was started in 1971, when Martin Nemer moved from the Philadelphia area to Latham and purchased the company, calling it Martin Nemer Volkswagen. In 1990, Nemer Jeep-Eagle joined Volkswagen in the Latham location.

Since its founding, Nemer Auto has seen a consistent increase in

revenue, Keegan said, with a 15 percent rise in 1993 alone. The Jeep Grand Cherokee and the Volkswagen Jetta are the top sellers on the Latham lot.

With all the indicators, Keegan expects business this year to be the best in a decade. "A specific indicator is that in the middle of the last snowstorm, right at its worst, we sold five cars," he said. "All we have to do now is to keep the ball going."

Keegan noted that the biggest change he has seen over the years in types of autos people are buying is the incredible demand for vehicles with four-wheel drive. "We can't keep four-wheel drives in stock. When a used one comes on the lot, it is snatched up in two to three days. This is true for the new cars as well," he said.

A major reason for the demand is the people who live in the Saratoga and Clifton Park areas but commute to Albany for work. "That Northway is unbelievable," Keegan added.

Now is the Time to Dream of Spring & Glorious Blooms of Summer

It is the perfect time to put down ideas and call about a perennial garden.

I specialize in the design of the English traditional gardens. I have over 500 varieties of hardy field-grown perennial flower plants for sale. Over 50 varieties of plants for shade and an unusual collection of white flower plants. Also Hosta, Astilbe, Lilies, Daylilies, Peonies and Tree Peonies.

Call Me at 383-1675 for Design Service

- Over 500 Varieties of field-grown plants
- Flower plants on our six acres choose from



Think Spring
The Garden will
Open May 1st

WILLOW SPRING PERENNIAL FARM

214 Riverview Rd., Clifton Park, N.Y. • 383-1675
Nancy Douglass, owner & licensed grower

Take Exit 8 Off the Northway, Turn Left to Cresent Rd. to Vischer Ferry Rd.
turn Left onto Riverview Rd. at the Firehouse
— 100's of Varieties to select from —



Mike Buenau

This year's Top 10 Award
Winner for "Best & Brightest"
Eyecare Professional from
20/20 Magazine

We offer Next Day Service with our In-House Lab



- Eye Examinations - Daily, Evenings & Saturdays
- Contact Lenses • Prescriptions Filled
- Fashion Eyewear • Designer Frames

FREE VISION SCREENING • COMPETITIVE PRICING

- A Family Business Since 1915 -

BUENAU'S OPTICIANS INC.

71 Central Ave., Albany
434-4149
228 Delaware Ave., Delmar
439-7012

Lights galore



Nina Beauchaine of Glenmont serves customers in the newly-expanded lighting showroom at Thorpe Electric Supply, 27 Washington St. in Rensselaer, just over the Dunn Memorial Bridge. Beauchaine notes that Thorpe also now offers outdoor landscape lighting and table lamps, floor lamps, mirrors and lights by Howard Miller, along with extended hours on Saturday to 2 p.m. *Hugh Hewitt*

Weisheit revs up snowblower sales

By Erin E. Sullivan

With the recent onslaught of winter, Weisheit Engine Works is selling snow blowers as fast as they can be delivered to the store.

This power equipment dealer on Weisheit Road, Glenmont, offers a premium selection of lawn mowers, lawn and garden tractors, chain saws and yes, snow blowers. In addition to sales, Weisheit has an on-premise service department that handles repairs on all major brands of power equipment ranging from string trimmers and garden tractors to chain saws.

"A lot of places today will not do that," said Bill Weisheit, president of the company, which has 22 years of experience in the power equipment business. "They con-

centrate strictly on selling equipment, not servicing it." The department will repair a piece of machinery even if it was not bought at the store.

Weisheit is a local business and

I feel businesses like ours are important to this area. We give back to the community.

Bill Weisheit

plans to keep it that way. "I feel businesses like ours are important to this area," he said.

"We give back to the community." Even so, he said, his establishment is losing sales to the

larger companies such as Builders' Square, Home Quarters, BJ's and Kmart.

Weisheit Engine Works offers an annual open house for professional landscapers, the first dealer in the area to feature such a program.

"We do this once a year in the late winter or early spring," Weisheit said. "All our equipment is placed out on display for the landscapers. Factory representatives are available to talk to the professionals and explain their products."

According to Weisheit, the business will key in on service throughout the year. "Sales were up last year compared to 1992. We are seeing a lot of new sales now and hope to continue this trend."



From college to career in as little as 18 months.

Call 437-1802

Since 1854, Bryant & Stratton has been a national leader in career training offering accredited 18-month Associate Degree programs. Financial assistance is available for those who qualify. On-going placement assistance for all graduates.

- Accounting
- Administrative Assistant
- Business Management
- Legal Administrative Assistant
- Marketing and Sales
- Medical Assisting
- Medical Office Management
- Microcomputer Systems Management
- Travel + Tourism
- Word Processing Secretarial

GET A JOB

GET AHEAD

GET SMART

Bryant & Stratton.

PROVIDING HOME NURSING AND COMPANION SERVICES

- Registered Nurses
- Licensed Practical Nurses
- Licensed Vocational Nurses
- Registered Nursing Assistants
- Nurse Aides
- Home Health Aides
- Certified Nurse Aides
- Homemakers
- Companions
- Live-ins

Screened-Bonded-Insured • Supervised by RN Insurance & Claims Processing • 24 hours a day, 7 days a week

Call today for a free assessment in your home.
1(800)464-3655

1735 Central Avenue, Suite 102, Albany, NY 12205

Temporary Heroessm

Interim
HEALTH CAREsm

Since 1966 with over 350 offices

An Equal Opportunity Employer
© Copyright 1992, Interim Services, Inc.,
An H&R BLOCK® Company

THIS WEEK'S SPECIALS at HOUGHTALING'S MARKET

From the Deli ... Only
COOKED HAM \$1.99
LB.

PIELS \$4.59
12 Pack Cans + tax & dep.

Fresh Produce Only
5# BAGS WHITE POTATOES 99¢

EYE ROUND ROAST \$2.99
USDA CHOICE LB.

Raw 21-25 Count Only
JUMBO SHRIMP \$7.99
LB.

FAIRDALE FARMS 2% MILK \$1.99
GAL

We offer COMPLETE CATERING SERVICES

Call for our Daily Homemade
HOT SOUPS and SPECIAL ENTREES

Every Friday we Prepare
• Handcut Fish Fry
• Assorted Seafood Platters
• Fresh Fried Haddock

Sale Prices in effect through Thursday, Feb. 19, 1994

HOUGHTALING'S MARKET INC.

PLAY LOTTO HERE
Full Service Deli & Meat Department
We feature fresh produce
& the freshest seafood delivered daily

Route 32, Feura Bush • FAX: 439-0473 • 439-0028

Newsgraphics makes imprint on community

By Michael Kagan

Newsgraphics Printers in Delmar has always been a small business, and it's probably going to stay that way.

"It's like a family business. That's how we look at it," said Manager Scott Horton.

In size, the printer, located at 125 Adams St., hasn't changed much since it was opened by the late Nathaniel Boynton in 1978. With cost a major deciding factor in customers' choice of printers, being small has helped.

"Being small keeps the costs down," Horton said. "Since we're small, we're going to be less expensive than the large commercial printers. I usually can give a lower estimate than someone can get elsewhere."

"Our principal business is in newsletters, booklets, brochures, business cards, resumes and promotional materials—the goal is to provide on-time delivery of quality material." Customers usually look for a printer that can keep costs down, produce high-quality products, complete jobs quickly and be friendly, Horton said.

"I try to get things out as soon as possible," he said. "Sometimes it's difficult, but that's usually one of the most important things."

"Our design staff is capable of generating quality art work, design and composition. Many companies don't have a design staff as such," said president Richard Ahlstrom.

When Ahlstrom took over Newsgraphics in 1980, the busi-

ness expanded to include printing as well as composition. Previously, the actual printing had been farmed out to other businesses.

"There have been tremendous changes in the commercial printing business," Ahlstrom said. "The need for photo composition has declined with the advent of computerized desktop publishing, and the expansion of duplicating capabilities has reduced the demand for short-run printing."

Being a division of Spotlight Newspapers has helped the printer. "Sometimes people call to place an ad and they find out there's a printer here too," Horton said. "They've had good luck with advertising in the paper, and so they decide to give us a try, too."

"We always try to go out of our way for our customers," he said.

Comics to collectibles



A family-run store which caters to sports fans of all ages, Hudson Valley Sports Card Exchange II, at 1892 Central Ave., has a wide variety of collectible cards, comics and other memorabilia items. They also have the experience to help you locate hard-to-find items. New this year are an increased selection of comic books and a special section of NASCAR cards and memorabilia. Shown are owner Eliot Leberman, left, and manager Rob Darlano.

Preserve your memories.

- ❖ Copy restoration specialists
- ❖ We can copy & restore your faded, stained & torn photographs
- ❖ We can remove backgrounds or other unwanted parts in your photographs.
- ❖ Original returned untouched.
- ❖ Fine Airbrushing
- ❖ Digital Imaging
- ❖ Your satisfaction is our most important product.



STUDIO ASSOCIATES

LOUDONVILLE, NY

518 • 482-8086

GOCHEE'S GARAGE INC.

Serving the Tri-Village area for over 55 years

Specializing in:

- Computer Front End Alignment and Wheel Balancing
- Brake and Safety Service
- Computerized Engine Diagnostics
- Mufflers and Shocks
- Complete Air Conditioning Service and Repair



official N.Y. State Inspection Station

439-9971

329 Delaware Ave., Delmar, NY

439-5333

Buenau's Opticians views strong service as essential

By Erin E. Sullivan

Mike Buenau of Buenau's Opticians believes customer service is the key to business.

"If you look at the history of a family business such as mine, you learn that service has made it a success, because people can get the product anywhere," said Buenau, owner of two eyecare centers, at 228 Delaware Ave., Delmar, and 71 Central Ave., Albany.

Buenau's Opticians is a full-service center, offering quick eyewear and contact lens service, filling prescriptions and providing next day service if necessary. Eye examinations are done on the premises and free vision screening is available.

"Our customers know they don't have to go to the malls for quicker service," Buenau said.

It's important to spend time with people, answer all their questions and really listen to what they want.

Mike Buenau

Buenau's strategy lies in the fact that he develops his own marketing tools, continuously advances his own education and practices smart management.

"It's important to spend time with people, answer all their questions and really listen to what they want rather than telling them what they need," Buenau said. "When there is a problem and something needs to be redone, I go with the adage, 'The patient is always right.' You can go the other way, but even if you're dead right, you lose a patient."

Buenau's Opticians puts out an in-house survey for their clients to identify small problems before they grow. "Getting feedback is key," Buenau said.

Because of its "excellent clinical care, successful practice and good business management," Mike Buenau was chosen as the "best and brightest eyecare professional" by 20/20 Magazine.

Buenau is American Board of Opticianry and National Contact Lens Examiner certified and is a frequent guest speaker on eyewear issues. He also feels that it is important to educate his employees to maximize their effectiveness with customers.

Buenau's Opticians plans to remodel the office, have extended hours and computerize this year "to keep up with today's demands," Buenau said.

Service and specialization key to law firm success

According to Lavelle & Finn, a Colonie-based law firm, client service is the key to their success.

It sounds simple, but attorneys John Lavelle and Martin Finn are amazed at how often this is taken for granted in service businesses. "A lot of our new clients are the direct result of someone not taking care of business," said Finn, the firm's managing partner.

Competition for clients is intense in the professional services arena. Locally, several medium-sized law and accounting firms have split apart, merged, gone out of business, or witnessed a dramatic decline in revenue. "The recession is one cause," said Lavelle, "as this is the first recession for professionals. Another cause is an increase in consumer sophistication. Businesses and individuals have learned to shop for professional services and get the most for their fee dollar, and this has compelled quality firms to downsize and specialize."

Lavelle & Finn, formed in November 1991, provides tax and estate tax planning services, including wills, trusts, and related legal needs. The firm also prepares income tax returns and provides year-round tax assistance. "If you are not capable of doing the tax returns for which you have been planning all year, it is just one more opportunity for something to go wrong," said Finn.

Lavelle & Finn does not offer divorce litigation, personal injury or other traditional legal services

not related to income and estate taxation. "Almost any law firm does wills," said Lavelle. "We think this is a mistake. For people of any substance, wills or trusts are complex documents that involve the highest taxes anyone will ever face."

The office, located at 401 New Karner Road, "is easily accessible to people from Albany, Schenectady, Troy, Saratoga and all the surrounding areas," said Lavelle. "And the parking is free and plentiful."

Lavelle and Finn, who are both lawyers and CPAs, have identified estate planning as an area where they say they can be particularly helpful. "Drafting wills and trusts and planning an estate involves meeting a client's personal objectives, satisfying complex estate tax rules, and not making income tax mistakes while doing it," said Finn. "Sometimes, a client gets caught in a fight between his CPA and his lawyer, and the client does not know what to do. Estate planning always involves trade-offs, and we are well-suited to help clients with them."

After a surprisingly good year of growth in 1993, the partners said they are expecting more of the same in 1994, plus some help from the economy.

"We started at the absolute bottom of the recession in 1991," said Lavelle. "If people actually start doing things again and the economy heats up, taxes are always a big planning factor. That's where we come in."

Insurance service pros



Elaine Van De Carr (seated) and Rhona Karmody provide local service and fair, competitive rates at Van De Carr's State Farm Insurance agency at 840 Kenwood Ave. in Slingerlands. Van De Carr notes that State Farm has a new claims center in Albany to better serve her clients, and the company also has some excellent new life insurance products. Elaine McLain

Security supplies bathrooms



Elizabeth Becker, showroom consultant at Security Supply Corp., 475 Central Ave., Albany, shows off some of the new Eljer products for the modern bathroom. Security is a full-service distributor of quality plumbing and heating supplies, featuring Eljer, Aker, Delta, Elkay and NuTone products. Showroom hours are 7:30 a.m. to 5 p.m. weekdays and 8 a.m. to 3 p.m. Saturdays. Security also has a showroom at 196 Maple Ave., Selkirk.

Academy Profiles

Name:

Ten Eyck ("Trip") Powell III, Albany Academy '74 (with his father, "Ike," Class of '46 and his son, Jacob, Class of '04)

Occupation:

Vice President, H.B. Davis Seed Company, Albany

Education:

Albany Academy, Class of 1974
Syracuse University, Class of 1978

Comment:

"I remember so many things about the Academy. First, there were the teachers... it was great to have some of the same teachers that my father had. And the class size: They're small enough so there's no place to hide. You have to participate, speak out and learn to defend your ideas. I think you generate character by doing that. And the Academy makes sure you are heard. It's a place where a boy only 5'9" and 130 pounds could play three varsity sports. It's important for a boy to be able to participate! To be a part of things."

Quote:

"Some things here may not be for everyone, but there is something here for every one."



**THE ALBANY
ACADEMY**

(518) 465-1461

An Independent Day School for
Boys from Pre-K through Grade 12



Welcome to Orange Ford

Headquarters for 5 of America's Top 10 Selling Vehicles!

• F Series Trucks • Taurus • Escort • Explorer • Ranger •

Serving the Capital District for 77 Years

FREE

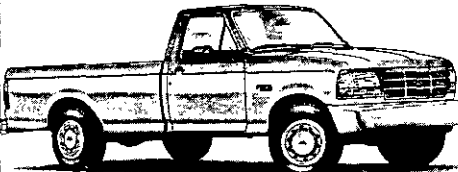
LIFETIME

OIL & FILTER CHANGES

with the purchase of any new vehicle
(at regular factory recommended intervals
for as long as you own your car).

ORANGE FORD'S LEASING CAN'T BE BEAT!!

NEW '94 F150 PICK UP



#RT291—Deep Forest Green, 8 Ft. Box - 302 V8, Elec., Automatic O/D Trans, Head Liner Insulation Package, AM/FM Stereo, Clock, 6250 GVW, Step Bumper, Cloth & Vinyl Seat & more. Over 10 in stock.

\$249+Tax A Month
For Only 24 Months

\$1,000 Down & First Payment & Security Deposit

8¢ per mile over 15,000 miles per year. Total payments equal \$5,976.00 plus tax. Purchase option price of \$9,506. \$1,544.00 total money for down payment, 1st payment, and refundable security deposit due at lease inception.

NEW '94 EXPLORER XLT 4X4



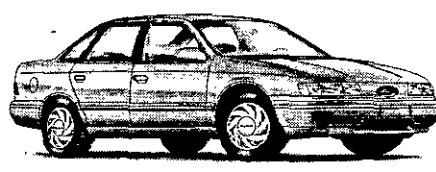
#RT376—Deep Emerald Green, XLT, Auto., Air Cond., Deluxe Tape Stripe, AM/FM Elec. Premium Cassette, 4.0 Liter V6, P235 OWL All Terrain Tires, Luggage Rack, Running Boards, Manual Hubs, Cloth Sport Bucket Seats.

\$339+Tax A Month
For Only 24 Months

\$2,000 Down & First Payment & Security Deposit

8¢ per mile over 15,000 miles per year. Total payments equal \$9,336.00 plus tax. Purchase option price of \$16,723. \$2,789.00 total money for down payment, 1st payment, and refundable security deposit due at lease inception.

NEW '94 TAURUS GL



#R22—4 Door Sedan, Vibrant White, 3.0 Liter V6, GL Decor Group, Air Cond., Elec. Defroster, Power Windows & Locks, Light Group, Speed control, AM/FM Stereo Cassette, Power Seat & much more. Over 22 available.

\$275+Tax A Month
For Only 24 Months

\$1,000 Down & First Payment & Security Deposit

8¢ per mile over 15,000 miles per year. Total payments equal \$6,600.00 plus tax. Purchase option price of \$11,502.05. \$1,597.00 total money for down payment, 1st payment, and refundable security deposit due at lease inception.

NEW '94 ESCORT WAGON



#R178—Electric Red, Air Cond., Power Steering, Defroster, Light & Convenience Group, Wagon Group, Luggage Rack, Rear Wiper & much more. Over 20 available.

\$179+Tax A Month
For Only 24 Months

\$1,000 Down & First Payment & Security Deposit

8¢ per mile over 15,000 miles per year. Total payments equal \$4,296.00 plus tax. Purchase option price of \$6,760. \$1,393.00 total money for down payment, 1st payment, and refundable security deposit due at lease inception.

ORANGE FORD HAS FANTASTIC SAVINGS ON NEW '93'S!!

NEW '93 ESCORT LX 3 DR.



Original Factory Price
11,401
Ford & Orange Discount
-2,000

P1089—Bright Red Clearcoat, Power Steering, Elec. Defroster, AM/FM Cass., Light & Convenience Group, More!

Special Price 9,399
Less Rebate -400
Less Young Buyers
Rebate (If Eligible)-300

TOTAL \$8,699

NEW '93 PROBE 3 DR.

P126—Vibrant White, Tilt Column, Dual Elec. Remote Mirrors, Defroster, Convenience Group.



Special Price 11,895
Less Rebate -400
Less Young Buyers
Rebate (If Eligible)-300

TOTAL \$11,195

NEW '93 MUSTANG LX 2 DR.

P210—White, Air Cond., Power Equip. Group, Speed Control, AM/FM Cass., Automatic Convenience Group, Defroster.



Special Price 11,899
Less Rebate -400
Less Young Buyers
Rebate (If Eligible)-300

TOTAL \$11,195

NEW '93 THUNDERBIRD SUPER COUPE

P245—Crimson, 3.8 Ltr., Super charged V6, Auto. Trans., Air, Defroster, Speed/Tilt, Power Windows, Locks & Antenna, All Performance Tires, Floor Mats, Dual Power Seats, Premium Cassette, Cold Weather Group, Leather Seats & More.

Original Factory Price
26,430
Ford & Orange Discount
-6,431

TOTAL \$19,999

NEW '93 AEROSTAR EXTENDED WAGON

PT380—7 Passenger w/ Captain Chairs, Air, Privacy Glass, Paint Stripe, Speed Control/ Tilt Wheel, Auto. O/D, Defroster and Luggage Rack.

Original Factory Price
20,107
Ford & Orange Discount
-3,612
Special Price 16,495
Less Rebate -500

TOTAL \$15,995

NEW '93 F150 PICKUP

PT765—Lightning High Performance Pickup, 351 V8 H.P. Engine, XLT Trim, Speed & Tilt, Air, AM/FM Stereo w/Clock, Power Windows & Locks, Light & Convenience Group, 4.10 Limited Slip Axle, & Much more.

SPECIAL PRICE \$16,999

NEW '93 AGOR CONVERSION VAN

PT797—White, 4.9 Ltr. Auto., Air, AM/FM Stereo Cassette w/ Clock, WSW Tires, 6700 GVW, Trailer Towing Pkg., Deluxe 7 Passenger Interior.

Original
Factory Price
23,536
Ford & Orange Discount
-5,341
Special Price 18,195
Less Rebate -1,000

TOTAL \$17,195

NEW '92 E250 CLUB WAGON

NT1990—Black, 12 Pass., 351 V8, Auto. Limited Slip Rear Axle, Trailer Towing Pkg., Front & Rear A/C & Heat, AM/FM, Light & Convenience Group, 130 amp Alternator, & More! 1 of a Kind!



SPECIAL PRICE \$15,999

COME SEE OUR USED CAR INVENTORY! MUCH MORE TO CHOOSE FROM! LARGEST SAVINGS OF THE YEAR!

'89 Crown Victoria LX
Auto, P.S., A/C, P.W.,
AM/FM Stereo. 55,160
Miles. Stk#469P.
Was 9,995
Now... \$7,995

'92 Mustang Conv. LX
Auto, P.S. A/C, P.W.,
AM/FM Stereo. 11,711
Miles. Stk#430P.
Pre-Rental. Was 12,995
Now... \$10,995

'92 Lincoln Tn. Car.
Auto, P.S., P.W., A/C,
Leather, AM/FM Stereo.
Only 9,100 Miles,
Stk#4015P Was 22,995.
Now... \$21,495

'92 Mercury Gr. Marquis
Auto, P.S., P.W., A/C,
AM/FM Stereo.
35,281 Miles,
Stk#4022P Was 16,995.
Now... \$14,995

'93 Mercury Cougar LS
Auto., A/C, P.S.,
P.W., P.L.,
18,460 Miles,
Stk#444 Was 14,995.
Now... \$13,995

'90 Ford E150 Conv. Van
Hi-Top, Auto., A/C, P.S.,
P.W., TV, AM/FM Stereo.
35,959 Miles, Stk#643P
Was 16,995.
Now... \$14,995

'91 CHEVY LUMINA
4 Dr., Auto., A/C, P.S.
31,140 Miles,
Stk#1230
Was 9,995.
Now... \$8,995

'92 Ford Tempo GL
4 Dr., Auto., A/C, P.S.,
P.B., AM/FM Stereo.
25,675 to 33,272 Miles,
Pre-Rentals. 5 Available
Was 9,995.
Now... \$7,895

'93 Ford Tempo GL
4 Dr., Auto., A/C, P.S.,
P.B., AM/FM Stereo.
13,250 to 22,279 Miles,
Pre-Rentals. 12 Available
Was 9,995.
Now... \$8,895

'92 Ford Taurus GL 4 Dr.
Auto, A/C, P.B., P.S.,
P.W., C/C, Air Bags, AM/
FM Stereo. 28,550 to
46,679 Miles.
5 Available Was 12,995
Now... \$10,895

'93 Ford Taurus GL 4 Dr.
Auto, A/C, P.S., P.B.,
P.W., C/C, 18,948
to 19,836 Miles.
Pre-Rentals. Was 13,995
Now... \$12,895

'90 Mercury Cougar
Auto, A/C, P.S., P.W.,
AM/FM Stereo/Cass.,
Only 40,844 Miles,
Stk#790. Was 10,995.
Now... \$9,495

'89 Ford Probe GT
5 Spd., A/C, P.S., P.W.,
AM/FM Stereo/Cass.,
53,455 Miles, Stk#867P
Was 10,995.
Now... \$8,995

'92 Chevy S10 Blazer
2 Dr., Auto., A/C, P.S.,
P.B., P.W., Tahoe, AM/
FM Stereo. 22,179 Miles,
Stk#891P. Was 17,995.
Now... \$16,495

'91 Mustang Convertible
LX 5.0, Auto, P.S., A/C,
18,460 Miles,
Stk#424
Was 13,995.
Now... \$12,995

'89 Honda Accord 4 Dr.
Auto., P.S., P.B.,
AM/FM Stereo.
65,857 Miles, Stk#371B
Was 10,995.
Now... \$8,995

'92 Chevy C1500 Super Cap
Auto., V8, P.S., A/C,
AM/FM Stereo.
8,457 Miles, Stk#1072T.
Was 18,995.
Now... \$17,995

'91 Pontiac Firebird
Auto., T-Tops, P.S.,
P.W., AM/FM Stereo/
Cass. 17,029 Miles
Stk#1090. Was 11,995.
Now... \$10,495

ALL ROAD TESTED AND NEW YORK STATE INSPECTED • READY FOR DELIVERY

*Plus Tax, Title and Registration.

Orange Ford

799 CENTRAL AVE., ALBANY • 489-5414

Located In The
CENTRAL AUTO
Supermile
PEOPLE AUTO SHOP HERE.

**A good mechanic
is NOT hard to find
at**



range Motors



FORD

QUALITY CARE

Where the Quality Continues



*Quality Care.
Because time
is the one thing you
never have enough of.*



**ADVANTAGES OF OWNING AN
ORANGE FORD**

— S.B.D.S. —

SERVICE BAY DIAGNOSTIC SYSTEM
The Newest Innovation In Computer
Repair Diagnosis

— I.V.L.S. —

**INTELLIGENT VIDEO LEARNING
SYSTEM**

- 51 Car and Light Truck Technicians and Staff to Service Your Vehicle
- 8 Heavy Truck Representatives to Service Your Part Needs
- 19 Parts Representatives to Service Your Part Needs
- 15 Body Shop Personnel to Handle Your Body Repairs

**COMPLETE BODY
REPAIR FACILITIES**

- FREE Written Repair Estimates
- Bench Straightening Machine for Unibody Cars
- 2 Paint Spray Booths

**LEASING AND
RENTAL CARS
AVAILABLE**

FREE OIL & FILTER CHANGES

(7,500 miles or every 6 months)

For as long as you own your Ford car

SERVICE HOURS:

6AM - 6PM MONDAY - FRIDAY

Never be late for work waiting for a service write up -
Nite drop available.

TAXI SERVICE FREE

In the Tri-City area

**No Appointment Necessary
for Service**

**Loaner Cars Available
By Appointment**

Quick Lube Available

**76 Years of
Satisfied Ford Owners**

Our technicians have passed tough competency tests conducted by the National Institute for Automotive Service Excellence (ASE).

When your car is serviced by these tested ASE professionals, you have added assurance that the job will be done right... the first time! Ask to see their credentials.

Service Department Open Mon. - Fri. 6 am - 6 pm

range Ford

799 Central Ave., Albany • 489-5414

LOOK FOR
THIS BLUE
SEAL OF
EXCELLENCE
FOR
COMPETENT
AUTO REPAIR

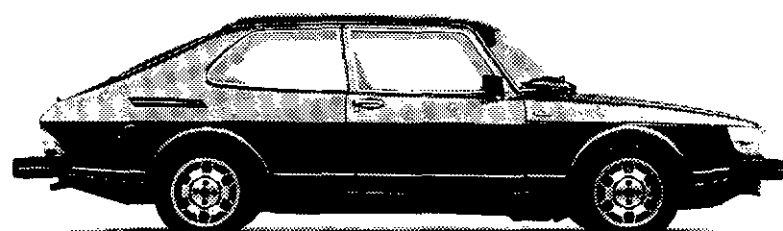


We employ technicians
certified by the National
Institute for
Automotive
Service
Excellence
Let us show you their credentials

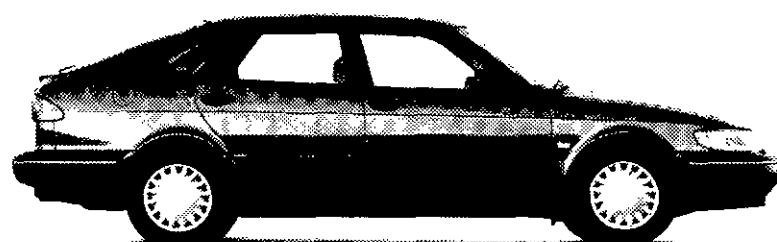
**Reasons to buy your Saab
at  range:**

- ☺ Large Selection— New & Used Saabs
- ☺ Financing and Leasing Consultant on Staff
- ☺ Excellent Trade-In Values Offered
- ☺ Aggressive Pricing Available on all Saab Models
- ☺ Convenient Location for Sales & Service
- ☺ Quality Service by Saab Qualified Mechanics

**So what color Orange Saab
do you want?**



1979: TECHNOLOGICAL LEAP.



**1994: FORWARD TWO-AND-A-HALF
SOMERSAULT WITH A TWIST.**

The original Saab 900 had front-wheel drive, a turbocharged engine and a rigid steel safety cage years before most cars.

Now we're introducing the springboard for a whole new era of Saab technology, the totally redesigned

900. It's available with our muscular new four-cam V6*, an improved safety cage that stiffens the car's body more than 50% and a total of fourteen brand-new patents pending in all. See us for a Saab 900 test drive.

SAAB

THE NEW SAAB 900S. \$20,990⁺

*THE NEW 900 IS AVAILABLE WITH AN OPTIONAL 24-VALVE V6 OR A STANDARD 16-VALVE, 2.3 LITER ENGINE. *MSRP, EXCLUDING TAXES, LICENSE, FREIGHT, DEALER CHARGES AND OPTIONS. PRICES SUBJECT TO CHANGE. SUBJECT TO AVAILABILITY. © 1993 SAAB CARS USA, INC.

**PLUS... FREE LIFETIME OIL & FILTER CHANGE ON ANY
NEW CAR PURCHASE FOR AS LONG AS YOU OWN IT!
(AT REGULAR FACTORY INTERVALS).**



range SAAB

1970 Central Ave., Colonie

(Next to Taft Furniture) **452-0880**

Agency provides many services

The Rose & Kiernan insurance agency has more than 120 years of experience to back up a strong array of services.

"Our corps of account executives possess the knowledge, expertise and professionalism required to give you the services 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 business to his employees after he became chairman of what is now Fleet Bank.

The last 25 years have been a time of tremendous growth for the agency that opened more than a dozen branch offices in upstate New York. Closer to home, the company has its main headquarters at 1164 and 1211 Western Ave. in Albany, and a branch in Troy.

AAG headmistress aims for quality

By Erin E. Sullivan

Albany Academy for Girls at 140 Academy Road is working leaner and smarter this year under the guidance of its new headmistress.

Caroline Mason, who has a background in the corporate as well as the educational world, is employing some of her business acumen at the Albany private school.

Mason most recently was the director of training for Teledyne Electro-Mechanisms in New Hampshire. Prior to that she was the head of Mount St. Mary's School in New Hampshire. She also has extensive teaching experience at the secondary and the college level.

Mason said she is using her expertise in total quality management that is employed at Teledyne at the school.

"Total quality management is a business strategy, which helps to maximize resources and improve

else. We are working to increase the efficiency of teachers and staff and to make them more cross-functional."

She said the process would help eliminate overwork and busy work. "You have to ask, 'Why would we want anything that would detract the teachers from teaching and drain the whole system?'"

Another benefit of the approach is that it does not cost money. "A by-product of total quality management is saving money in that people are more efficient and committed. We don't have teachers talk at the students, but rather give the students some say and ownership in what they are doing," Mason said.

Albany Academy for Girls is a private school for pre-kindergarten through grade-12, focusing on academics, arts, athletics, leadership training and community service.

Enrollment has increased 4 percent at the Girls Academy over the last two years, compared to the national average of 1.7 percent at independent schools. Minorities make up 17 percent of the school, compared to the national 14 percent; and financial aid is given to 24 percent of its students, compared to the national 16 percent.

I am working to empower the faculty and to flatten out the hierarchical structure.

Caroline Mason

efficiency," Mason said. "It revolutionizes the way businesses and institutions are conducted."

"What I believe is that education needs a change of culture."

Under the management strategy, the people affected by decisions are the ones who help to make them. Mason said. "I am working to empower the faculty and to flatten out the hierarchical structure. With a hierarchy of power, by the time an idea surfaces from student to teacher to administration, it is too late."

The second step is to make people more well-rounded in the jobs they do. "Some teachers just teach Shakespeare. They have never been asked for anything

Attention: All Moms & Dads with Children 6 Years and Under

**TUMBLING
TYKES**

**Building Confidence
for Tomorrow**

- Development Play & Exercise Classes (1-4)
- Afternoon Babysitting (6 yrs. & under)
- Saturday Play Programs (6 yrs. & under)
- Private Birthday Parties (6 yrs. & under)

FREE Trial Class

8 Mountain View Avenue
Albany
438-5504

(Certain Restrictions Apply)

Kidosphere



**An Indoor Playground
and Party Paradise**

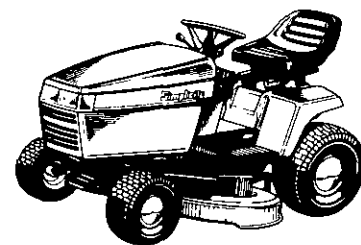
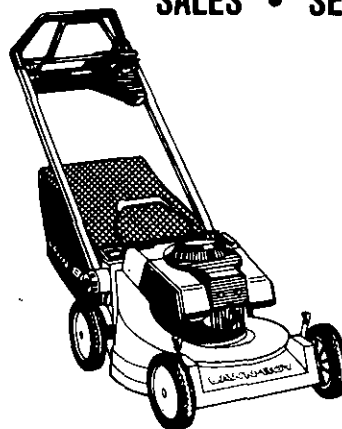
- Private Birthday Parties (6 yrs. & under)
- Gift Certificates Available
- Frequent Player Discounts

Hours: Mon-Fri 9-4, Tues-Thurs 6-8

433 New Karner Road
Albany
869-4110

LAWN & GARDEN EQUIPMENT

SALES • SERVICE • PARTS



—AUTHORIZED SALES & SERVICE FOR—

LAWN-BOY
America's long-running tradition.

Simplicity

**HOMELITE
JACOBSEN**

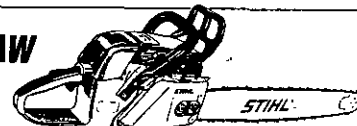


STIHL

eXmark
MFG. CO. INC.
The mark of excellence.

SNAPPER

**SPECIALIZING IN CHAIN SAW
SHARPENING & REPAIRS**



ATTENTION PROFESSIONAL LANDSCAPERS -
We're your local Headquarters for Commercial Lawn & Turf Equipment

Over 23 Years Experience • Repairs on Most Makes of Equipment

WEISHEIT ENGINE WORKS INC.

LOCAL PICK UP
& DELIVERY
767-2380



MON. - FRI. 8:30-6:00
SAT. 8:30-5:00
WEISHEIT ROAD, GLENMONT,



YURY'S
School of Gymnastics

Under the direction of Yury
Tsykun, Russian National
Gold Medalist, Coach of NYS
Regional & National
Champions 1979-1993

**DON'T WAIT!
REGISTER NOW FOR
WINTER CLASSES**

All levels from Beginner to Advanced. No experience necessary.

Classes available:

**FREE Lesson for you &
a friend with this ad**



- Pre-school (1-5 1/2) • Girls & Boys
- Adults • High School Gymnastics
- Tumbling for Cheerleaders
- Acrobatics/Power Tumbling
- Competitive Team

SPECIAL GYMNASTIC BIRTHDAY PARTIES

2 Hours of fun, games, gymnastics and private reception
with one of our specially trained instructors.

49 Railroad Ave., Albany, NY 12205 (Off Fuller Road)
For more information call **438-4932**

Selkirk painter's pride is worthy workmanship

By Corinne Lynne Blackman

Fifteen years ago Kevin Pope had no idea what he wanted to do. Today, with a little ingenuity and a few dabs of paint, he coats the town with his passion for quality and his attention to detail.

Driven by the need to satisfy his customers, Pope, who moved to Selkirk eight years ago, has turned small part-time job opportunities into a full-time business. Newly formed as Painter Services, he remains dedicated to his motto of getting things done "the right way."

Specializing in painting, both residential and commercial, Pope also offers his expertise in wallpapering and cleaning. Using top-grade materials and the best workmanship, he aims to please, from the smallest to the largest task.

"Service and quality is our main theme," he says.

For Delmar resident Kevin Conway, who recently had his one-story home repainted, commitment to those standards meant Pope was the best man for the job. The \$2,500 project, which included scraping and priming, washing and caulking, was a big success, he said.

"It was in rough shape," Conway remembers. "Seventy-five percent of the job was getting it prepped properly ... and he was thorough in his prep work."

With '93's sluggish economy and the difficulties of being the new kid on the block, though the year was profitable, it certainly was not devoid of challenges.

Anticipating a brighter year, Pope will direct his attention to introducing himself to the Delmar community.

"I buy my materials locally. I support the local businesses, because I want to be a local business person."

With word of mouth as a valuable support, he will expand his services to include ceramic tiling.

"I want to keep my name out there and to continue building my business," he said.

From vice president of manufacturing for a textile firm in New Jersey to owner of Painter Services, Pope is confident his business sense — coupled with his talent — will ensure his success, especially this year.

"This will be a good year ... I'm going to make it happen. It will happen."

Auto specialists



The staff and owners of Agar Auto Parts Inc. look forward to another year of progress. Mike Hensel, left, Bill Hensel, owner, Chris Penichter, Ann Hensel, Joan Garreau, Mike DeSano, Ken Kossmann and Elmer Garmley stand behind the counter. The automotive parts business, located at the intersection of Railroad and Dott avenues, was named to the Motorcraft Million Dollar Club.

Elaine McLain



FOR A SAAB DEMONSTRATION IN ASPEN, DIAL 911.

For over 16 years, Saabs have been the official snow and ice from slowing the wheels of justice. patrol cars of the Aspen and Vail police.

And why not? Saab 9000's come with spirited, And food for thought if you're in the market for a yet reliable, 16-valve engines, road-hugging suspensions, ABS brakes, plus front-wheel drive to keep new car, wherever you live. For a test drive, visit your nearest Saab dealer now.

©1993 SAAB CARS USA, INC. 9435-023

Open 6 Days **NEW SALEM GARAGE, INC.** 478-SAAB
1885 New Scotland Rd., Slingerlands

FOOT PAIN?

If you're suffering from pain,
we can help!

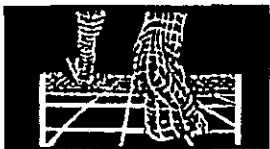
FOOT SPECIALIST ASSOCIATES, P.C.

DOCTORS OF PODIATRIC MEDICINE AND FOOT SURGERY
IN-OFFICE TREATMENT OF ALL DISORDERS

FREE INITIAL CONSULTATION

with this ad

- Bunions
- Sports Medicine
- Hammer Toes
- Bone Spurs
- Warts
- Diabetic Footcare



- Calluses
- Heel Pain
- Arthritis
- Corns
- Ingrown Toenails
- Orthopedic Footcare

LASER FOOT SURGERY AVAILABLE

PERRIN EDWARDS, D.P.M.

Diplomate of American Board of Ambulatory Foot Surgery

A.I. GINES, D.P.M.

G. MACPHERSON, D.P.M.

House Calls - Evening and Saturday appointments available
MANY INSURANCE PLANS & MEDICARE ACCEPTED

Colonie Office

869-5799

1692 Central Ave.

Hudson Office

828-6516

804 Warren St.

HARTSTRINGS TRUNK SHOW

the Magic toad

Specializing in Distinctive Clothing

Sizes Infant to 14 Pre-Teen Dresses

Saturday, February 12 from 10 to 5

Preview Hartstrings '94 Fall Collection

(make your own personal selections)

DEPOSIT REQUIRED

Refreshments Served



WINTER SALE 30-50% OFF
on Select FALL and WINTER
Merchandise continues

635 New Loudon Rd., Latham • 783-9198

Mon., Fri., Sat. 10-5; Tues., Wed. 10-6; Thurs. 10-9; Sun. 12-5



A cornucopia of wines



Cadalso Wine & Liquor, located in Newton Plaza on Route 9 in Latham, prides itself on carrying one of the area's best wine inventories. A friendly and knowledgeable staff will help with your selection. Many of the liquor prices are lower than the wholesale prices offered elsewhere.

Come and Join us!

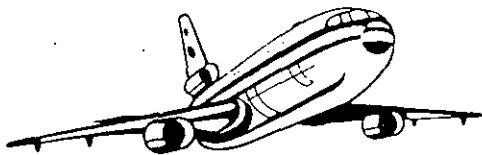


Guilderland Chamber of Commerce

Guilderland Chamber of Commerce
Town of Guilderland
1515 Western Avenue • Albany, NY 12203

Enjoy the Benefits of Breakfast Seminars, Mixers, Speakers,
Networking and much more!

COUPON



Flying Out?

Albany County Airport Park at AIRPORT RAPID PARK

\$5.00/day - \$25.00/week

*with this coupon
(not valid with any other promotions)*

- Free 2 minute shuttle service
- 7 Days a week
- Major credit cards (2 day minimum)
- Courtesy phone located on their "Hotel Phone Board" in baggage claim area
- Secure lighted areas, fenced and full time attendants



All airport parking coupons honored.

Conveniently located west of Desmond Americana, on Main Airport Entrance Road.

(518) 464-4444

698 Albany Shaker Road, Albany

Photographer revives past with restoration techniques

By Michael Kagan

Gene Bigaouette has been taking people's photographs for 30 years through his business, Studio Associates. For the last year, however, he's been doing something much more unusual.

"I used to do commercial photography, and I was never satisfied with the retouching work that was done on my pictures," he said. "I never found a lab that satisfied the type of quality that I demand of my work."

Now he's providing that level of quality for others by specializing in photographic copying and restoration. Bigaouette copies and restores old, faded, torn, broken or stained photographs and makes them look like new.

"I am an artist. Not too many people across the United States do it and do it well," he said. "It really takes some expertise — skills and equipment and unusual artistic ability."

Bigaouette had been doing some restoration in addition to commercial photography before devoting all his time to it, he said, and customers kept flowing in. "The business has just grown. In the last year, it has been full time," he said.

He is still involved in some commercial photography, but most of his work now is in copying and restoration. He uses a number of techniques, from fine air brushing, oil tinting, pastel and oil sticks to digital work on computers. He works with both color and black and white photos of almost any size.

Bigaouette has been called on to restore distorted photographs of long deceased loved ones, and when he returns the work, his customers often get to see the likeness of their loved ones for the first time in years.

"I've gotten photos from the early 1800s that are mutilated and broken apart in bags," he said. "When I return the work, the customer just puts their hand over their mouth and gasps or even breaks down in tears."

Some of his assignments have been even more unusual. He was recently given a couple's wedding pictures in which the photographer had neglected to shoot the bride and groom together. He produced a new, photographic-quality portrait of the couple side by side.

Studio Associates can be reached at 482-8086.

LET US HELP YOU MAKE THE MOST OF YOUR FINANCIAL FUTURE.

From savings programs to investment programs to personalized service second-to-none, Waddell & Reed is a name you should know.

- | | |
|------------------------|---|
| ■ CDs | ■ Financial Planning Services |
| ■ Mutual Funds | ■ Tax-Advantaged Investments |
| ■ Money Market Funds | ■ IRA and Keogh Plans |
| ■ Equity Funds | ■ Annuities* |
| ■ Income Funds | ■ Life Insurance* |
| ■ Municipal Bond Funds | ■ Disability Insurance* |
| ■ Specialty Funds | ■ Medicare Supplement and
Nursing Home Coverage* |

Prospectuses for securities listed above may be obtained from your local Waddell & Reed office.

Look for Waddell & Reed
FINANCIAL SERVICES

*offered through affiliated companies

PETER F. LUCZAK

Certified Financial Planner

c/o Waddell & Reed, 286 Washington Ave. Ext.
Corporate Plaza West, Albany, NY 12203

869-1953

and

34 S. Main Street, Voorheesville, NY 12186

765-3678

Perennial farm blooms on Clifton Park acreage

By Erin E. Sullivan

Drying, arranging, landscaping ... at Willow Spring, there is a perennial for every occasion.

With over 500 different types of perennials, Willow Spring Perennial Farm is located at 214 Riverview Road, Clifton Park, about two minutes off Northway Exit 8.

"This is a very unique nursery," said owner Nancy Douglass. "We have over six acres with hundreds of fields growing perennials. Customers are free to wander the acreage looking through rows and rows for the exact plants they want."

"We will actually take the plant out of the ground, not sell it from a little pot," Douglass said. "Perennials are not made to have small roots in a confined space. They need large growing areas for their established root systems."

Douglass has six developed acres, with an additional six to seven acres left to be cultivated. That allows the perennials ample space to branch out.

Willow Springs closes its doors in mid-October and reopens in May each year. During the winter months, Douglass spends her time on design projects, studying perennials and attending trade shows across the country.

In the fall, she will travel to England and Germany to visit nurseries and study varieties of plants that are more available in Europe. She is hoping to file for a certificate allowing the transport of plants across the borders of the United States and Europe.

Douglass has been in the pe-

renial business for 20 years. With a design background, she started by purchasing 13 acres on a historic home site along the Erie Canal.

"I wanted to do something with all the land and I loved perennials, so I decided to open a perennial farm," she said. "I had spent a year visiting groups and nurseries across the country to see how they run their operations, so I was prepared."

Willow Spring keys in on personal service for its customers. "When a customer comes in looking for a plant, I ask them where they want to put it, what purpose it will be used for. When someone says, 'I would like to grow something there, but it's too shady,' I will show them a variety of plants that can grow in the shade. If their soil is too wet, I will show them perennials that love wet soil," Douglass said.

Customers are free to wander the acreage looking for the exact plants they want.

Nancy Douglass

Approximately 50 percent of Willow Spring's business is consulting work done in people's homes.

"People will call and I will go to their property to do a soil analysis to determine what kinds of perennials can grow there," Douglass said. "I will then sketch out a plan for their garden or property and even fully install the plants."

Butcher Block furniture at factory prices



Jeff Liptak, sales manager of Butcher Block Furniture at 1580 Columbia Turnpike in East Greenbush, shows off some of the solid oak tables, chairs, bookcases and accessories made in the firm's own Connecticut factories.

"...Where service to our clients is the proudest thing we do."

All types of insurance
Employee owned and operated



Rose and Kiernan, Inc.

1211 Western Avenue

Albany, New York 12203

(518) 438-0151

Learn to paint



Judie Simpson, co-owner of Holidays, ETC., with Joyce Maxstadt, shows some of the kinds of decorative painting people can learn to do themselves. Simpson notes that Holidays, on Route 9 in Latham just south of the circle, provides expert instruction in tile and decorative painting from beginner to advanced. Holidays also has the area's largest selection of books and pattern packets.

Hugh Hewitt



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

**Views On[®]
Dental Health**



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

New Dental Techniques: Intra-Oral Cameras

At Delmar Dental Medicine our goal is to provide the very best dental care to our patients so they may achieve optimal dental health throughout their lifetime.

Our office has been practicing in Delmar for the past 25 years. Dr. Thomas H. Abele attended the University of Pittsburgh, and graduated in 1969. He has had training in Oral Implantology at Medical College of Georgia. Dr. Geoffrey B. Edmunds attended Georgetown University, and graduated in 1983. He has had training in Orthodontics with the United States Dental Institute.

The entire staff regularly attends continuing-educational seminars in various fields of Dentistry (i.e. restorative, implant, orthodontics, oral surgery, TMJ, periodontics, cosmetics, etc.). Concepts of prevention and

proper treatment vary widely. We feel that the best dentistry is preventive dentistry. When there is health present, value it, protect it. When there is disease and dysfunction present, detect it and correct it.

A recent technology has been adapted to allow video imaging of the inside of your mouth. Some dental offices have these new cameras with staff members trained to give you a "video tour" of your mouth. The advantages of gaining a "nitty-gritty" peek at the inside of our own mouth are tremendous.

In the past you had no idea of what was going on "back there," but now you are an eyewitness. You may now make thoughtful decisions based on your own observation and your dentist's advice. You can now participate more knowledgeably in decisions

on which teeth to restore and what you want your smile to look like. The intra-oral camera also has the advantage of magnifying the tooth size in the image, thus allowing a more accurate (in some instances) appraisal of whether or not all decay was removed during a restorative procedure. Hygiene techniques are more understandable when demonstrated on live camera in your mouth. We expect that this new dental camera will improve our ability to educate and motivate our patients to new heights of dental health.

**Dr. Thomas H. Abele, D.M.D.
Dr. Geoffrey B. Edmunds, D.D.S.**
344 Delaware Avenue
Delmar, N.Y. 12054
(518) 439-4228

Orange Ford has crush on service to customers

By Eric Bryant

To those who grew up in the Capital District, the name Orange Ford, is forever tied to a radio jingle.

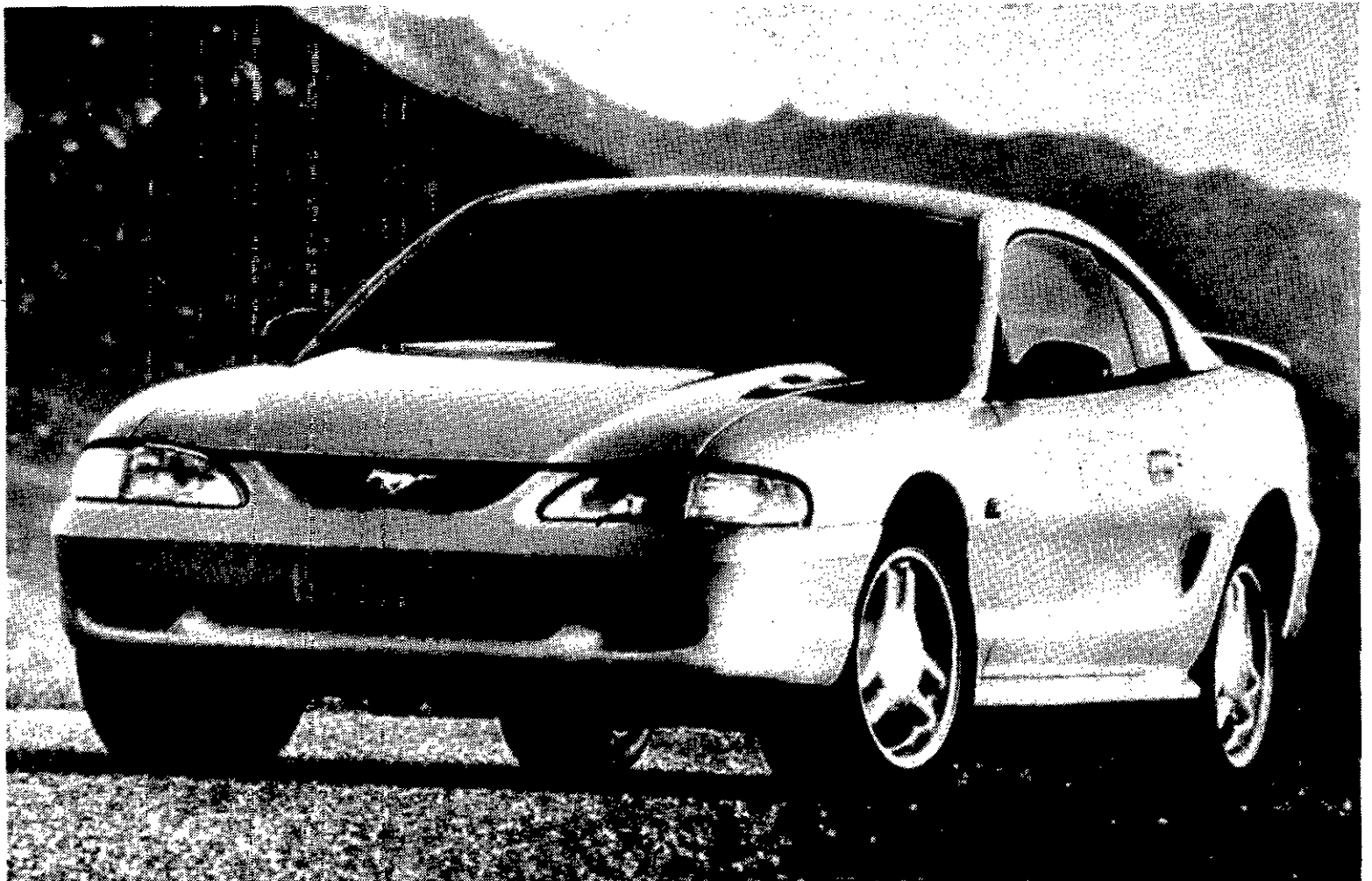
The ditty lingers in the mind and although it hasn't been on the airwaves for some time, you find yourself humming the familiar singsong, "What color Orange Ford do you want?" as you drive by the dealership at 799 Central Ave. in Albany.

But it's more than just a catchy jingle that's made Orange Ford the Capital District's oldest car dealership, it's customer service and an attention to quality.

Orange Ford opened its doors to customers on Friday the 13th in 1916, but the business has obviously thrown off that first day curse. For the last 78 years, they've provided the sales volume and customer service to keep them going and growing.

"Our main job is to please customers," said Vice President Jim Howlan. "If we do that, they'll come back."

For the past two years, Orange Motors (which also sells Mazda and Saab) have been ranked in the top 100 Ford dealers in the country. The ranking is based on sales and also customer satisfac-



The new Ford Mustang GT, named Motor Trend Car of the Year, is just one of the hot-selling vehicles at Orange Motors.

This Valentine's Day, eat your heart out!



**The
Peanut
Principle**



THE PEANUT PRINCIPLE

Open Daily 10 - 6 Rt. 9 (3 miles North of Latham Circle) **783-8239**

ASSORTED CHOCOLATES (Gift Boxed)	Lb.	\$7.49
ASSORTED SUGAR FREE CHOCOLATES	Lb.	\$8.49
WHOLE CASHEWS Salted/Unsalted	Lb.	\$4.59
FANCY MIXED NUTS (No Peanuts)	Lb.	\$4.99
CASHEW PIECES Salted/Unsalted	Lb.	\$2.99
WALNUT MEATS	Lb.	\$3.99
GOURMET COFFEE BEANS Starting at	Lb.	\$3.99
PISTACHIOS Red/Natural	Lb.	\$3.99
HAZELS/FILBERTS	1/2 Lb.	\$2.99
PITTED DATES	Lb.	\$3.19
JUMBO PEANUTS Salted/Unsalted	Lb.	\$2.29
MACADAMIA NUTS Salted/Unsalted	1/2 Lb.	\$4.39
APRICOTS	Lb.	\$2.89
CINNAMON SQUARES (Weather Permitting)	Lb.	\$2.99
PEANUT CLUSTERS	Lb.	\$4.59
BRAZIL NUTS	1/2 Lb.	\$1.59
VALENTINES CINNAMON HEARTS, CONVERSATION HEARTS & VALENTINE CREMES	1/2 Lb.	.99¢
HOMEMADE PEANUT BRITTLE	Lb.	\$3.99
CLEARBROOK FARMS JAM	FROM Lb.	\$2.99

UPS Delivery Available • Gift Baskets Made to Order!

"If it can be nutty — we'll make it nutty!"

tion. The Mazda and Saab lines, are located at a showroom at 1970 Central Ave. in Colonie.

Another example of the company's devotion to customer service is its free lifetime oil and filter changes for new car buyers. Orange Motors will provide the necessary service at regular factory-recommended intervals.

After years of stiff competition from foreign automakers, Ford Motor Car Co. has found more than its old niche in the market, according to Howlan. Five of the

America's top 10 selling vehicles are Fords — F Series Trucks, Taurus, Escort, Explorer and Ranger.

Howlan touts two new models which are making a big news in the showroom. The first is the return of a car America fell in love with during the 1960s.

The new 1994 Ford Mustang, which was named the Motor Trend Car of the Year, "has been selling very well with a lot of different age groups," he said.

The new four-wheel drive

Windstar, a minivan coming out next month, is also expected to draw significant interest among families looking for spacious vehicle with good gas mileage.

Exemplifying the idea that customer service is its foremost goal, the Orange Motors service departments are open at 6 a.m. each morning to welcome the early riser, Howlan said.

"Everything is so computerized these days that you have to have factory-trained technicians, and all of ours are," he said.

A.G. Edwards

**Quiet Strength.
Five-Star Quality.**

A.G. Edwards not only offers you 104 years of stability and longevity; we're also the only brokerage firm in the country awarded five stars by Kiplinger's Personal Finance Magazine as the best choice for today's individual investor. Let us earn our stripes today by giving you a free second opinion about your investments.

Call us now and enjoy the five-star difference.

A.G. Edwards
INVESTMENTS SINCE 1887

JOHN P. HASTINGS
Associate Vice President, Resident Manager
One Wembly Square (At New Karner Rd.)
Albany, New York 12205
(518) 869-1680

Member SPIC © 1992 A.G. Edwards & Sons, Inc.

The personal touch



Colonie Manor, located at 626 Watervliet-Shaker Road, Latham, is an adult care home which provides 24-hour personal service for its residents. Amenities include home-cooked meals, a planned activities program, private accommodations and a beauty and barber shop. The facility has private rooms with individual heating and air conditioning controls. There is a formal dining room, family dining room, several living rooms and two enclosed sun porches.

Hugh Hewitt

Marcus decorators hone eye for style

By Erin E. Sullivan

Years of experience have not dulled Jan Garvey and Don Barnhart's sense of adventure and style.

Owners of Marcus Interiors at 635 New Loudon Road in Latham, Garvey and Barnhart have worked in the field of interior decorating most of their lives. "New products are constantly being sought to fill our Bayberry Square showroom," Garvey said, "but we only seek items that are well-engineered and fabricated."

Marcus Interiors is a full-service interior decorating operation that, along with designing and in-home consulting, upholsters furniture, makes slipcovers, creates window treatments and provides wallpaper. They do not sell new furniture.

Marcus Interiors also offers free

"Shop-at-Home" consultations to bring expertise and ideas directly to its clients. Clients can also visit the store to "sit and chat with an experienced decorator," said Garvey.

Both Garvey and Barnhart believe strongly that there is a difference between stylish and trendy.

"Quality products have a timeless nature that reflects the taste, the needs and the lifestyles of our clients," said Garvey. "Quality workmanship and materials offer service and comfort far into the future."

"These are the true elements of style that are often missing in the purely trendy. We firmly believe quality does not have to mean expensive. It means practical and efficient."

She noted that creating an inte-

rior environment that will be serviceable, practical and beautiful to look at does not happen instantly.

"It requires an investment of time by both decorator and client. Time is a commodity that we believe in sharing — time to determine needs and wants, time to share ideas and possibilities, and finally the time it takes to make a new interior happen."

Marcus Interiors provides products that last for years, so it is easy for clients to put off replacing them during uncertain economic times, Garvey said.

"We are hopeful that 1994 will bring to this area a new sense of confidence in the future. With such confidence comes a need to expand and recreate the spaces in which we live and work. Don and I enjoy being a part of that process."

Family market competes through big-time service

By Michael Kagan

In a competitive environment dominated by grocery giants, Houghtaling's Market on Route 32 in Feura Bush has survived on the premise that quality is better than quantity.

"People don't like to stand in long lines," said Anna Houghtaling, who started the busi-

"We've always been at the same location. We bought the house next door and had it moved so we could put in gas tanks for the oven."

Eight years ago, they built a new building and connected it with the old one, which is now used for soft ice cream in warm weather.

"We have very loyal customers. There are people from right around in Bethlehem, and there are people that come from Greenville or Westerlo, on their way to or from work," she said.

"Our roots are here, not just one of our branches," said Dale Houghtaling.

The past year marked a big improvement in business over 1991 and 1992, said Anna. "We're being optimistic and forging ahead." They're also looking into improving and expanding their gas island and increasing oven space.

"We need more space for baking, and we'd like to do more lasagnas and zitis," she said. "We'd also like to have fish fries more than just on Fridays. They're very popular."

"We always try to be open to suggestions, to not try to overcharge the people," she said. "It's just quality, not quantity, and a lot of home cooking at a good price."

Our roots are here, not just one of our branches.

Dale Houghtaling

ness with her husband, Charles, 18 years ago. "Some people don't like going into huge stores and walking and walking to find one thing. If people are looking for an item, they like to be able to ask someone who can help. Some people still like to see their meat cut right in front of them."

Over the years, all three of the couple's sons, Dale, Darryl and Scott, and their wives, have been involved with the business. Dale is now the cook and store manager while Darryl and Scott still help out when they have free time.

"We started out on a shoestring budget," Anna Houghtaling said.

St. Peter's Addiction Recovery Center

Leading the Community's Fight Against Alcohol and Substance Abuse

- 24 Hour a day / 7 Day a week access
- Confidential evaluation
- Medical detoxification
- Inpatient rehabilitation
- Outpatient programs
- Women's programs
- Family education & therapy
- Community Education / Prevention / Outreach

For More Information,
Call the SPARC CARE Unit at
518 • 454-1300



St. Peter's Addiction
Recovery Center

A MERCYCARE SERVICE CORPORATION

315 South Manning Boulevard
Albany, New York 12208

Certified by OASAS Accredited by JCAHO

Residential - Commercial Indoor - Outdoor

Painter Services

Working the Old-Fashioned Way —
"The Right Way"

PAINTING — WALLPAPERING — CLEANING

439-0886

KEVIN POPE
REFERENCES INSURED

Bryant & Stratton bridges barriers to job market

By Corinne Lynne Blackman

Two years ago, when 42-year-old Jackie Capone was ready for a career change, she went to Bryant & Stratton.

Today, four months shy of an associate's degree, she will likely join the 98 percent of the school's graduates placed in jobs within their fields, with starting salaries of more than \$18,000 annually.

A two-year accredited career college, Bryant & Stratton, on Central Avenue in Colonie, is committed to providing a curriculum that not only prepares students for the work force, but also helps them find jobs in their fields after they graduate.

"We are unlike many other schools," said Communications Manager Betsy Hewitt-Buckbee. "Our mission is to get students employed — to train students in fields with high employment potential."

Serving more than 10 communities nationwide including Syracuse, Rochester and Buffalo, and now in its sixth year in Albany, Bryant & Stratton offers associate degree programs in microcomputer systems and business management, accounting, travel and tourism, administrative assistant training, and beginning this year, an allied health curriculum in medical assistance.

With both day and evening

classes that range from \$120 per credit hour to \$1,920 a semester, and financial assistance available, students are not only finding Bryant & Stratton an economical choice, but a convenient one as well.

"They gear courses and scheduling for people who have to work and want to go back to school to get a degree," said Capone. Along with their high rates of success, this was one of the main things that attracted her to the school, she said.

According to Hewitt-Buckbee helping to create a well-rounded individual is high on the priority list. From requiring a professional dress code to enforcing a strict

attendance policy to designing resumes to role playing with professional business people, "We are educating the whole person rather than just looking at the book work."

students develop basic skills needed to compete in today's job market.

"We will be trying to teach interpersonal skills," said Hewitt-Buckbee. "Tables will be set up as work teams, and teachers will assign tasks and help students work in groups to get things done. We are throwing out ABC tasks, this is real world application."

"We are allocating resources. We are

not changing requirements. We are just changing how we teach it," she said.

I think my chances of finding a job are excellent because of what I've learned at Bryant & Stratton. They are so willing to work to find the right spot for you and I'm very optimistic.

Jackie Capone

In 1993, Bryant & Stratton opened its doors to approximately 470 students.

With enrollment increases and a proposal for a 8,000 square foot expansion to accommodate the growth, '94 looks like a busy one.

"We are expanding this year because we have so many people in the building," said Hewitt-Buckbee.

One of the biggest projects the school will undertake is restructuring its curriculum.

Beginning this fall, Bryant & Stratton will implement a critical skills initiatives program to help

As Bryant & Stratton prepares another class to join the hundreds of success stories in currently serving large employers such as Golub and Key Bank, CHP and the state Department of Labor, to name a few, Capone is also confident that her education will ensure her place in the work force.

"I think my chances of finding a job are excellent because of what I've learned at Bryant & Stratton. They are so willing to work to find the right spot for you and I'm very optimistic."

ATTENTION SENIORS

- The risk of long-term nursing care is a reality you can't afford to ignore.
- Today the need for long-term care is one of the biggest threats to your retirement security.

To find out more about long-term care protection call for a no-obligation appointment

John Hancock
Financial Services

Debbie Tucker RN
Special Agent
Long-term Care

9 Washington Square
Albany, New York 12205
(518) 452-8853
evening: (518) 434-2472
Fax: (518) 452-7874



SECURITY SUPPLY CORPORATION

MAIN OFFICE-SELKIRK, NY - 518-767-2226

VISIT OUR ELJER PREMIER SHOWROOMS AT THESE LOCATIONS:

475 CENTRAL AVENUE
ALBANY, NY
518-489-2554

229 WARREN STREET
GLENS FALLS, NY
518-793-4171

49 WALDEN STREET
NO. ADAMS, MA
413-664-6374

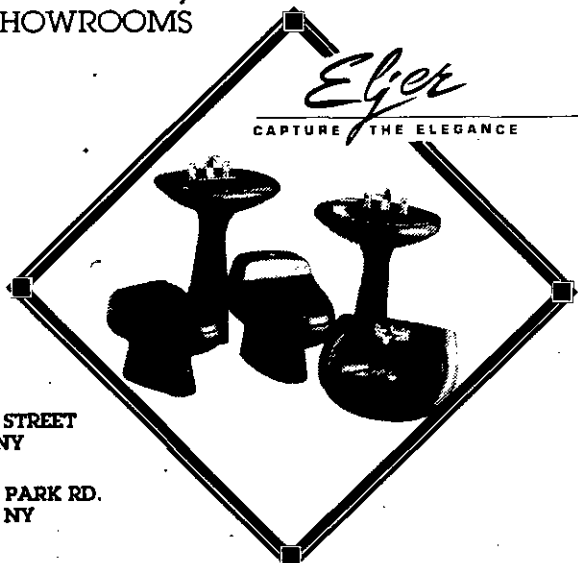
OUR OTHER CONVENIENT LOCATIONS:

574 SARATOGA STREET COHOES, NY 518-233-1455

1602 STATE STREET SCHENECTADY, NY 518-393-2171

536 NO. PERRY STREET JOHNSTOWN, NY 518-762-1691

20 INDUSTRIAL PARK RD. PLATTSBURGH, NY 518-562-2802



SERVING THE PLUMBING & HEATING TRADE SINCE 1934
Wholesalers and Distributors of
Quality Plumbing and Heating Supplies

NEW, IMPROVED AND COMING SOON

SERIES 2000 MODEL AGS 2130

List \$2509 **SALE \$2,099⁰⁰**



12.5 HP Kohler Command OHV
Single-Cylinder Engine
6-Speed AutoGear™ Transmission
Direct Drive Shaft to Transmission,
No Belts
Electric PTO
Welded, Full-Length,
Twin-Channel Steel Frame
Pivoting Cast-Iron Front Axle
Manual Lift With Spring Assist
Standard 38" High-Vacuum Deck
Optional Mulching or Bagging

14 HP OHV
Single-Cylinder Engine
AutoHydro™ Drive Transmission
Direct Drive Shaft to Transmission,
No Belts
Electric PTO
Welded, Full-Length, Twin-Channel
Steel Frame
Pivoting Cast-Iron Front Axle
Manual Lift With Spring Assist
Standard 42" High-Vacuum Deck
Optional Mulching or Bagging

SERIES 2000 MODEL HDS 2145

List \$3399 **SALE \$2,999⁰⁰**



NEW SALEM GARAGE POWER EQUIPMENT

Rt. 85 & 85A, New Salem • R.D. 1, Voorheesville, NY 12186
Reed M. Settle, Manager
(518) 765-3174

QUALITY IS
THE DRIVING
FORCE.

Cub Cadet
Power Equipment

Nursing background a bonus for long-term care specialist

By Dev Tobin

Debbie Tucker believes she brings an added dimension to her work as a special agent focusing on long-term care insurance for John Hancock Financial Services.

Tucker, a registered nurse, said for a time she was suffering "nurse burn-out" after 13 years in the profession. But she now finds satisfaction in counseling senior citizens on how to preserve their assets while insuring against the enormous costs of long-term health care.

"I still consider myself a nurse first," she said. "I've been on the other end, caring for people who paid a lot of money for home health care and never got a penny back."

Tucker specializes in John Hancock's Protect Care policy, a comprehensive long-term health

care insurance policy, which allows seniors to keep their assets from being depleted in the event they need either long-term home health care or to apply for Medicaid to pay nursing home expenses (which are about \$160 a day in this area).

"The biggest problem is that seniors don't think it will happen to them, but 40 percent of people over 65 will need some kind of long-term care," Tucker said.

Many seniors believe, erroneously, that Medicare or Medicare supplemental insurance will cover long-term health care, she added.

"The reality is that Medicare only covers about 3 percent of long-term health care costs," Tucker said.

The policy is available for people ages 55 to 79, with premi-

ums based on age and the level of benefits and deductible chosen.

"Seniors can devise the plan that best fits their needs," Tucker noted.

As part of the state's Partnership for Long-term Care, Protect Care policyholders can apply for Medicaid after the policy's benefits are exhausted without having to "spend down" their assets.

"People who have assets to protect need to buy long-term care insurance before they need the care, when it is too late," Tucker said. "The key is to get locked into a lower premium by buying a long-term care policy at a younger age."

For information on the Protect Care policy, call Tucker at John Hancock's Albany office, 9 Washington Square 12205, 452-8853.

Service with style

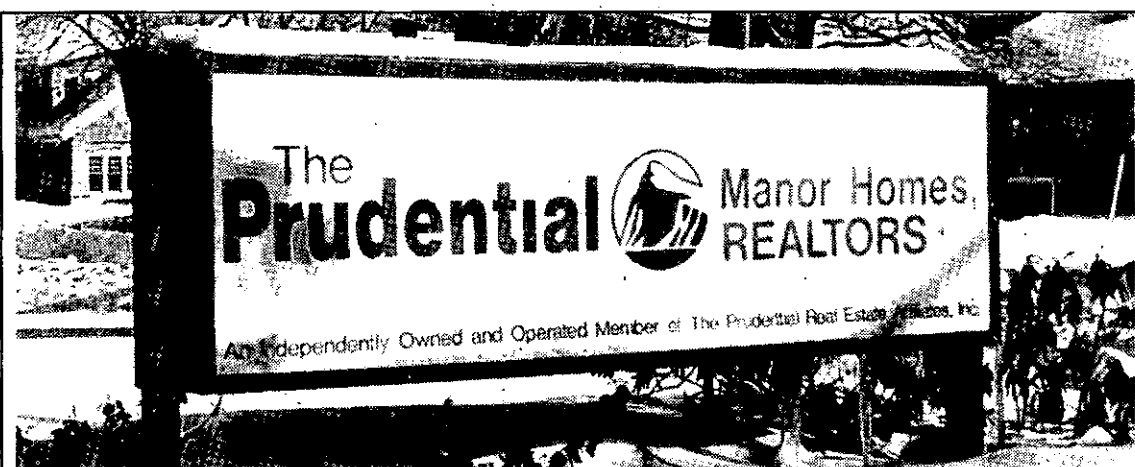


Dave McGurrin, service relations manager at Orange Ford on Central Avenue in Albany, uses the service bay diagnostic system, which quickly gives information on how to fix a vehicle. The system also helps in the repair of electrical components.

Latham chamber trip



Representatives of the Latham Area Chamber of Commerce recently took a tour of town facilities with Supervisor Fred Field. Visiting the Mohawk View Treatment Plant of the Latham Water District are Mark Mitchell, front left, Carol Blegen, Rosemarie Gambino, Fred Field, Alinda Stanley, Herb August Jr., Bill Pompa, back left, Don Reutemann, Joe Torre, Jeff Schwartz, Walt Williams, Gus Berger and Brian Fox.



- Residential Sales
- Commercial Sales
- New Construction
- Buyer Brokerage
- Free Market Analysis
- Corporate Relocation Services

CATHERINE B. GRIFFIN,
BROKER/MANAGER

The Prudential
Manor Homes,
REALTORS®

205 Delaware Ave., Delmar, N.Y.

439-4943



TWICE THE WARMTH... NONE OF THE FAT

The Thermowayne™ 36 Raised Panel Garage Door
by Wayne-Dalton

With an "R" Value of 6.5, the Thermowayne™ 36 provides twice the insulation of an ordinary garage door, without added thickness. Only Wayne-Dalton's elegant, "unitized" design combines insulating polyurethane foam, galvanized steel, and integrated struts for a stronger, lighter, and warmer door — not a fatter one.

- ▶ Virtually maintenance-free beauty, thanks to a two-coat, baked-on polyester finish and smooth, easy-to-clean interior surface.
- ▶ Guaranteed durability, with hot-dipped galvanized steel and a 10-year warranty against rust.
- ▶ Unmatched strength and security, with two integrated, full-width struts per section.
- ▶ Convenience, with no need to install extra attachments for an electric door operator; a mounting bracket is included.

Call us for a free estimate!

ED's 
Overhead
DOORS

Residential Garage Door Specialists Since 1959

Niskayuna Road, Schenectady, NY

393-4097

Gochee's Garage



Members of the Gochee's Garage staff use the latest diagnostic equipment to repair vehicles. Craig Fribourg, left, Sean Kibbey and John Mariconti work at the Delmar-based garage, which has been owned by the Gochee family for 55 years. Elaine McLain

Scotia bank stresses community base

By Erin E. Sullivan

As a locally owned and operated lending institution, the First National Bank of Scotia is part of a dying breed.

The absorption of small, community-based banks by huge banking conglomerates such as Key Bank and Fleet has been going for more than a decade. Over the past few years it's almost become an "epidemic," says bank Assistant Vice President Diane Smith Faubion.

The First National Bank of Scotia has been able to buck the trend, however, and in a sense, "That's our big claim to fame," Faubion said.

Being locally based, the bank can offer more personalized service in a variety of areas, she said. "That real community feeling is very important to us."

"The turnaround time on loans is much quicker, and if there is a problem with something, we can resolve it much sooner. All of our

senior management is no further away than Scotia. They don't live in Rhode Island or Cleveland."

Bank customers "feel comfortable" when they see the same faces every day, Faubion said. There are currently nine branches of the bank in Schenectady, Albany and Saratoga counties. The bank's main headquarters is on 201 Mohawk Ave. in Scotia and the Colonie branch is at 1705 Central Ave.

kers who work with the bank and offer investment services. Plus there are all types of deposit services available.

"In 1993, the bank was pleased to issue a special, year-end dividend to its shareholders following outstanding performance during its 70th year of operation," Faubion said. "We are confident 1994 will be another successful year in which we strive to meet the financial needs of the communities we serve."

That real community feeling is very important to us.

Diane Smith Faubion

"Because of our name, people aren't aware that we have branches outside of Scotia. It's a constant battle letting people know where we are."

Most of the bank's business is in consumer loans and small business loans, although a full range of banking services is offered. For example, there are two stockbro-

While it offers a full range of financial services, First National is now working to promote checking accounts with no minimum balance. To open a checking account, a sum of \$100 is required. Savings accounts require \$50 to open. These too have no minimum balance.

This year the bank will continue to shoot for its long-standing goal—to remain independent and to provide top-notch personal service to those in Scotia and the Capital District.

For special occasions

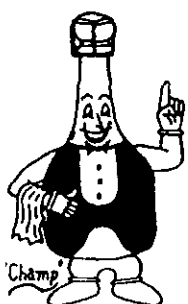


The Magic Toad carries children's clothing for special occasions such as First Communions, Bar Mitzvahs, Bat Mitzvahs, graduations and weddings. Owner Karen Coakley provides assistance at the Latham store.

DELMAR

WINE and LIQUOR

- ✧ Superior Wine Selection
- ✧ Monthly International In-Store Wine Tastings
- ✧ Knowledgeable Staff
- ✧ Specialty Labels Available
- ✧ 15% OFF Mixed Case Purchases

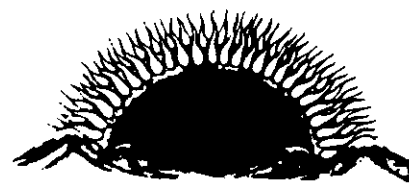


340 Delaware Ave,
Delmar, NY

439-1725

OPEN: Mon.-Sat. 9 a.m.-9 p.m.
We Deliver

WINE ~ The Perfect Gift!



**PAUL PINTAVALLE'S
REAL HAIRCUTS
TRANSFORMATIONAL BEAUTY**

SKIN - NAILS - MASSAGE
COLOR - CORRECTION

518.432.4725

NYC 212.460.9225

**319 B'WAY, MENANDS, NY 12204
OFF 787 FREE PARKING**



Newsgraphics Printers

Quality and Dependability You Can Afford

Printing

Letterheads • Flyers • Business Cards • Envelopes
NCR Forms • Announcements • Resumes
Brochures • Booklets • Newsletters • Invoices

– Binding –

Die Cuts • Folding • Collating • Stitching • Padding
Perforations • Trimming • Numbering

Typesetting

Disk Conversions • Laser Printouts • Camera Ready Copy
Italics • Condensed • Expanded • Outline • Shadow
Underline • ~~Strikethru~~ • **Reverse** • Bold

Graphics

Tints • Rules • Boxes • Logos • Color Separations
Layout & Design

Call Scott A. Horton for a *Free* Estimate Today • **439-5363**
Newsgraphics Printers • 125 Adams Street • Delmar, NY 12054

Daughter drives into future from father's business legacy

By Erin E. Sullivan

For Elizabeth Leonardo-DeMatteo, taking over her father's business turned out to be the right move.

"Business has been excellent," said DeMatteo, owner of D.L. Movers in Delmar. "I have no complaints, it is very lucrative. Being a full-time mother and business owner, sometimes things can get pretty hairy, but it is all worth it."

The business was started in 1958 by DeMatteo's father, Richard Leonardo. "He had one truck, and eventually he moved up to two," DeMatteo said. (There are now three trucks in the fleet.)

"At the time he was a Wheeler Agent and was with them for 19 years." But in 1990 when her parents moved to Florida, she decided to take over the company. "We are now an agent of National Van Lines," she said.

The Wisconsin Avenue business will move people anywhere on the East Coast. "When the move goes past the East Coast, we usually turn it over to the national company. They have thousands of trucks and vans," she said.

National Van Lines is headquartered in Chicago.

Moves are charged on an hourly rate and weight-based rate. "When moves are over 40 miles, we usually determine the charge by weight and the number of miles. When moves are inside the 40-mile mark, we charge by the hour," she said.

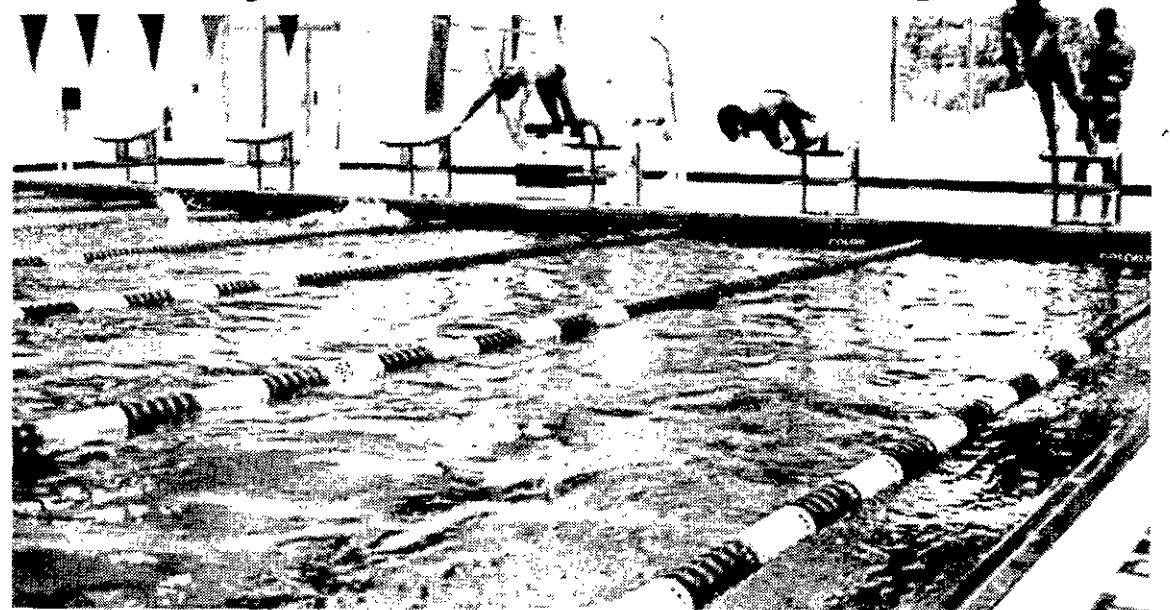
She said customers are generally individuals, but business moves are also handled. The firm provides packing services and free estimates for both local and long-distance moves.

"We've enjoyed an increase in our business during 1993 due to satisfied customers' word-of-mouth referrals," DeMatteo said. "We've purchased new and larger vehicles to be able to handle this increase in customer needs."

DeMatteo added that D.L. will continue to be careful and gentle movers and will continue to try to satisfy all its customers.

"Customer satisfaction is our goal, not the bottom dollar line. Without our customers' referrals, we wouldn't be able to enjoy as much success as we have had in recent years," she said.

Academy's in the swim of things



A new Olympic-size swimming pool is the latest addition to the facilities at The Albany Academy. The school, which provides pre-kindergarten through high school education, is also in the planning stages for several other major projects, including a new arts wing where the former pool is located. "After these projects are complete, Albany Academy students and faculty will enjoy some of the finest facilities of any independent school in the area," said headmaster Carmen Marnell. The school is located on Academy Road in Albany. Elaine McLain

CPA firm offers more than tax advice

By Erin E. Sullivan

At Arthur Place & Co., public accounting doesn't just mean income tax.

"We are a total business advising institution," said Angela Wellhausen, administrative assistant for Arthur Place & Co., 1218 Central Ave., Colonie. "When people hear the term C.P.A. (certified public accountant) they immediately think income tax. But Arthur Place deals with business management issues as well, not simply income tax. We visit our clients to do consult and to advise them on management matters."

Arthur Place & Co. offers a wide range of services in the area of auditing, computer services, taxation and business consulting. The firm performs specialized work

which may include accounting systems design, installation of computer systems, business valuations, extensive tax planning and research and representation services.

"By representation services, we essentially mean litigation support," said Wellhausen. "Arthur Place can be used as an expert witness on accounting principles in court cases."

For example, if a client is fired from his firm for not keeping accurate accounting records, Arthur Place is called in to look at his books and to give an expert opinion on the situation.

Arthur Place & Co. was founded in 1980 by owner Arthur Place and a few other professionals who wanted to "make their mark in the business environment," said

Wellhausen. The firm now employs 16 people and serves over 450 business and individual clients.

"We have a very selective client base," said Wellhausen. "We don't just take everyone who walks in as a client. It really depends on the type of services a person or group is looking for. Certainly, if an individual walks in wanting his income tax prepared, for a fee, we will do it."

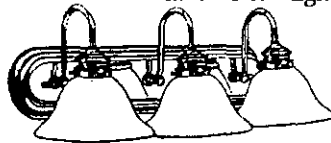
Some of Arthur Place's main clients include construction companies, the automotive and trucking industry and the lumber industry.

"We are doing as well as last year," said Arthur Place. "Business has improved a little and we have obtained some new clients, but it is not booming."

Come To The Lighting Experts...

\$121⁵⁰

KK5377
Polished brass or sand finish. 3 or 4 lights.



Confused about where to shop for lighting?

Looking for a chandelier... a foyer fixture... an outdoor lantern... lighting for an entire home?

We're the lighting specialists! We understand... and we're here to help.

OUR LIGHTING SHOWROOM GIVES YOU:

- Competitive pricing. Real value for your money.
- A huge selection of ALL types of lighting fixtures and styles.
- Professional, knowledgeable sales assistance.
- No-hassle solutions before, during and after the sale.
- Energy saving alternatives.

We're the lighting specialists... trained to take care of your every lighting need. It's what we do! It's ALL we do!

Come see us and experience the difference.

Thorpe
LIGHTING GALLERY

27 Washington Street, Rensselaer, NY 12144
(518) 462-5496

Monday-Tuesday-Wednesday-Friday 8 am - 5 pm
Thursday 8 am - 8 pm, Saturday 8 am - 2 pm

OUR LIGHTING SHOWROOM

at Amsterdam Electric, A Division of Thorpe Electric
314-320 Division Street, Amsterdam, NY
(518) 842-2230 or (518) 725-3772
Monday-Friday 8 am - 5 pm, Saturday 8 am - 12 pm



\$40¹⁵

K5221
Chrome or polished brass.



\$339⁰⁰

K1845
Polished solid brass, Olde Georgetown style chandelier



\$67⁵⁰

K9715
Wall Lantern



\$94⁵⁰

K9917
Post Lantern
Polished solid brass or white finish with beveled glass panels.

Lavelle & Finn

Attorneys At Law

John H. Lavelle, CPA, LL.M.
Martin S. Finn, CPA, LL.M.

Tax Advisors to:

- * Executives & Professionals
- * Entrepreneurs & Investors
- * Small Business Owners

Tax Returns: Individual & Businesses
Estate Planning, Wills & Trusts
Retirement Planning and Business Succession

401 New Karner Rd., Albany, NY 12205
(518) 456-6406 FAX (518) 456-6451

Heat fleet



Roland J. Down Heating and Cooling, Inc., located at 26 North Broadway in Albany, currently has 70 vehicles on the road daily serving the Capital District and surrounding areas. The company has 15 technicians and 15 sales people ready to help customers select commercial and residential heating and air-conditioning systems. Roland J. Down Heating and Cooling Inc. is one of the largest heating and cooling suppliers in the United States.

Fly home to warm vehicle

Rapid Park provides all parking amenities

By Dev Tobin

The recent wintry weather, with near-record cold and snow, provides yet another reason (besides convenience and price) for airline travelers to leave the parking to Airport Rapid Park at 698 Albany Shaker Road, according to manager Al Sloane.

"When our shuttle brings you back to the lot, your car will be running with the heat on and all

ing the lighted, fenced grounds and a guard dog out at night," Sloane said.

While other off-airport parking lots are out of the way, Airport Rapid Park is "on a direct line to the airport," just west of The Americana hotel on Albany Shaker Road, Sloane noted.

With three shuttle buses in continuous operation, it generally takes travelers less than five

When our shuttle brings you back to the lot, your car will be running with the heat on and all the snow brushed off.

Al Sloane

the snow brushed off," said Sloane, adding that the security of knowing that a customer's car will start and be ready to go has made Airport Rapid Park "extremely busy" this winter.

Other services available (some at an additional cost) at the lot include adding air to low or flat tires, oil changes, washing and waxing, interior cleaning and minor mechanical repairs, Sloane said.

Warm, clean cars aside, price and convenience remain the lot's major attractions, he said. The basic rate of \$5.50 a day (\$5 with the coupon on Page 22 of this Update edition) is less than the long-term parking at the terminal, and is more secure, he said.

"We have staff here 24 hours a day, as well as cameras monitor-

minutes to go from the lot to the terminal or vice versa. The lot maintains a free courtesy phone in the airport baggage claim area for returning travelers.

Given its convenience, competitive prices and service, Sloane said Airport Rapid Park continues to grow, adding lot space and four employees this year (up to a total of 14 full- and part-time staff).

He anticipates further growth in his business as the airport grows, and hopes that the powers that be at the airport rescind a controversial rule restricting the lot's shuttles to a drop-off and pick-up area about 150 feet from the terminal.

Airport Rapid Park accepts major credit cards and honors all airport parking coupons.

For information, call 464-4444.

Tables & chairs and then some

By Dev Tobin

Tables and chairs are a minor part of most furniture stores, but not at the aptly-named Table and Chair Outlet, 113 Remsen St., Cohoes, according to owner Fred Turcotte.

Turcotte's four-year-old store offers three floors of dining rooms, dinettes, kitchen islands, bar and counter stools, entertainment centers, end and cocktail tables and other quality wood furniture, all discounted heavily off the manufacturer's list price.

"The biggest thing here is the depth of selection. You should be able to find what you want," Turcotte said. "We offer customers the opportunity to customize to their individuals

needs, taste and budget."

The store has a "quite expansive" collection of bar and counter stools, which are becoming increasingly popular as more kitchen designs include an island for work and dining, Turcotte said.

The business "is not just an outlet for one manufacturer," he noted, adding that his store features quality furniture from S. Bent & Bros., Athol Table Co., Richardson Bros., the Blacksmith Shop and Saloom, a supplier of tile-top and Corian-top tables, among others.

Another difference from a standard furniture store is that Turcotte and his wife Pat provide a

relaxed shopping experience.

"We are not high-pressure, like the commissioned sales people at some furniture stores," he said.

One new trend in dining room furniture is to have more color than the standard wood tones, Turcotte said.

In the coming year, Turcotte plans to continue to improve the store's selection and possibly add another specialized category.

The Table and Chair Outlet is located on Remsen Street, with easy access from I-787, Route 9, Route 9R, Route 2 or the Northway. Call Turcotte at 233-8244 for information.

38 Hudson Ave.,
Delmar, N.Y.

439-6762

**SHIRLEY'S
CERAMICS**

Brushes • Paints
Supplies for the
Decorative Painter
Greenware • Bisque

— **Classes** —
Day or Evening

**Children's
Birthday Parties**
Come Join the Fun!

439-6762

— **NEW** —
**Personalized
Gifts**

We are now taking orders
for Custom Embroidery items

- Monograms
- Business logos and promotions
- Grandma & grandpa tee's
- Sport shirts, towels, totes and much more!

*We will embroider almost any item,
choose from thousands of designs!*



Hours: Mon. thru Thurs & Sat. 10-5; Tues. Wed., Thurs. eve 6 pm-9 pm; Closed Fri.



COUPON



**HUDSON VALLEY
SPORTS CARD
EXCHANGE II**

• 10% OFF ALL PURCHASES
(Non Sale Items) with this ad

• FREE PACK OF TOPPS '94 BASEBALL
with any purchase

• NOW IN STOCK - ULTRA FLEER X-MEN
(packs, sets, boxes)

**• LARGE SELECTION OF
NON-SPORTS CARDS AND COMICS**

**• PRE-ORDERS AVAILABLE ON ALL PRODUCTS
FEATURING FINEST, FOOTBALL AND BASKETBALL**

1892 Central Ave., Colonie Plaza-Price Chopper **452-7732**

COUPON

COUPON

Pet Spas grooming includes much more than shampoo

By Michael Kagan

At Pet Spas of America, pet care is much more than a hobby.

"We're on the cutting edge. I'm trying to set standards for quality care," said owner Tracy Fera of the business, located in Bayberry Square, Loudonville. "I want to make dog grooming a professional business, not just a hobby. I want people to be able to trust taking their animals to a groomer."

Expectations at Pet Spas are high, beginning with the groomers themselves. "I've set high standards for the business, and if my groomers didn't meet them, they wouldn't be working here," she said.

Fera herself is certified by the New York School of Dog Grooming in Manhattan.

Grooming includes nail cutting and filing, cleaning ears, eyes and anal glands, brushing teeth, bathing and styling. The business offers state-of-the-art equipment for pets with special needs, including a jacuzzi for animals suffering from arthritis or hip displacement.

The business deals mainly with cats and dogs, although she also cares for some hamsters and guinea pigs. Different types of shampoos and conditioners are used for different types of coats.

The whole philosophy behind the business is trying to create a virtually stress-free environment for the pets, said Fera, who is on the board of the Capital District Humane Association.

"We specialize in working with the pet owners and doing the best styles for both the breed and the owner," she said. Many customers prefer more durable, non-show cuts for their pets.

"I will do show cuts if people want them," said Fera. "I work with my clients. The pet is my client and the owner is my client."

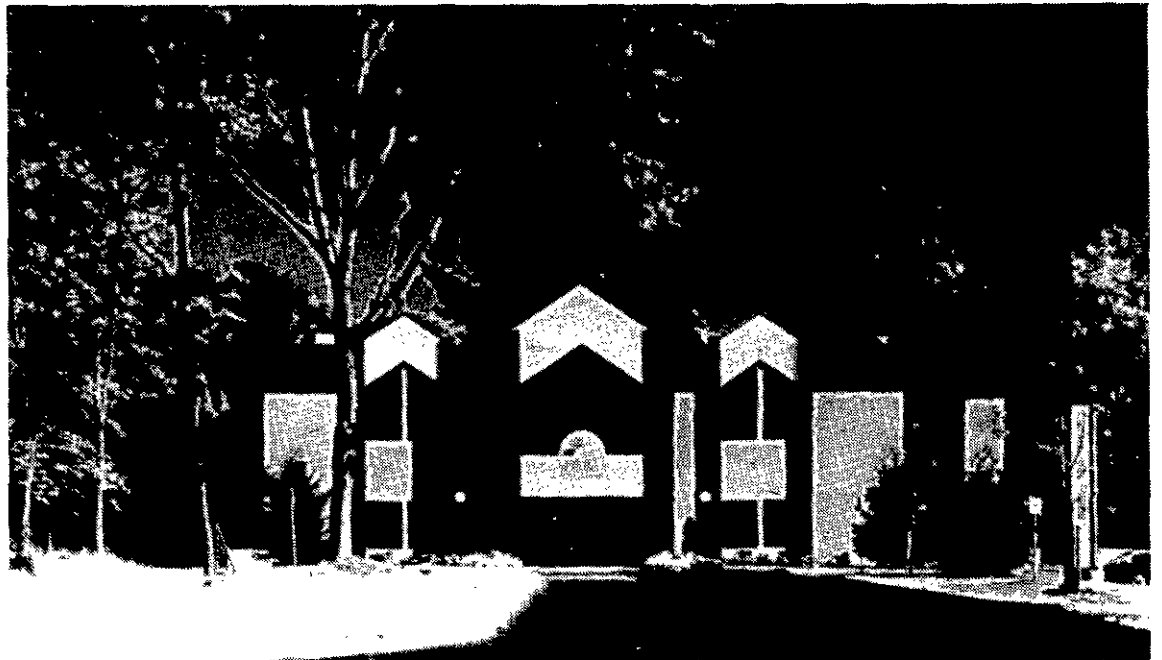
She said most dogs are groomed every six to eight weeks, while show cuts require more care.

Fera has been caring for some pets since they were puppies or kittens. "Most of the pets enjoy coming in," she said. "They're just like children — they don't like leaving their parents at first, but then they enjoy it."

When Fera took over the business in 1991, she was the only groomer. The business has since grown to include three groomers and an enlarged retail department. Pet Spas offers a number of one-of-a-kind gift items.

"It's more of a boutique-style store," said Fera. "You're not just buying something off the shelf."

Addiction recovery center



St. Peter's Addiction Recovery Center, located on Western Avenue in Guilderland, recently entered into an agreement that will provide Capital District Physician's Health Plan subscribers with a managed and coordinated system for accessing substance abuse treatment.

Harbrook helps homeowners let light in

By Donna Moskowitz

For 39 years, Harbrook has supplied the Capital District with windows and doors.

The family-owned business on 47 Railroad Ave. in Albany was started 1955 by Edward Brooks, and today his son Tom is in charge.

Harbrook is the area's largest dealer for Marvin windows and doors and also carries fine quality entrance and interior doors, skylights and even glass rooms such as greenhouses and conservatories.

Marvin, a Minnesota-based firm, is introducing a number of new products this year, Brooks said.

"The new line of doors is made

of composites for stability and strength," he said, although high quality hardwood entrance doors are also available.

And windows, particularly skylights, is one type that keep growing in popularity.

According to Brooks, skylights were not popular between 1930 to about 1980. But when the energy crisis occurred, people became interested in solar energy, and skylights have been popular ever since.

Harbrook was the first local company to sell European-style skylights, which are made of flat glass, open up like windows, and tilt into the room so that they can be washed.

When the Albany business first

started selling them, they were almost unknown. "Now every new home has them," Brooks said.

In addition to selling Velux, Marvin and custom-made skylights, the company sells "grand windows of interesting and unique designs."

Windows of all shapes and sizes, made of stained, beveled or leaded glass, are incorporated into entrances, Brooks said, and the company also has extensive experience doing historic work. The company has worked at the White House and been involved in museum reconstruction.

But the business still provides windows and doors for both "high-end residences" and typical one-family homes.



Knight-Kitchens®
of Albany, Inc.
"Originals in Fine Cabinetry"



- Exclusively Offering Knight Cabinetry
- Furniture Quality, Hand-Rubbed Finish
- Free Job Site Consultation
- Factory Installation Available



Village Square
Shopping Center

1770 Central Avenue • Albany, NY

518 • 452 • 3800



THE HEAT FLEET DELIVERS.

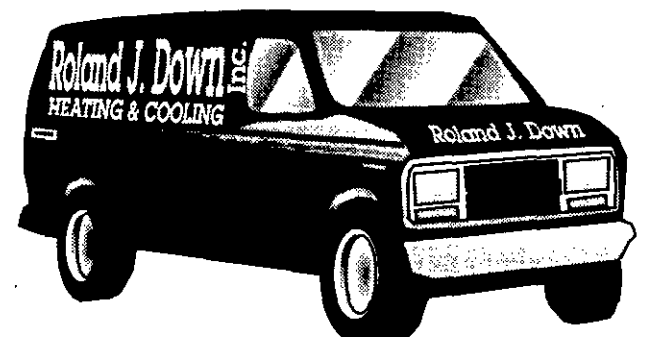
Will you be there throughout another northeast winter?

Now's the time to replace your old inefficient furnace with a new Carrier high-efficiency furnace, while taking advantage of savings from Roland J. Down. Instead of the usual one-year warranty, you'll get Roland J. Down's full Five Year Total Coverage Warranty...plus a free clean and check during the first year. And with Carrier Credit's "Six Month Same As Cash" program, you don't have to pay a dime for six full months if qualified.

Call Roland J. Down today for a free estimate, and stop second-guessing the weather!

Carrier

We're the Inside Guys!



Call

Roland J. Down Inc. 399-9126

After 62 years, Marshall's named 'People Pleaser'

By Erin E. Sullivan

Marshall's Transportation Center was founded in 1932 by Claude and Bill Marshall as a one-stall showroom with two service bays.

The family business, now owned by Claude's son Richard Marshall, has grown to include 25 service bays and a 25-car show-

and Jeep Eagles, and the service department is available for Subaru and GMC trucks.

Marshall's Transportation Center has also received national recognition for its service. People magazine named the business a "People Pleaser" award winner, and Marshall's has been Subaru's top-ranked customer satisfaction dealer four years in a row.

"Due to the addition of Jeep Eagle and GMC Truck to the existing Chrysler-Plymouth and Subaru franchises and GMC Truck, plans are under way to increase our showroom display areas," said John Sterrett, sales manager. "With the new Neon from Chrysler and the new Sonoma from GMC and the new specialty wagons from Subaru, this should be quite a busy year."

Marshall's is located on Route 9W, Ravena.

With the new Neon from Chrysler and the new Sonoma from GMC and the new specialty wagons from Subaru, this should be quite a busy year.

John Sterrett

room. It specializes in sales, service and parts and has a factory-authorized body shop, plus rental and loaner cars.

The center sells Chryslers, Plymouths, Subarus, GMC Trucks

Keystone builds on 20 years of professional reputation

By Corinne Lynne Blackman

Keystone Builders, Inc., who opened in 1973 as a small remodeling company, has turned into one of Delmar's largest professional firms specializing in design, building and remodeling.

Located on 196 Delaware Ave. in Delmar, Keystone takes great pride in its workmanship and nurturing a good reputation.

Owned and operated by Steve Bolduc, who originally started the company as a partnership and has watched it grow into a professional service of more than 13 employees including several experienced carpenters and other support staff believes the company's achievement is largely attributed to its performance.

"Our reputation is built by word of mouth," said Bolduc. "A good job goes a long way, and we do most of our work from reference."

The "impeccable" references accountant Lisa Conrad received from a friend prompted her to check out Keystone when she was planning to remodel and expand her Glenmont home.

"I was impressed by the presentation of the company," she said.

A user-friendly computer aided design system that allows many like Conrad to see the final product exactly as it will be is Keystone's newest feature this year.

"They showed me charts and compared to other contractors, their design fit," said Conrad.

"Our computer design capability is a favorable thing," said Bolduc. "Many are not used to seeing blueprints and a floor plan on a blue print means nothing."

With general remodeling costs

that can carry a hefty price tag, Bolduc discusses various prices with clients in order to determine what can and cannot be done. It's part of the process.

"We come up with an affordable cost, and it's helpful for us when we know where their budgets are."

Two bedrooms and a bathroom, several cabinets, a new furnace and a staircase later, Conrad's new home is, let's say, homier thanks to Keystone, and she says it was worth every penny.

With the many horror stories of incompetent contractors, Conrad was pleased she was not a victim.

"Service was everything. Their catering to their customers is impeccable," she said. "For the work they've done, I had no problem and as it turned out, it was cheaper for me to remodel than to buy a new home."

As well as the demand for building new homes, Keystone Builders has been swamped recently with requests for smaller jobs such as roof leaks and carpentry repairs.

To handle these tasks, Professional Handyman Services has been formed to take care of small job repairs. Bolduc will add another employee to the team because of the demand for handyman services.

But, like many businesses suffering from the effects of the economy, '93 was not easy for Bolduc.

"It was a tough year with the economy," he says. "People were sluggish and afraid to jump into things."

With the introduction of Handyman Services and a computer that can show it all, '94 looks hopeful.

Yury's young tumblers



Yury's School of Gymnastics, located at 49 Railroad Ave., Albany, has classes to suit all levels of gymnasts, from beginner to advanced. Shown are young gymnasts from the school, including front row, from left, Brittany Engel-Adams, Torie Kusel, Laura Novack; second row, Andrea Rosenthal, Mandie LaMella, Jaime Masterson, Andrea Burman, Tyne Taylor; third row, coach Yury Tsykun, Marina Novack, Erika Jones, Ashley Smith, Courtney McIlduff, Erica Moreland, Anya Engel-Adams, Katie Wagner and coach Cindi Stone.

You find it, we'll start it.



BX Series Battery
Priced from

\$49⁹⁵

w/trade-in of old battery

With some batteries, you might have to throw in the snow shovel right now.

But Motorcraft Tested Tough Batteries are undaunted by grueling winter weather. They're computer-designed for enhanced cold cranking power. Which means a quick start for your engine when you need it most. That's why Motorcraft Quality Batteries are original equipment in Ford-built vehicles.

This winter, give yourself some Peace of Mind.™ Put a Motorcraft Tested Tough Battery under the hood of your car or light truck.

Motorcraft

QUALITY PARTS FOR QUALITY CARSSM

AGAR AUTO PARTS, INC.

RAILROAD & DOTT AVE.
ALBANY, NY 12205

489-7416

Insurance firm uses technology as tool

By Michael Kagan

Don Schulz has been a long-time pioneer in bringing the latest technological advances into the insurance business. But while the computers have grown more sophisticated at his Nationwide Insurance agency, some things for him will always stay the same.

"We may be computerized, but we always deal in names, not numbers," he said. "Clients will never be a number as long as I'm in business."

For Schulz, who started his business out of his home 30 years ago, technology has been a tool for making insurance more, not less, personalized. In 1982, the agency became one of only 60 in the state to fully computerize. For

a family business mainly serving local families, the technology upgrade allowed complete computerization of entire insurance portfolios.

Now, 11 years later, Schulz is adding new technology again — portable lap top computers to allow the agency to bring more of the insurance process directly into clients' homes.

About the same time as its original computerization, the agency moved to its current location at 163 Delaware Ave. in Delmar. Serving mostly Bethlehem families, the business now includes Don's son, Doug and his wife, Mary Lou.

"The community has been decent to us, and we always try to be decent to the community. That's our motto," he said.

Schulz said he offers the full range of coverage needed by families, from automobile to home to business and life insurance. Approximately 70 percent of the agency's clients have multi-line coverages.

"That has been my objective for 30 years — to protect the families," he said. "Our objective is to deal with your family and protect your family through insurance."

Schulz said that working to ensure claims are paid promptly is a cornerstone of his business.

"What's most rewarding is when my policyholders have a loss, they're always protected," he said. "We recently had a fire, a total fire, and the family moved into their home within 100 days."

Embroidered emblems



Shirley Schenmeyer of Shirley's Ceramics and Gifts, 38 Hudson Ave., Delmar, recently added a new line to her ceramic business— custom computerized embroidery. Customers' designs, logos and art can now be processed by a computerized embroidery machine and stitched onto regular shirts, T-shirts, sweatshirts and other items. Elegant designs for evening wear can be embroidered with metallic thread by special order. Shirley's Ceramics offers green, porcelain and stoneware for customer finishing, and custom items. Classes are available for beginner and experienced ceramic artists.

Tole & Decorative Painting Classes

For Beginner To Advanced

WINTER CLASSES STARTING NOW!

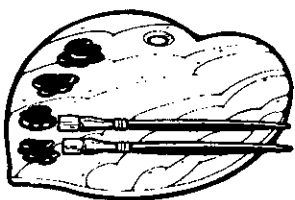
Next 6 week beginners course scheduled to start March 2nd

Areas largest selection of books and pattern packets.

We will custom order your hard-to-find wood pieces

Mon.-Fri. 10-4; Sat. 10-3; Call For Evening Hours

"Make Your Own" Lampshade Supplies **50% OFF**



Holidays, ETC.

Route 9, Just South of circle, Latham, N.Y.

785-7393

SEW NOW... SEW THE FUTURE

The Best in sewing

BERNINA 

Bernette

Sewing Machines and Overlock/sergers

S **INNAMON**
Sewing Machine
Service

KNIGHTS
Designer
Fabrics

265 Osborne Road, Albany, NY 12211 • 482-9088

Tues., Wed. 10-5, Thurs., Fri. 10-7, Sat. 10-3

Otto Oldsmobile success based on repeat business

By Michael Kagan

Otto Oldsmobile, Cadillac, Isuzu doesn't try to sell cars the way a traditional car dealership would and never has.

"We try to keep the business simple. You find out what the customer wants and then give it to them," said General Sales Manager Marty Friedman.

Since 1976, when Walter Otto opened his first dealership on Central Avenue where Albany City Honda is now, the focus has been on repeat business rather than short term sales, and that has remained the dealership's forte.

"It's about relationships that you build with your clients," Friedman said. "If somebody goes out and sells one product, it creates a sale, but it doesn't create a relationship. Nobody here forgets that their first responsibility is taking care of the customer."

Since Otto moved to its current

location at 1730 Central Ave in Colonie, the dealership has grown to become the greatest individual retail sale outlet in Oldsmobile's Eastern region, spanning from Maine to Georgia, including all of New York City and New Jersey.

Of those sales, 58 percent are repeat and referral customers, he said. "The common thread through all customers is that they're looking for a person and a company they can deal with and trust," he said.

To build that trust, Otto requires its employees to go through training programs. New sales consultants receive 10 days of training before meeting their first customer, and all sales people participate in three weeks of training every year.

Service technicians are trained for up to four weeks every year, and service consultants are trained for two weeks each year.

Planner offers insights on savings strategies

By Dev Tobin

Two investment stars of the 1980s, real estate and bank certificates of deposit, are in eclipse these days, so investment strategies must evolve accordingly, said Peter Luczak of Voorheesville.

A certified financial planner with Waddell & Reed Financial Services, Luczak said that the three percent return on CDs is minimal compared to the much higher returns available in bond and stock mutual funds.

But mutual funds, unlike CDs, are not guaranteed by the Federal Deposit Insurance Corp., so investors need to establish their own "personal comfort level with risk," Luczak said.

CD returns are so low now that "people are open to discussing other options."

Another trend he sees in finan-

cial planning is that baby boomers are now beginning to save in earnest for retirement.

His advice to baby boomers is to be "a little more aggressive in investing for long-term growth" and to "look at plans offered through their employers to generate tax-deferred retirement savings."

Now is the time for baby boomers "to do some hard thinking about what they'll have available for retirement and whether it will be suitable for the lifestyle they want," he added.

For some, early retirement as a result of corporate restructuring means that people "now have to come up with decisions about what to do with their IRAs," decisions that are better made with the advice of a professional, he said.

A Voorheesville resident,

Luczak is expanding his office on South Main Street because he sees a growing need for financial services in the Bethlehem-New Scotland area.

"I've expanded the office space, hired an assistant and am spending more time" in the Voorheesville office, he said. Waddell & Reed also has an office on Washington Avenue Extension in Albany.

In addition, Luczak teaches about financial planning in the Voorheesville Central School District adult education program and at Cooperative Extension and offers seminars for area employers.

Through Waddell & Reed, Luczak offers a full range of financial services, including CDs, annuities, mutual funds, IRAs, 401-Ks, and life and disability insurance.

Saab star



Peter Connolly, sales manager at Orange Saab at 1970 Central Ave., Colonie, shows off Saab's brand-new 1994 900S. The mid-size model has been selling very well since its November introduction, said Connolly, adding that the 900 will also be available in a coupe and convertible come spring. "Saab offers one of the best values for dollars spent in the car market today," he said.

Kitchen designer tops start-up expectations

By Michael Kagan

The first year and a half of operation has been kind to Knight Kitchens of Albany.

"It's gone better than what was expected for a start-up business," said Geoff Thomas, managing partner at the 1770 Central Ave., Albany, showroom.

"The cabinets we offer are exclusive to Knight Cabinets, which is near Rutland," he said. The showroom offers customized designs for "not only cabinets, but counter tops, appliances, sinks, faucets, installation and an experienced design staff."

With a small advertising budget, expansion of the business is dependent on recommendations from satisfied customers.

"A lot of our business is word of mouth stuff," Thomas said. "Some are from people in the area who I'd done work for when I was working out of Rutland. Just getting our name out is our focus."

The showroom will be expanded in the next year to add more displays, particularly of bath areas as well as some "new look" kitchen design styles, including French country and high tech, Thomas said.

Knight Kitchens will also begin offering full remodeling services this year.

"Hopefully by this time next year that will let people do truly one-stop shopping," he said.

He said customized designs help make the job interesting. "The challenge is enjoyable," he said. "The product is something there's always a need for and every job is individual, so it's never boring."

"It's not a cookie-cutter type of job."

AT HARBROOK, OUR PHYSIOLOGY IS TO FIT THE WINDOWS TO THE HOUSE, NOT THE HOUSE TO THE WINDOWS.

WE ARE SPECIALISTS, DEALING ONLY IN WINDOWS AND DOORS. WITH OVER 60 YEARS OF EXPERIENCE, WE KNOW HOW TO GET WHAT IS NEEDED... IN PLACE... ON TIME.

IF YOU ARE BUILDING A NEW HOME, OR REMODELING YOUR PRESENT HOME, WE INVITE YOU TO STOP BY OUR SHOWROOM.



HARBROOK

Fine Windows & Doors

47 RAILROAD AVENUE, ALBANY, NY 12205
TELEPHONE 518-437-0016

MARVIN
WINDOWS & DOORS

HOURS:
MONDAY THROUGH FRIDAY 8:00 AM - 4:30 PM
OR BY APPOINTMENT

IT'S COLD

and your furnace or boiler knows it. Your heating equipment has been running long, hard hours during this record cold weather and...

NOW

it is time to replace that old (15 years or more) energy eater with a **LENNOX** energy efficient system.

SAVE

on rising energy costs.

SAVE

on nuisance break downs.

SAVE

\$2000*

on **LENNOX** heating equipment.



"Dave Lennox"



LENNOX

D.A. BENNETT INC.

Since 1915 Trusted

"Quality lasts a long time" 439-9966

341 Delaware Avenue, Delmar

*Present this ad at time of sale. Good on qualifying Lennox equipment only. Offer good through March 10, 1994.

'Lawn babies' spread message of joy

By Michael Kagan

Christine Piel, owner of Announce It! of Albany, gives others the kinds of gifts she would like to get herself.

"I'm a mom myself," she said. "I know that when my kids were born I didn't think there were enough services to pamper the mothers."

So now that's what she does — pamper new mothers and all other deserving recipients. Since last spring, she's been delivering personalized gift baskets to mothers, retirees, birthday boys and girls (of all ages) and children in the hospital.

Her gift baskets, running from \$15 to \$60, contain whatever the gift-giver wants, from soaps, candles, chocolates and potpourris, to gift certificates for pizza, house cleaning, free dinners, and complete facials and make-overs.

"If you've just had a child, people bring you flowers and cards and that's all pretty and nice. But for moms, you deserve to feel special. You deserve to have a facial and a neck massage, to have your house cleaned, or just to have something

personalized," she said.

"Certain items I keep in stock, and other items, if somebody wants them in the basket, I'll go out and get it and keep it within your price range," she said. "For \$30, if they went out and shopped themselves, they couldn't get everything that I put in for the same price."

For sports fanatics, for example, she's delivered baskets with golf tees and tennis balls.

When people have a new baby, you see all the balloons attached to the mail boxes, and that's nice, but it's not an 8-foot baby.

Christine Piel

Her way of announcing events often makes a bigger impact than even her gift baskets. Her customers get to publicize their happy milestones with an 8-foot baby on their lawn holding a 2-foot by 2-foot personalized announcement balloon.

"When people have a new baby, you see all the balloons attached to the mail boxes, and that's nice,

but it's not an 8-foot baby," she said.

The "lawn babies," which can be rented in blue for boys or pink for girls, are popular for more than just birth announcements. They've held customized balloons with slogans such as "Nifty at 50," "You've Come a long way baby — happy retirement" and "Lordy lordy, look who's 40."

Piel designed the template for the babies herself and had a carpenter put them together. She and her husband Ted painted them by hand.

"Usually if it's a new-born, I put the announcement up at the house before the mother comes home from the hospital," she said. "Just to see the excitement of people's faces about everything is great."

"It's all great fun. I work out of my home and I've been everywhere," she said. "People like the personalization. All the occasions that I do are mostly happy ones and I get to be a part of that, and that makes me feel good too. I like making people happy."

To contact Announce It!, call 489-0215.

New home for old business



Butler & Brown Inc., a Delmar insurance center in business for the past 55 years, will move into new quarters at 203 Delaware Ave., starting on Tuesday, Feb. 22.

MARSHALL'S

62 years and still growing

See for yourself why Marshall's continues to be your Complete Transportation Center.

'93 IMPREZA All Wheel Drive Sedan

Auto. trans., full power, A/C, air bag
Only 12,000 miles.
Balance of factory warranty.
Go in the snow!

\$11,995*

'94 SUBARU LOYALE

All Wheel Drive, Full Power, A/C,
on demand all-wheel drive,
Over drive transmission, stereo radio,
Special paint, matts & flops.
Was \$14,154
Go in the Snow!

\$12,950*

'93 IMPREZA FWD Sport Wagon

Auto, A/C, Pwr. Windows, Pwr. locks,
Pwr. Mirrors, Stereo Radio,
Only 13,000 miles. Was \$14,698

NOW ONLY

\$10,290*



New '93 IMPREZA FWD Sedan

Auto trans., air bag, full power,
stereo, A/C
Was \$14,439
Winter Special

\$11,290*

New '93 IMPREZA FWD Sedan

Five spd., air bag, A/C, stereo,
pwr. windows & locks
MSRP \$13,633

\$10,690*

'93 PLYMOUTH GRAND VOYAGER

Light driftwood, Pwr. Steering, Pwr. Brakes,
Stereo, A/C, 7 Pass., AM/FM
24,000 miles. Previous Rental

Now **\$16,995***



'92 DYNASTY

4DR, white, auto, PS, PB, A/C,
stereo, Stk. #3P620,
Prior Rental - 23,178 miles.

NOW

\$11,995*

'93 LEBARON

4DR, blk. cherry, A/C, PS, PB, auto. trans.,
Power Windows, Power Locks, cassette,
"LE" Stk. #3PC29,
Prior Rental - 27,159 miles.

Now **\$12,995***

'93 LEBARON "CONVERTIBLE"

Loaded, V6, full power, sharp, auto, white,
Stk. #3PC59

\$15,995*

'93 CHEVY S10 PICKUP

Only 4,000 mi., Tahoe Package, Auto., 7 1/2' box
Deluxe 2-Tone, 4.6 V6

Now Only **\$10,495***

'92 CHEVY "WORK TRUCK" C1500

4.3 Liter V6, Auto. Trans., Pwr. Steering,
Box Liner, 24,000 mi.

Reduced to **\$11,995***

'93 CHEVY C1500 EXTENDED CAB PICKUP

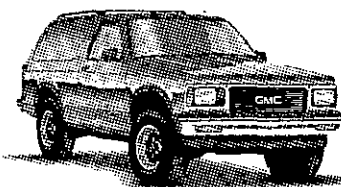
Silverado Package, Loaded,
43,000 mi.

Now Only **\$14,795***

'94 GMC JIMMY 2-DOOR

4.3 V6, 5 Spd., tire carrier, 2-Tone, "SLE" trim,
cassette, tilt, speed control, lugg. carrier
MSRP \$21,691

Now **\$18,495***



'90 VW GOLF SEDAN

49,000 mi. A/C, Sharp

Reduced to **\$5,995***

'91 SATURN LS

2 Door, Auto, A/C, 51,000 mi. Like New!!
Was \$11,995

Now **\$10,495***



'91 CHRYSLER 5TH AVE. MARK CROSS

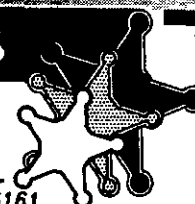
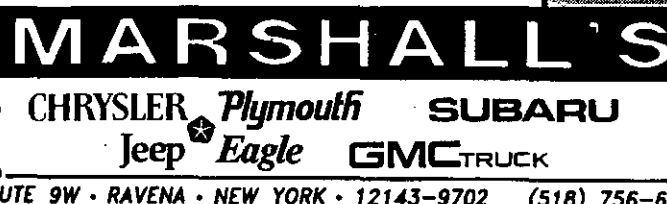
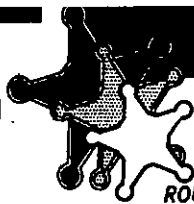
Champagne, only 35,000 mi. Loaded with Luxury!

Reduced to **\$13,495***

'91 TOYOTA CAMARY LE

Auto, P. Sunroof, Loaded with extras.
62,000 mi. Priced to move!!

\$10,990*



ROUTE 9W • RAVENA • NEW YORK • 12143-9702 (518) 756-6161

*Excludes Sales Tax and MV Fees. Includes all Factory Rebate Reductions and/or Dealer No Trade Discounts.