



# Pataki: New millennium will renew New York's destiny

By Gov. George E. Pataki

*The following has been excerpted from Gov. George E. Pataki's 1997 State of the State address.*

Exactly two centuries ago, in 1797, Albany became the Capital of the greatest state in the nation.



Fourteen years earlier, George Washington came to New York and stood in awe.

He predicted that this state — our state — was destined for greatness.

Using the turn of the century to shape the tone of the future, those who met here for the first time in 1797 set out to fulfill that prophecy.

Today, two hundred years later, we stand at the edge of a new era, a new century and a new millennium.

There is only one way to enter this new era. We must go roaring into the next century — bold, confident and determined — accepting every challenge that comes before us.

When future generations look back at this period in our state's history, they will recall these as the years when hope prevailed over fear, when confidence prevailed over cynicism, when freedom prevailed over bureaucracy.

They will know these as the years when the Empire State — led by the irrepressible spirit of its people — roared back to life and laid the foundation for a brighter future.

The past two years have prepared us well for our passage into the 21st century.

A great shift of power has taken place — from the government back to the people. And because

this historic transfer of power has taken place, the future of our state is in good hands. It is in the hands of the people.

Today we have a government that knows its mission, knows its limits and knows its master. Today we have a government that reports to the people, instead of a people who report to government.

Today, our state leads the nation in areas where — just two short years ago — we were dead last.

Just two years ago, New York led the nation for having the highest tax burden of any state on its people. Today we lead the nation in cutting taxes.

Just two years ago, New York led the nation in job-killing worker's comp rates. Today, we lead the nation in reducing those rates.

***The legacy you and I are creating lies in the things that unite us, not the things that divide us. Future generations will reap the benefits of our ability to find common ground.***

The past two years have shown what we always knew to be true: That by cutting taxes and returning economic power to the people, we can create a stronger economy that produces more new jobs.

And that's what we did. We promised to cut taxes in 1995. We did.

We promised to cut taxes in 1996. We did.

We promised to cut taxes this year. We've not only done that, we did it three months early. Just seven days ago, the third phase of our three-year income tax cut became law.

This week, New Yorkers will open a paycheck that is bigger

than it was the week before.

On their pay stub is a box marked "state tax." It is the amount of money state government takes from its people.

This year, last year and the year before that, we returned more of that money to the families who earned it.

This year, we are returning nearly \$4 billion to New York families.

By the end of this year, these same families will have saved \$6.5 billion that used to go to government.

By cutting taxes, reforming worker's comp and eliminating destructive regulations, we have helped to create a stronger economic climate that produces new jobs for our people.

Each of these jobs holds out new challenges, new hope and new opportunity for a family in Niagara Falls, Newburgh or New Rochelle.

After more than a decade of taxing and regulating jobs out of our state, New York is truly changing its ways.

In the 21st century, I see a New York that's alive again with the bold spirit that inspired a bank clerk named Eastman, from Rochester, to revolutionize the world through the magic of photography at the turn of the last century.

In the 21st century, I see a New York that attracts the best and the brightest.

In the 21st century, I see a New York where businesses and employees move onward to a brighter future in a state that shuns no challenge, accepts no excuses and sets no limits.

In the 21st century, I see a New York where commerce is robust

and jobs are plentiful. It's a New York where every family and every child is fortified with the sense of hope and opportunity that comes from an invigorated economy that produces good jobs.

I see that New York. And the people of New York see it too. New York has one destiny, and it is greatness.

The legacy you and I are creating in the things that unite us, not the things that divide us. Future generations will reap the benefits of our ability to find common ground. But more importantly, they will benefit from our willingness to do what is right.

Because in New York, a brighter day is always on the horizon.

One hundred years of new history is waiting to be written. Let us work together so there's no question about what will be written.

That these were the years when New Yorkers regained their freedom and reclaimed their government ...

That these were the years when the entrepreneurial spirit thrived, and the people thrived with it ...

That these were the years when the flames of hope roared uncontrolled in a state governed by the people ...

That these were the years when New Yorkers roared into the 21st century ready to fulfill their destiny.

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## Bethlehem chamber looks to promote local business

By Joshua Kagan

Bethlehem Chamber of Commerce hopes to expand its Bethlehem First project in the coming year to encourage more residents to shop at local stores.

"The big thrust for us is to encourage people to shop locally," chamber President Marty



Marty DeLaney

chamber fails, the person receives a prize.

The chamber also recently chose the 1997 officers of its board of directors. They are: DeLaney; Cathy Griffin of Prudential Manor Homes, chairperson; Frank Venezia of Marvin & Company CPAs, vice chairperson; Doug Shanley of Delmar Auto Radiator, secretary; Elaine Loder of Tri-City Beepers, treasurer; and Greg Turner of Burt Anthony Associates, past chairman.

The officers are currently planning the chamber's 40th anniversary celebration and its annual dinner.

The chamber will honor the Citizen of the Year and Business Person of the Year at the dinner, slated on Friday, March 7, at Albany Country Club on Wormer Road in Guilderland. Benita Zahn, a Bethlehem resident and News Channel 13 co-anchor, will be mistress of ceremonies.

DeLaney said the dinner will kick off the chamber's year-long anniversary celebration.

The celebration will focus on individuals and businesses who were part of the chamber's beginnings and will include some "surprises," she said.

## Albany-Colonie logs remarkable year

By Wallace Altes

The year just concluded was a tremendous one for the Albany-Colonie Regional Chamber of Commerce. It was a year during which many milestones were reached.

Among the noteworthy accomplishments were:

- The 2,500th member joined the chamber in November, making the chamber the third largest in New York state, behind only Buffalo and Rochester. The now more than 2,500 members represent 75,000 individuals who receive the benefits of their employer's membership.

- Economic development efforts resulted in the creation or retention of more than 1,200 jobs in Albany County during 1996. Many new businesses opened during the year with chamber

assistance, and 64 loans were made through the chamber's loan funds.

- The Capital Region Re-employment Center helped more than 19,000 displaced workers identify employment opportunities in the Capital District.

- The chamber's monthly newsletter, *Visions*, now reaches nearly 5,000 individuals each month, many of whom report they share it with three or four others. The newsletter received a 1996 APEX Award of Excellence, sponsored by the editors of *Writing Concepts: The Business Communications Report* for communications professionals.



Altes

- Capital Leadership, a program which seeks, educates, involves and sustains outstanding individuals who are committed to address community challenges and improve the quality of life in the region, celebrated its 10th year. More than 300 people have graduated from the program since its inception in 1986.

- The chamber administered more than \$7 million in health insurance premiums for 1,005 member companies, representing 3,045 subscribers and covering 8,200 people.

As it enters its 97th year, the chamber continues to focus on enhancing the business climate and quality of life in the region for the benefit of its many members and the community at large.

Altes is president of the Albany-Colonie Regional Chamber of Commerce.

**Bethlehem Bucks is an incentive for people to patronize local business. As more and more people get prizes, people will see that shopping locally has some perks.**

Marty DeLaney

DeLaney said. "This is a fun, upbeat way to remind people to shop locally first."

DeLaney said the chamber is planning several promotions designed to convince people to shop in the town of Bethlehem.

"One of the biggest things in '97 will be Bethlehem Bucks," she said. "The more often people shop locally the more chances they have to win a prize."

Bethlehem Bucks can be picked up at various stores in Bethlehem and can be entered into monthly drawings for prizes.

"Bethlehem Bucks is an incentive for people to patronize local business," DeLaney said. "As more and more people get prizes, people will see that shopping locally has some perks."

The chamber is planning "Stump the Task Force" — a contest that rests on the premise that almost any item can be purchased in Bethlehem. Residents can ask the chamber's Bethlehem First Task Force to locate an item. If the

## Latham chamber continues to grow

By Tom Murnane

It could be said that Nancy Kruegler is the Latham Chamber of Commerce.

After all, she has served as the organization's director since the its creation in 1985, and has seen it grow from 40 members to more than 600 members today.

Kruegler, however, will say that it is the commitment of her members that makes the chamber a successful advocate for businesses located within the town of Colonie.

That emphasis on helping local businesses — particularly chamber members — and improving the quality of life and the economy of the town is the chamber's greatest strength, she said.

One of the biggest changes during the last dozen years is in the services the chamber offers members.

"Once upon a time, a chamber would provide health insurance and that was pretty much it. Now we offer discounts on car insur-

ance, disability insurance, telephone service," Kruegler said.

She also finds that businesses large and small are seeing the wisdom of getting involved in chamber work and serving on one of the chamber's committees, including membership, transportation, community enhancement, economic development, government relations and women in business council.

Through her work in the chamber, Kruegler said she believes

the town's business climate is a strong one, with a healthy retail, restaurant and office base, combined with a relatively low tax rate.

But if there were areas that need attention, Kruegler said it would be in trying to find a better balance of the types of business.

"We have enough restaurants and retail, but we should have more emphasis on high technology firms that offer higher paying jobs," she said.

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# Bethlehem must look to steady business growth

By Sheila Fuller

The town of Bethlehem is regarded by many people as one of the most desirable places to live in the Capital District. We are blessed with a town government that prides itself on its programs and services, good recreational facilities, a low crime rate and an excellent school system.



Fuller

These good things that help make life here more rewarding and are available to our residents at a reasonable cost only because we have a healthy mix of business and private property owners that constitute our tax base.

If, however, we are to maintain the quality of programs and services that residents have come to expect and demand, as well as a quality school system, we must have a steady and sustained economic growth.

Without a continuing healthy business and industrial climate that generates an expanding tax base, the cost of meeting the requirements of a burgeoning population will in time begin to weigh more heavily on residential property owners.

In late 1994, Bethlehem school Superintendent Leslie Loomis sounded an ominous warning. He said that residential development

alone was not sufficient to generate the revenue necessary to adequately support a growing school system, and unless there was increased commercial and industrial development in the town, school taxes would rise significantly.

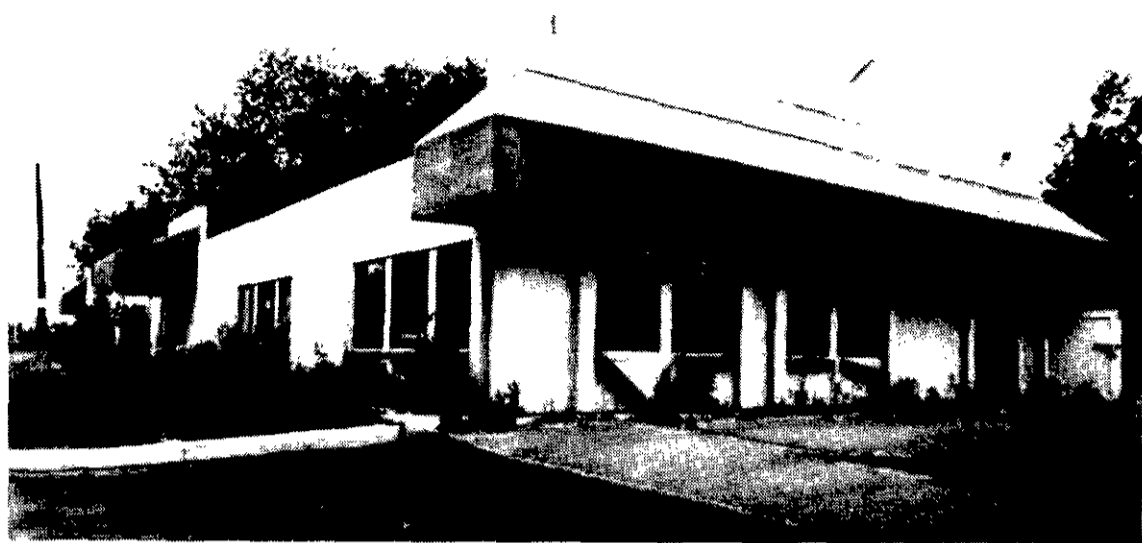
Loomis' caveat came as no surprise. For some time now, town government has been acutely aware of the need to generate additional economic growth in order to sustain an ever-growing demand for increased services and new programs, and to protect residents — especially those living on fixed incomes — from the potential of higher property taxes.

It has not been an easy task. Despite vigorous efforts by the town and its economic partner, the Bethlehem Chamber of Commerce, progress has been slower than we would desire, and can be measured in steps rather than by leaps and bounds.

Part of the problem stems from New York's longstanding negative image among the leaders of business and industry. They view our state as one with high taxes, a poor business climate and countless and confusing regulations.

In the past two years, state and local government officials labored mightily to reverse this perception. Business taxes have been lowered, antiquated and cumbersome regulations have been eased or eliminated and New York state has become more business friendly.

Now we are starting to reap



This long vacant property on 55 Delaware Ave. in Elsmere will soon house a Hoffman's Car Wash and Jiffy Lube, a welcome sign for business in Bethlehem, according to Supervisor Sheila Fuller.

some of the benefits of those labors: Benefits measured in the influx of out-of-state corporations and the increased expansion and development by existing ones.

There have been gains here as well. As we embark on a new year, Bethlehem residents can look forward to a new and modern Price Chopper supermarket which will anchor a shopping center on Route 85 in Slingerlands. The Price Chopper center will also include an Albank branch, a medical building and several other retail establishments.

Also scheduled to begin operation in 1997 is a Hoffman Car Wash and Jiffy Lube facility on Delaware Avenue, a much-needed new day care facility in Selkirk and a new restaurant at the old Brockley's location at the Four Corners in Delmar.

In recent years, many small businesses, once the backbone of a community such as ours, have fallen on difficult times.

Competition from nearby malls and the proliferation of large discount stores have forced family-owned enterprises to cut margins of profit to the bone in order to

keep up or, in all too many instances, to shut down.

If small businesses are to succeed, they require not only the strong support of town government, but also enthusiastic and dedicated patronage from our residents.

How far Bethlehem will advance and prosper economically in the future may greatly depend on how receptive we as a community are perceived by business.

If we are to remain in a competitive position to attract the new business and industry necessary to sustain and improve our tax base, we must conduct ourselves in a reasonable manner.

Town officials at the same time are obligated to determine that all questions regarding health, safety and pollution hazards and their impact on our community are addressed fully and fairly and answered to our complete satisfaction.

To do otherwise will be to send a strong and unmistakable message throughout the business world that Bethlehem is a negative community, and that industries — even ones that may have

passed the test of responsibility — aren't welcome here.

The area's previously dormant economy is beginning to come alive. New industry is moving in, and many more are expected to follow suit.

Our strategic location right off interstate highways and major rail systems and our considerable assets — including the plentiful availability of water at a reasonable cost — make Bethlehem attractive to business and industry.

In an era of intense competition between states, counties and communities to attract economic development, these assets can not be squandered.

The town of Bethlehem is dedicated to marketing the commercial and industrial areas of our town in order to hold the line on taxes, offer our people greater employment opportunities and gain new customers for our many local businesses.

If Bethlehem is to grow and prosper — as it must — we can not be deterred from achieving these goals.

Sheila Fuller is supervisor of the town of Bethlehem.

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# Brizzell looks at Colonie's future

By Mary E. Brizzell

Since becoming supervisor, I have had the good fortune of leading the town during a time of positive change and steady progress with the cooperation and assistance of other elected officials.



Brizzell

These include the town board members, our county legislators, town department heads and employees, all working hard to provide a level of government that all of Colonie can be proud of.

The town residents and business owners whether with a constructive comment, or a complaint for my attention, or just stopping by my office to say hello or offer a kind word, have also helped me to do my best to manage this town.

The underlying philosophy of my administration in conducting the affairs of the town in a business-like approach. This means continuing to look at expenditures, working at finding new and innovative ways to generate revenue, and making sure that the first-rate services town residents expect will not only be maintained, but improved.

This means we need "to do more with less."

To achieve this overall objective, we had two main goals for 1996:

1) to continue to maintain a stabilized tax rate (no tax increase) and possibly provide a tax decrease; and

2) to consolidate certain town departments (i.e., engineering & planning, water, sewer, highway and environmental services) to provide more efficient services with a decrease in expenses.

We have exceeded our expectations by being able to provide an 8.5 percent property tax decrease for 1997 as well as creating a Department of Public Works, implemented on Jan. 1.

I am eager to confront the challenges of 1997 and beyond. I say beyond because in three short years, the year 2000 will be upon us. Therefore, we must plan not only for this year, but for what is to come as we enter the 21st century.

In this regard, I have established a plan entitled, *Colonie's Future—Onward to the Next Millennium* with a set of goals to:

- Follow through with the implementation of the town of Colonie Department of Public Works and make sure that this department results in a benefit to town taxpayers.

- Continue to maintain a stabilized tax rate (no tax increase).

- Continue to achieve the goals set forth in the town's five-year Capital Improvement Plan. This plan will be used to guide the town into the year 2000 in regard to not only maintaining, but improving, the town's infrastructure.

- Balance economic development in the town with the needs of

the residents.

- Work with the Colonie Industrial Development Agency to develop opportunities and incentives for individuals and/or corporations to start or expand businesses within the town.

- Assist business developers with the town's somewhat complex planning process by making it more user-friendly (planning and economic development) and, with the assistance of local developers and businesspersons, attempt to find ways to streamline the town's site plan review process.

- Continue to expand the town's computer capabilities.

- Continue to support youth sport activities by accomplishing the goals set forth in the four-to five year Mini-Capital Projects Plan town officials have established, which prioritizes 11 proposals submitted by various youth groups.

- Maintain and improve the quality of life in the town with my personal commitment to providing town residents increased cultural activities and events.

It is important to remember that the most important goal I can accomplish as supervisor in 1997 is to be able to maintain a strong open-door policy with the residents and business owners of the town.

This rule has helped me immeasurably in 1996 and will undoubtedly assist me again as I look forward to the challenges that lie ahead in 1997 and onward into the next millennium.

Mary Brizzell is supervisor of the town of Colonie.

# New Scotland expects to finish water district

By Herb Reilly

The town of New Scotland made progress in several important areas in 1996, and will continue to work for improvements in those areas and others in 1997.



Reilly

## 1996 projects

- The Northeast Water District, which will provide needed water service to more than 100 households, is under construction and on budget. Easements were obtained for the wellfield and transmission line.

- The Font Grove Water District became part of the town system, plus three new parcels were added. The capital costs will be paid off in five years.

- Town hall rebuilding, which will double the size of the facility, was started and is now 95 percent complete. A handicapped-accessible door has yet to be installed at the front entrance. All departments are now under one roof and are served by a state-of-the-art phone system.

- The town assessor started the revaluation update and inspected many properties throughout the town.

- Building department personnel resolved a very difficult zoning problem on Clipp Road in a satisfactory manner.

- The planning board resolved the "storage shed" issue.

- Highway department personnel have been working diligently to try to repair damage from last year's winter storms. The town also purchased a new \$135,000 Grad-all.

- The supervisor's office is working smoothly. There is much more room for the storage of records in the new town hall. The new accounting program and computer are a big improvement over the previous system.

## Prospects for 1997

- The Northeast Water District will be providing water to residents of Orchard Park, Forest Drive and environs.

- The highway department will have a new truck and plow.

- Road and water improvements have been accepted conditionally. Construction of several new homes is expected.

- There is a plan to network the town clerk's office with the supervisor's. The clerk will have her office computerized for the first time.

- A renewed effort will be made to bring water to Wormer/Normanskill Road area and Krumkill Road.

- The planning board will complete its review of the town zoning law and recommend changes to correct previous oversights.

Herb Reilly is supervisor of the town of New Scotland.

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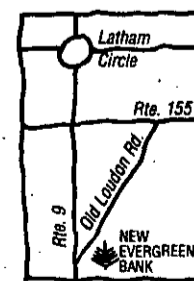
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Ken Herr, chief operating officer, left, and Dan Gonzalez, controller, of Excelsior Credit Union on New Karner Road in Colonia, look over plans in front of the office, where a new ATM machine will soon be installed. A nice feature of the ATM is that there will be no surcharge — even for other banks' customers for using it, in keeping with Excelsior's philosophy.

Constance Pakatar

## AAG girls take technology odyssey

Walking down the middle school wing at Albany Academy for Girls, it is a common sight to see a teacher wheeling one of two wooden carts on casters from one classroom to another. Each custom-made cart provides eight students access to four laptop computers and can be used in every classroom.

Freeing technology from the confines of the computer lab moves the school closer to its goal of integrating technology into every discipline. In the first phase of its long range technology plan, the academy has upgraded hardware, supported teacher-created pilot programs and funded professional development.

With the Odyssey Project, the technology program is infusing the middle school with "a hands-on interdisciplinary, and technologically challenging curriculum," said academy technology coordinator Susan Mumford. "We designed the Odyssey project for sixth-and-seventh-graders because at this age, girls are most technologically curious and confident."

The academy received \$25,000 from the Nynex Foundation to support program development, software, and laptop computers

for the Odyssey Project. The grant was one of the top financial awards given at the 1996 Nynex Excellence in Education Awards.

"Time is our biggest constraint," said Mumford. "Technology develops so quickly that we can't possibly know what will be out there when these students are entering the work force. What we can do, however, is develop their global knowledge and expose them to as much technology as possible now so that they can, with confidence, continue to learn, apply, and take advantage of these incredibly powerful tools."

Odyssey includes a team of teachers who are developing and implementing curriculum in all disciplines through units of approximately four weeks. Themes include global issues, the environment, the city, and government elections.

In the government unit, for example, students developed a survey to find out what voters hoped to see President Clinton accomplish in his second term. This involved creating questions covering a variety of issues (including taxes, immigration, welfare reform, and foreign affairs), identifying a random sampling of people to survey, conducting a statistical

analysis of their data, and selecting an effective way to disseminate their results.

Throughout the process, students worked with subject area teachers. Science teachers helped fine-tune questions on the environment; math teachers guided girls through statistics; and social studies teachers aided students in interpreting results.

At each step, the rolling laptop carts were moved from room to room. The computers were used to quickly edit survey questions, to develop statistical graphs, to access the Internet in search of survey respondents or to post their results.

Because this is a new project, students and teachers keep learning logs, and it is hoped that Odyssey will become a model for programs in the primary and upper school grades as well.

In another significant step forward, the academy is launching a capital campaign to establish a variety of endowments and make substantial building improvements, including new science labs and a new media center. The media center will house the school's libraries, technology equipment, and have specially designed work spaces.

## ESPI makes office art worth looking at

By Joshua Kagan

Art can spruce up any office. But Dave Sheedy hopes such art doesn't always come in the form of a poster on a wall.

Sheedy, who began ESPI Productions last year, makes limited-edition, hand-made resin sculptures of virtually anything his customers want.

"What I want to do is make people think about what art is. I'm trying to bring the idea of art off the wall," Sheedy said. "Art can be something you can look at from 360 degrees. It can be something you can touch, not just something that hangs on a wall."

Sculptures cost \$30 to \$300 and

an average work costs \$120, Sheedy said. He said the most popular subjects have been cartoon characters, especially X-Men, characters from horror movies and Star Wars characters. He also does original work.

"There's a very big push for 'Star Wars' right now with the new movies and movies being re-released," said Sheedy.

ESPI Productions has grown since its inception and now employs several people when business is especially heavy.

"I started in 1996 as a hobby, and it's turned into a possibly very lucrative business," Sheedy said. "I've gone from a one-person operation to a business with four

people."

In the last four months, Sheedy has tripled his product line and now has more than 30 model kits. Although most of his customers are from the Capital District, he has a worldwide mailing list and has many customers from the Midwest and the West Coast. He said he plans to send out a color catalogue and set up a World Wide Web page this year.

Sheedy became interested in resin models at a convention where he met a sculptor.

"He started me working for him," Sheedy said. "I decided that upon graduating from college, I would start my own business."

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## Renaissance woman



Christine Grattan, co-owner of Renaissance Floral Design on 467 Albany-Shaker Road in Loudonville, shows off some of the shop's unique offerings and unusual gifts made of ceramic, glass and iron and stone garden ornaments. Grattan co-owns the store with David Schmidt.

Constance Pakatar

## Good Sam expansion moves ahead

By Joshua Kagan

Good Samaritan Homes' expansion and renovation is moving ahead and the first phase of the project, a new 67-bed adult home, is scheduled to open for residents around the beginning of March.

"There are a lot of people who would like to stay in town because they've lived here or their families live here," President and CEO Lee Borman said. "We know there's a lot of need for this out in the community. This goes hand-in-hand with the town's 10-year plan for seniors."

Good Samaritan is raising money toward the \$14 million project. So far, "We're on target as far as our goal," Borman said.

The second part of the project includes building a new 40-bed

addition to the nursing home. Twenty of the beds will be used by new residents and the rest will be used, at least temporarily, by residents currently living in areas of the facility scheduled for renovation.

The 67-bed adult home is located at Good Samaritan's Delmar campus at 125 Rockefeller Road. It will replace Good Samaritan Lutheran Home on Madison Avenue in Albany. According to the Good Samaritan Homes Campaign Steering Committee, building the new home is cheaper than renovating the old one, and the new home will suit residents better than the Albany facility, which was built in the 1930s. Borman said it will be an "assisted living" facility where residents are helped with tasks

they can no longer perform, such as cooking and cleaning.

"Adult-care facilities are more home-like than a nursing home because they're less clinical," he said. "An adult-care facility is more recreation and socialization oriented."

Borman said such facilities also relieve some of the stress placed on nursing homes.

Good Samaritan is also planning an open house in the adult home in order to raise money for the expansion project and to aid future program development. Such programs would include home health care in the assisted-living facility, day care for seniors, an intergenerational day care program and programs for patients with Alzheimer's disease.

## Financial firm offers personal touch

By Joshua Kagan

Griffin Financial Services, a small company at 4 Normanskill Blvd. in Delmar, offers clients personal service large competitors can't.

Scott Griffin opened the business last year after five years in the investment field. One reason he started his own business was to offer more flexible service than large companies.

"I'm able to offer better products and services without being tied into a large hierarchy of management," Griffin said. "I'm able to offer clients what they need instead of what they're told they

need."

Griffin strives to educate his clients on their investment options and to find an investment plan customized to their needs.

"Being brought up in a household where my father was an educator taught me the value of helping to educate people how and where to invest," he said. "I educate every investor, so together we can reach a plan that suits their needs."

"I know the large firms didn't focus on that in the past," Griffin said. "It's very important for young and old. It helps them understand what they're getting into and

where they want to go."

Griffin was surprised by how strongly his business got off the ground in 1996. He said his business expanded by 20 to 25 percent and he was able to move into a larger office.

"It was a pleasant surprise," Griffin said.

He said he hopes to continue that growth this year and possibly hire several employees. He said he also is considering establishing a site on the World Wide Web. He said he would use it to discuss investments from a customer's perspective rather than tout his own accomplishments.

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# Long-term care sees '97 boom

By Joshua Kagan

An effective marketing campaign and growing awareness among the public makes Kevin Johnson, president of New York Long-Term Care Brokers, expect 1997 to be a "tremendous" year.

"We hope to have twice as much business," Johnson said. "We see nothing but a bright future in '97."

Johnson's business, which is now five years old, moved into a new building at 11 Halfmoon Executive Park in Clifton Park, which is four times larger than the previous location, in December.

Long-Term Care Brokers has expanded and now serves people in other states, in addition to local customers.

Long-Term Care Brokers represent nine insurance companies. Since the business is not tied to any one company, it can offer better service, according to Johnson.

"Most companies just represent one carrier," he said. "They have to market just that company's prod-

uct, while we have objectivity because we don't represent just one. We can show our customers, based on their age and circumstances, which company is best."

Using a computer program, Long-Term Care Brokers can take information about a customer and create a one-page printout that compares the cost and services of various companies.

"It makes shopping for insurance painless," Johnson said. "Instead of sitting down with eight insurance people to get their rates, we do that for them."

The growth of the New York State Partnership Plan has encouraged many people to buy long-term health insurance, Johnson said.

Under the plan, which was established in 1993, individuals who buy three years of long-term coverage are covered by the state once the plan ends. The partnership plan protects individuals' assets if they have any health problems.

"It's a tremendous benefit for people to take advantage of," said Johnson. "The only other way to get unlimited asset protection is to buy an unlimited plan."

New York is one of four states that has such a partnership plan, Johnson said. It lowers state Medicaid costs because private insurers pay for patients' care during the first three years of the plan.

Long-Term Care Brokers also provides free speakers to discuss health care with any group. Its speakers do not try to sell a particular policy, Johnson said, but inform people generally about the benefits of long-term insurance.

Johnson said one year of nursing home care can cost \$60,000 to \$70,000.

"That can bankrupt people pretty quickly," he said. "Statistically, if you're not insured, you're risking your financial future. Most people would rather their assets go to their family rather than into the Medicaid system."

# Knox gallery contains unique treasure trove

Many items one of a kind

By Joshua Kagan

Nestled in the village of Knox is one of the country's finest collections of hand-made music boxes, porcelain and art from around the world.

Gudrun Bellerjeau, owner of Pleasant Valley Exquisition at 300 Pleasant Valley Road in Knox, carries some of the highest-quality and rarest items in the world at reasonable prices. This mix led to a prosperous year in 1996.

"I had a lot of new customers from everywhere in the United States. They have heard of the quality and fabulous selection of our gallery," Bellerjeau said. "The shop is not only the finest in the area, but one of the finest in the country."

Pleasant Valley is the exclusive representative in the Capital District of hand-painted Herend por-

celain, Rosenthal's Versace dinnerware, Ray Tracey's American

**I had a lot of new customers from everywhere in the United States. They have heard of the quality and fabulous selection of our gallery. ... The shop is not only the finest in the area, but one of the finest in the country.**

Gudrun Bellerjeau

Indian jewelry and all sorts of other "absolutely gorgeous things," Bellerjeau said, including hand-inlaid furniture, lithophane lamps and porcelain sculptures.

She offers more than 100 music boxes, all by Reuge, a Swiss company. Reuge made 99 bicentennial boxes in 1996 to celebrate the 200th anniversary of the invention of music boxes and five were earmarked for the United States. Three of those were claimed by museums; two are reserved for Pleasant Valley. One is at the gallery now.

"The shop really is a museum, but you can take things home," Bellerjeau said. "This is the only shop in the area that represents these things. The various firms are very selective about who represents them."

Bellerjeau is especially proud of her selection of porcelain. Pleasant Valley was recently selected to sell Meissen porcelain, which is "absolutely the finest porcelain in the world," she said.

Meissen is hand-made hard porcelain. Hard porcelain is made from higher quality raw materials and is fired at a higher temperature, causing it to last longer and is pure white, which is generally preferable to off-white, she said.

"China will fall apart," said Bellerjeau said. "Hard porcelain is more durable. You will never get any age crackling."

A five-piece setting of Meissen porcelain starts at \$250, Bellerjeau said. "You can easily spend \$300 on a place setting of inferior china," she said.

Pleasant Valley is also the only local representative chosen by Guiseppi Armani, an Italian sculptor, to represent his "Masterworks," a series of sculptures, Bellejeau said. More than 100 porcelain sculptures are in stock, Bellejeau said.

The quality of Pleasant Valley's merchandise is coupled with its service. Bellerjeau has 30 years of experience and has lectured around the world.

"I take time for my customers," she said. "I can tell them what is better and why it is better."

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# Make your party picture perfect

By Katherine McCarthy

Tony and Nancy Miani are in their 30th year in the rental business. If they decide to have a party to celebrate, they only need to look into their storeroom for the tables, chairs, linens and tableware to furnish the event.

The Mianis own and operate About Town Party Rentals & Balloons and A to Z Rental Center at 1252 Central Ave. in Colonie.

Nancy Miani, who got active in the business after her four children were grown, said it was a struggle at first to get people to realize what rentable items were available.

"At first, people thought all we had was tools," she said.

Even now, she said, people don't realize the full extent of what can be rented from the Mianis' business.

His own need for tools was how Tony Miani got started in the business.

"My husband is a do-it-yourselfer," Nancy Miani said. "A lot of times, he'd be working on a home project, and not have the right tool to finish it."

Eventually, he turned his wish to be able to rent the tool and not have to buy it into a thriving business.

"We still rent tools," Miani said, "as well as things people might need short-term, if they're traveling or having guests, like cribs, rollaway beds, and high chairs."

The party rental business began to blossom about 12 years ago, when catering for residential and office parties became more popular.

That's about when Miani reentered the business, building up the party side of it. At the time, they had service for 300 people. Today, they have service for 3,000, which necessitated a move from Everett Road to the current, larger facility on Central Avenue.

Miani credits their staff with a large portion of their success.

"Without them, we couldn't do it," she said.

Fourteen people work year-round with the Mianis — sales, delivery and counter people — and during summer's peak party season, the Mianis employ 20 people.

About Town Party Rentals & Balloons has a number of tents, ranging from 10-foot-by-10-foot, to accommodate a carnival booth, a bar, or a couple of tables of food, up to a tent large enough for 500 people.

Corporate and theme parties are becoming popular, Miani said, and About Town provides a complete decorating service, from the linens to the flowers and/or balloons.

"Daryl Baldwin is our certified balloon artist," Miani said. "He's been with us for two years, and has taken a lot of different courses, and does great balloon arranging

and sculptures."

In addition to balloons, tables and chairs, About Town can provide any color linens a client wants.

"We have a large inventory in stock," Miani said, "and we have several sources to get anything we might not have."

Miani said they have some specialty linens that not everyone would like, like gold and silver striped cloths and napkins.

Miani can even bring the African jungle to the Capital District.

"We did a jungle party with a safari theme," she said, "and provided animal tablecloths that we have in stock."

Miani said she and her husband own and maintain their stock.

"We have an excellent mechanic who provides regular maintenance," she said.

Both Mianis are members of the American Rental Association, and they make it a point to attend the association's conventions.

"We deal with so many companies, and at the conventions, they're all in one place."

She feels About Town Rentals still has a lot of growing to do.

"We'd like to expand our inventory to accommodate large parties and corporate functions," she said.

Beyond that, Miani said future plans are simple — "More of the same."

# Perfect fit



Kathy Flynn, right, manager of the Delmar Bootery in Stuyvesant Plaza, makes sure that customer Betty Ross gets the perfect fit. Delmar Bootery also has a shoe repair and retail store at the Four Corners in Delmar. The Bootery carries American-made lines of shoes and specializes in hard-to-fit feet, says owner Gail Sundling.

Constance Pakatar

# Albany salon caters to beauty needs

By Martin P. Kelly

When you ask Paul Pintavalle what Transformational Beauty is, he replies that it is the treatment of beauty as perfect health with a system of products for the skin, body and emotions used together.

From his establishment at 319 Broadway in Albany, Pintavalle develops these products for a client's specific regimen to achieve revolutionary levels of rejuvena-

tion and relief.

"It's been holistically and scientifically proven," he pointed out.

What he does is strengthen a client's face with MD Formulation skin care to bring a youthful glow and a firmer, smoother, softer complexion, Pintavalle said.

Using Eve Taylor's essential oil preparations, the New York City-based Pintavalle said the treatment will ease problems with sinus, allergies, insomnia, migraine and

stress.

"It's the number one aromatherapy in Europe," he said.

Saravar Therapeutic thermal bath crystals and cream are said to relieve pain, bloat, insomnia, arthritis, anxiety, stress and muscle aches, according to Pintavalle.

He also offers personal makeovers such as stylish, functional haircuts and glycolic facials at his Albany salon.

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# Fitness always in style at Mike Mashuta's gym

By Dev Tobin

More and more studies show the beneficial health effects of strength training, both for athletes and for the general public. For Mike Mashuta, owner of Mike Mashuta's Training Center in Elsmere, the temptation to say "I told you so" must be overwhelming.

With 12 years of experience helping people become and stay fit, Mashuta said his goals for 1997 include "continuing to try to grow the services we provide and maintaining a consistent professional atmosphere."

The basic fitness prescription at Mashuta's is to "blend free-weight and machine training with the optimal individual training pulse for maximum strength, cardiovascular and aerobic effect."

Mashuta said that a recent growth area in his business is helping senior citizens "realize the benefits of greater mobility and combat the effects of osteoporosis" through individualized strength training programs.

And strength training is not just for football players. In 1996, Mashuta worked with Frank Mellet, PGA professional at Colonie Country Club, to improve his strength and conditioning.

Mellet gained 15 pounds of muscle and lost eight pounds of

fat in his training program at Mashuta's. The 23-pound density change, along with increased flexibility and range of motion, helped Mellet qualify for the U.S. Open, Mashuta said.

Bethlehem Central High School athletes also "show dedication to progressive resistance training and are enjoying the fruits of their labor," he said.

Mashuta offers these tips for fitness success:

- Get a physical exam to determine your current physical condition and check for potential health risks.

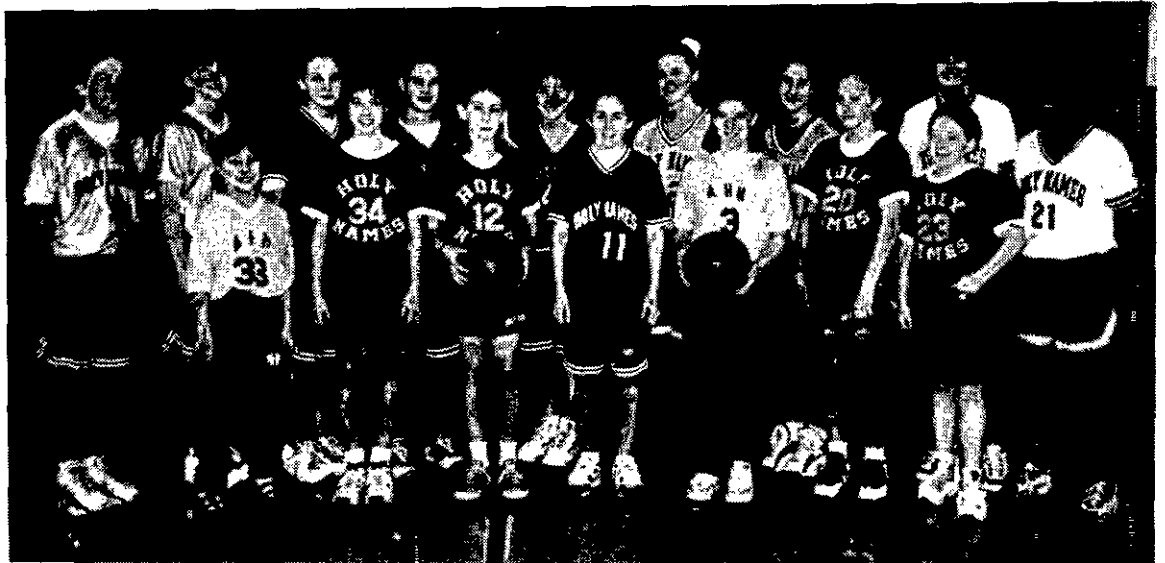
- Combine a strength training program with the cardiovascular exercise you most enjoy.

- Have an exercise professional design a personal plan to determine how much and what kinds of exercise you must do to reach an ideal fitness level.

- Exercise for 30 minutes three times a week according to that plan, and gradually work up to 45 minutes four times a week. Within months, you will reach your ideal fitness level.

- Maintain your ideal fitness level by exercising 45 minutes a day three days a week. You will be strong, energetic and able to accomplish intermediate and long-term goals.

# Holy Names athletes



Athletics are an important component of the program at Academy of the Holy Names on New Scotland Road in Albany. Holy Names is a nationally recognized School of Excellence, which provides quality education for girls in kindergarten through grade-12 and a coed pre-K program for 4-year-olds.

Constance Pakatar

# TGI Sundays offer non-traditional church fare

By Martin P. Kelly

While Delmar Reformed Church at 386 Delaware Ave. has two conventional services each Sunday morning, its associate pastor, the Rev. Sandy Damhof, has been gaining churchgoers with an additional, unorthodox service at 5:30 p.m. each Sunday.

"We call it TGISunday or Thank Goodness It's Sunday," Damhof said.

"We were looking for the 'unchurched,'" she said. "There were people out there who were unsatisfied with the conventional, traditional services."

Her target congregation is

young adults, 25 to 34 years of age, "although we do have younger and older at the service," Damhof said.

"We feature rock music, a touch of drama, and relevant messages that address life's issues," she said.

Developed in the fall of 1996, this service attracts an average of 130 people.

"When we first started it, we asked some of our regular parishioners to seed the service," she explained. "Now, we don't need that extra help because we've drawn as many as more than 200 at an evening service." There are still two morning services at 9 and 11 a.m. attended by approximately 175 people at each

service.

"The people attending the 5:30 TGISunday service are not voting members of our congregation, although we would accept them: if there were interested," Damhof said. "What we are simply offering is a means of bringing people back into a church for a non-traditional service that might not be as inhibiting as a regular service."

She said there are services for children during the adult service and after the evening service. "We offer discussion groups for singles, single parents and parents with teen-agers. These are mainly support groups where people can air out their feelings."

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## No tube, walls or noise define Albany Open MRI

Say "MRI" and many people get a knot in their stomach. The word conjures up images of a confining tube and loud jack-hammer-like noise. But such is not the case with "Open MRI".

Open MRI is a broad term that has been used to describe several kinds of MRI machines, from fully enclosed tunnels with a wide opening to partially open units to a true open MRI unit that is fully open on all four sides.

Albany Open MRI at 199 Wolf Road in Colonie is the only facility in the Capital District that has a fully open machine.

Unlike enclosed or partially open units, Albany Open MRI's Toshiba ACCESS unit has a revolutionary open air design. Looking like an oversized canopy bed or a Greek temple, the unit is open on all four sides, greatly reducing the feeling of confinement and space limitations that come with "closed" and even other "open" MRI units.

Thanks to this fully open design, Albany Open MRI is able to do MRIs for claustrophobic, wide-shouldered, large and pediatric patients who often don't do well or can't make it through other MRI units.

Many patients come to Albany Open MRI frightened and skeptical after trying other MRI units.

"But once they see the unit, much of their anxiety melts away" said Albany Open MRI technologist Cindy Hawkins.

Technologist Bret Young added, "Usually a friend, relative or one of our staff will sit right beside the patient during the scan,

hold their hand and talk to them. This helps relieve their anxiety, too."

This close contact is possible because the unit is open on all four sides. For other patients, the silent operation of Albany Open MRI's unit is the key to a stress-free experience.

"There are no jack-hammer noises to disturb or frighten the patient", Hawkins commented. "We have actually had patients doze off".

Albany Open MRI has also tackled another challenge with its wide-open spaces—size. Most MRI units can only scan patients under 300 pounds and cannot accommodate wide-shouldered patients like athletes.

"We can slide wide-shouldered patients in, no problem, and can often scan patients up to 500 pounds", said Albany Open MRI Medical Director Dr. Leonard F. Gordon.

"Our technology and skill exceed their expectations", said Gordon. "We have a low-field 0.064 Tesla magnet, as opposed to a high-field (1.0-1.5) or mid-field (0.2-0.5) Tesla magnets. To produce top-quality diagnostic images at that low strength was a radical concept until the Toshiba ACCESS unit. With Toshiba ACCESS technology and our specially-trained staff, we produce outstanding diagnostic-quality images. We've turned MRI inside-out".

Albany Open MRI is the only fully open MRI facility in Capital District, Gordon said. For information, contact Albany Open MRI at 435-1234.

## At your service



Bob Havill, right, and Jack Hoenig are the team that keep Havill's Autobody at 694 Delaware Ave. in Albany running smoothly. The business specializes in collision repair and unibody frame repair. The shop's business manager is Havill's wife, Helen (pictured in insert with Havill and daughter Nicole). Constance Pakatar

## Lift business foresees steady growth

By Joshua Kagan

Whitaker's of Albany offers a service whose popularity has grown steadily in recent years. The store has grown in each of its four years and projects impressive numbers for this year.

Divisional Manager Larry Miller said Whitaker's increased its business 20 to 40 percent in 1996 and expects business to grow 30 to 50 percent this year.

"Those are high numbers, but we have every reason to believe we'll reach them," Miller said.

Miller said he will likely hire several technicians and salespeople in 1997. He said he also plans to continue and possibly expand Whitaker's marketing pro-

gram, which he feels has been very effective. But advertising can't top a satisfied customer.

"Word of mouth has helped us," Miller said. "We're not putting something in someone's home saying, 'See ya later.' We're there to see what else we can do."

Whitaker's sells and rents stairway lifts and other products that give people greater mobility, including scooters, scooter lifts, chair lifts, adjustable beds, bath lifts and wheelchairs.

Miller said his business can make a tangible difference in people's lives. "I don't know of many businesses where they're really, truly helping people help themselves," he said. "We help

people maintain their physical independence. It's a really nice feeling to know you've helped someone's overall happiness. People don't have to lose their dignity."

Miller said buying a lift, which can cost \$3,000 to \$4,000, or renting one at \$40 to \$60 a month provides an affordable and less stressful alternative to moving into a nursing home or spending an extended stay in the hospital.

Whitaker's also has a rent-to-own option for customers unsure of how long they need a lift.

Whitaker's is a regional company based in Yonkers. Since opening in 1937, it has grown to be the largest stairway lift distributor in the country.



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 Saratoga: Route 50 at Weibel Ave., 370-7270 or 587-1611

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# Value marketing sells homes faster

## Wider price ranges attract more buyers

By Martin P. Kelly

"The concept of Value Range Marketing had been used in European countries for the past seven years," Catherine Griffin explained. "We have been using it nationwide for about two years and have had great success with the idea in the past year."

Griffin, broker/manager of the Prudential Manor Homes Delmar office at 205 Delaware Ave. said sales of homes with this method occur on average in 30 days, whereas fixed price sales take upwards of 100 days.

"Value range marketing is simply an opportunity to get buyer and seller closer together," Griffin said. "The seller sets a range between the buyer's 'wish price' and the seller's 'dream price.'"

She cites an example of a home being placed on the market at a range of \$110,000 to \$130,000.

"A buyer can make an offer anywhere between those figures," Griffin said, "and then the negotiating begins."

This type of marketing usually brings more buyers to a particular

**Value range marketing is simply an opportunity to get buyer and seller closer together. The seller sets a range between the buyer's 'wish price' and the seller's 'dream price.'**

Catherine Griffin

house because of the range whereas a fixed price might turn a buyer off, she noted.

With more buyers looking at a house and making offers within that range, the seller has more opportunity to come close to his high price.

"It means that the seller doesn't have to keep lowering his price as time goes by," she said. "The range is there for the buyer and there's room for negotiation."

Griffin says that since her company began using this marketing method, about half the sellers opt for it.

"It means that the seller doesn't have to find a definitive price for the house and it gives the broker more flexibility in bringing in potential buyers because of the range," she said.

As a result of this marketing method, "We've had a very good year and look forward to an even stronger year, if the economy remains steady," Griffin said.

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# Lake right in swim of servicing products

By Joshua Kagan

The electronics market is dominated by new products, but an older business may lead the pack in servicing equipment.

Lake Electronic Service at 1650 Central Ave. in Colonie services virtually any electronic product and sells accessories and used merchandise. It has been open since 1952, but has kept up with tremendous changes in the marketplace.

"With electronics, there's always something new coming out," said Sharon Triolo, service manager of Lake Electronics. "We are authorized for many, many brands. Our technicians go to schools constantly, and we also have in-house schooling, so our technicians learn from each other. We've kept up with the times and we've constantly changed."

"This year, we'll have been in business 45 years," she said. "We guarantee we'll stand behind our work."

One of the most recent changes is a garage area for car stereo repair, removal and installation. Last year, Lake Electronics expanded its car stereo business to replace its small appliance business.

"We've always repaired car stereos, but we've never done the removal and installation before," Triolo said. "We've tried to beef that business up. That's been very successful. It gets busier every day."

The store also redesigned its lobby in order to better serve its daily flow of 200 to 250 customers. The new lobby features six counter stations, all of which are equipped to hook up audio and video equipment.

The lobby also features Lake's selection of used equipment. Some of this merchandise are defective items from other retailers that are repaired by Lake Electronics.

"I think the reconditioned items are a way for people to save money," Triolo said. "They're often just as good as new items."

These changes helped Lake Electronics to a better year in 1996 than in 1995. Lake Electronics repaired over 23,000 items in 1996, Triolo noted.



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## Winning smiles



Dr. Geoffrey Edmunds of Delmar Dental on Delaware Avenue explains a procedure to Julia Donnaruma. The office was recently renovated to better serve patients with a patient-friendly video system to help them better understand modern dental procedures.

Constance Pakatar

## Quality Inn Airport makes big comeback

By Martin P. Kelly

When the National Avon Awards nominated Cathryn Olsen for "Businesswoman of the Year in the Capital Region," they were choosing a woman who had proven herself.

Pulling herself up by the bootstraps after financial reverses a decade ago, Olsen re-emerged stronger and wiser as she renovated the former Lookout Inn Hotel on Route 155 in Latham and renamed it the Quality Inn Airport.

The property built in 1980 appeared doomed as commercial real estate values took a nose dive in the late 1980s, but it has been turned around by the business

moves made by Olsen.

As an independent, she was faced with the highly competitive franchised hotel chains.

"It was beat them or join them," she recalled. "You find it tough to compete with what a franchise can offer."

Realizing that it meant more sense to become part of a franchised operation, she joined the Choice Hotel International chain which controls Quality Inns, among others.

"We had specifications we needed to follow to bring the old Lookout Inn up to the franchiser's specs," Olsen said.

The renovation cost Olsen a

quarter of a million dollars, including replacing all the wallpaper, furniture, bedding and the entire decoration scheme.

"It's all new," Olsen said.

Another factor that made franchising a wise choice is the 800-number reservation operation.

"Business people use the 800-reservation system almost exclusively," she said. "It's where a majority of the bookings for the hotel come from."

What remains of the Lookout name is the restaurant next to the Quality Inn Airport. It's a boon for the travellers at the hotel, and it still draws many residents of the Capital District for a night out.

## Fitness for Her flexing for banner year in '97

By Joshua Kagan

D.J. Taylor, owner of Fitness for Her at 333 Delaware Ave. in Delmar, is looking forward to a very strong 1997.

"I think word of mouth has brought a lot of people in," she said. "We have a lot of age variance — more than we had in the beginning. We have people at all levels. It looks to be a very positive year."

Taylor said 1996 was a "very good" year that featured a continued growth in the gym's membership. Taylor would like to keep that trend going.

"I'd like to expand again and add to my equipment and add some new programs perhaps some spinning classes and new floor routines."

Taylor attributed much of Fitness for Her's success to her employees, all of whom have at least a four-year degree in their field.

She said this experience leads many people, especially older people and those with arthritis or previous injuries, to lose their fear of hurting themselves while exercising.

"There's more trust because we have the background and knowledge," said Taylor. "People are willing to try something new. It's different than an average gym where you just go in and work out."

It's a lot more one-on-one."

One of the employees is Christine Stiezio, who is the top female driver for the first women's bobsled team ever and who may compete in future Olympic Games.

Taylor and her staff lead nine classes a day. She said many customers come to take a class and to work out on their own.

"That's the biggest change I've seen — people come in to do both," she said.

"People have a lot more knowledge. Back in the '70s or '80s people did one or the other."

***I'd like to expand again and add to my equipment and add some new programs perhaps some spinning classes and new floor routines.***

D.J. Taylor

Access to the gym, classes and professional service comes at an affordable cost, Taylor said.

"Our rates are a little over \$1 a day if you break it down. In expanding, we haven't raised our prices once, so that's pretty competitive," she said.

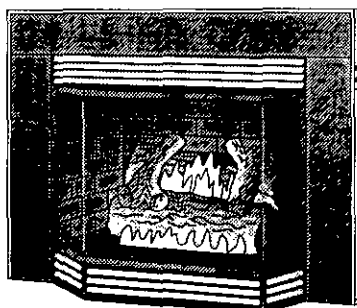
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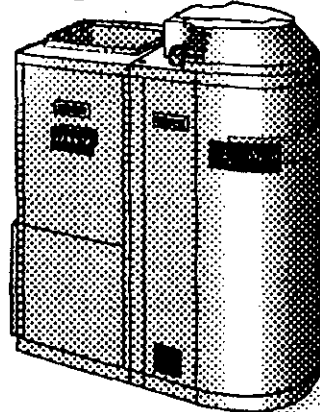
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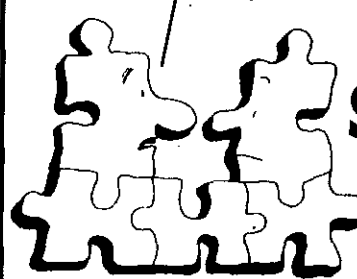
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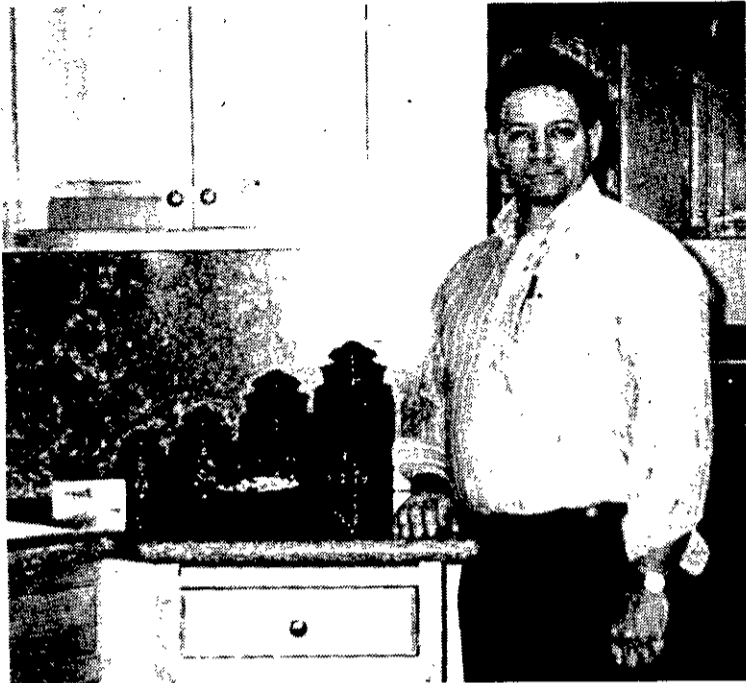
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## Quality design



Kitchens and Baths by Design at 318 Delaware Ave. in Delmar offers full-service options for do-it-yourselfers, as well as advice for the homeowner who needs expert information on kitchen and bath products. Whatever your remodeling needs, Tony Lontrato, pictured above, can help.

Constance Pakatar

# B&L Remodeling firm is building its success from the ground up

By Katherine McCarthy

Bob Howard and Laurie Williams of B&L Remodeling, based in Albany, make a good team.

Howard is the experienced remodeler; Williams has been in the customer service field for the last 10 years. Since incorporating a year ago, their business has been booming.

"We specialize in remodeling," Williams said, "particularly kitchens and bathrooms."

B&L Remodeling provides start-to-finish service.

"We'll get people's ideas, show them product lines, items like cabinets and lighting, and work up a price for them within their budget," Williams explained. "We usually get back to them quickly with a proposal."

Howard earned a degree in construction technology and management from Dean Community College in Connecticut, which Williams describes as having the second best construction curriculum in the country.

He does as much of the work as possible, bringing to each job his more than 10 years of experience, gained from having his own house building company, working in the construction industry, and the interest he's had since he was a boy.

When B&L has a high volume of work, Williams and Howard work with the subcontractors so the client doesn't have to.

"The client deals only with us, and the liability is ours," Williams said. "This takes a load off of people's minds."

Williams says they have a regular group of subcontractors that they use for plumbing, electrical work and roofing.

"These are people we know," Williams said, "and they're responsible people."

Williams is excited about the computer drafting B&L uses. "The main advantage of this is that it saves people time and money," she said. "Sometimes a customer finds too late that they don't like the finished project, and then they're stuck with it, or they have to pay to redo it. With computer drafting and its three-dimensional graphics, they can see what it looks like beforehand."

Of utmost importance to Williams is customer satisfaction.

"We work on referrals," she said. "We want people to be happy."

B&L will do some additions, but not often, preferring to handle design and remodeling.

"We'll do small jobs too," Williams said, "although maybe not something as small as painting a closet."

Sometimes smaller, two-to-three-day jobs fit in well between bigger jobs, Williams said, and Howard often finds those just as rewarding as a big job.

"He can really pay attention to detail," Williams said, noting that his wallpapering work always draws accolades.

"It's just perfectly smooth and seamless," Williams said.

B&L Remodeling can be reached at 458-9363, and Williams said they offer free estimates and references.

In the future, Williams said B&L hopes to open a showroom for walk-in customers.

Williams is confident in her partner's abilities and her customer relations skills.

"Our company itself is young," she said, "but Bob's very experienced."

She believes in their ability to make customers happy, which will guarantee continued success.

"If you make your customer's happy, they'll be back, or make a referral," she said.

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## Kaplowitz Co. specializes in design

By Katherine McCarthy

The Kaplowitz Company, located in the Main Square Shoppes at 318 Delaware Ave. in Delmar, specializes in the design and construction of home additions and remodeling.

Going strong for three years now, owner Ric Kaplowitz said projects like sunrooms, kitchen and bath updating, home offices and master bedroom suites are some of today's most popular projects.

Kaplowitz finds the market more active than it was a year ago, when people were still adjusting to changes in the state government.

"People seem more comfortable with making changes now," Kaplowitz said. "We had a very active '96."

Two employees work full time in the office, along with two in the field, and Kaplowitz also employs a number of reliable subcontractors.

"Most of the subcontractors have been with me since Day One," he said. "I have added some due to the increased volume of customers, so that I can be more flexible in our scheduling."

At each job, Kaplowitz said, there is an onsite manager, and a lead carpenter manager who is there for the duration of the project.

"We don't pull him off a project," Kaplowitz said. "He's there to see the production through, which is a benefit for the clients."

Kaplowitz started working as a carpenter in high school, and went on to receive a degree in civil engineering technology from Canton Agricultural & Technical College in Canton, St. Lawrence County. He supplemented his education with two years of civil engineering studies at Rochester Institute of Technology.

He worked for other builders for years, before opening his own business.

He is proud of his design center and showroom. "I have various displays, and I'm in the process of adding more," Kaplowitz said. "There are cabinets, countertops, windows, doors, fixtures. I plan to add to and remodel this part of my business. I'm looking to create one-stop shopping for my clients, so I can provide planning, design and installation for them. People are looking for choice, speed and convenience. I'm looking to meet that need and provide the highest level of quality."

Kaplowitz will usually go to the client's site to provide free consultation and an estimate, giving the customer an initial budget range, then following it up more specifically.

Kaplowitz credits his computer with allowing him to provide a fast, accurate estimates.

"I value the computer as a tool, like any other that we use," he said. "Estimates are usually based on national averages. With the computer's help, I can modify that estimate to area prices, then modify it again to be specific to the

job. The computer allows us to be very specific, detailed and fast."

The computer has also proved invaluable in the design area.

"I can work with a client who's looking for a major addition or design, and provide them with a very quick turnaround," Kaplowitz said. "I can provide a three-dimensional plan for them, so that they can see exactly what the room will look like. That's very valuable."

Kaplowitz is a member of the Albany Area Builders Association, and chairman for two years in a row of the Capital Region Remodelers Council, which works under the direction of AABA.

The main goal of CRRC is to insure professionalism and provide education throughout the industry, which Kaplowitz believes strongly in.

"Any true professional should belong to their trade associations," he said. "It keeps us educated, and up-to-date with products and suppliers."

Kaplowitz stands behind his professionalism, providing a three-year workmanship warranty on his installations.

"New York state requires a one year guarantee," he said, "but we're convinced our quality can be warranted for three years, with no problems. We're increasing the value of what we offer — three years is better than one, especially for a major project."

Kaplowitz said he has many satisfied clients, and can provide references to prospective clients.

## Going strong

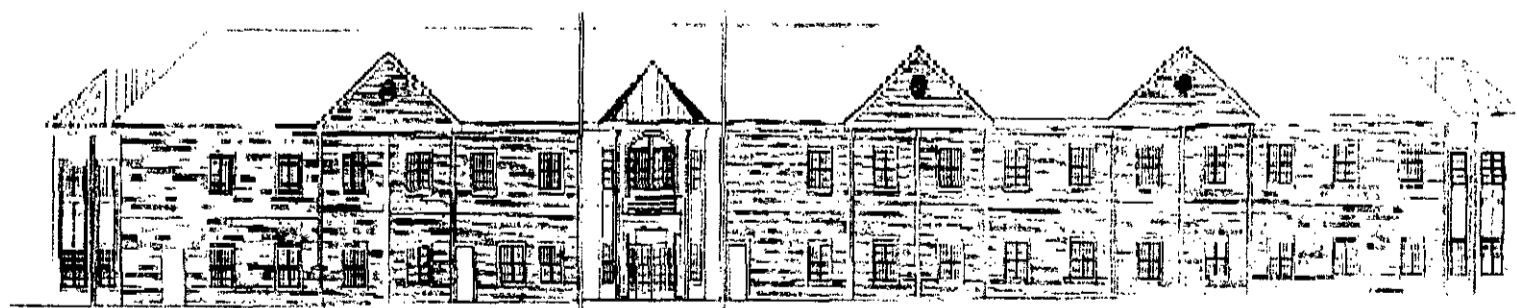


Anthony Bertone, fitness manager at Capital Region Tennis & Fitness Club on 205 Southern Blvd. in Albany, helps a client in a workout. The club's friendly atmosphere helps take the sting out of keeping fit.

Constance Pakatar



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## Homey feeling



Solid wood bedroom furniture graces Kugler's Red Barn showroom on 425 Consaul Road in Colonie. Kugler's, a small family business, recently remodeled its warehouse and now includes a bedroom showroom.

Doug Persons

## Hughes Opticians aim for quality and service

By Dev Tobin

Convenience, quality and service are the hallmarks of Hughes Opticians at 411 Kenwood Ave. in Delmar, according to founder Thomas Hughes Sr.

Now celebrating its 10th anniversary, Hughes Opticians is a family-run operation whose "fully licensed and highly knowledgeable staff" focuses on serving the Tri-Village area of Delmar, Slingerlands and Elsmere, Hughes said.

People who think that national chain eyewear stores in malls offer consistent savings over smaller family businesses are mistaken, Hughes said.

"Product for product, our prices are considerably lower than the mall stores," he said. "There, people often buy a quality item on impulse, and they pay more for it than they would here."

Recent improvements at Hughes Opticians include a major update of its refracting equipment and exam room furniture and full computerization of records, Hughes said.

On the product side, the store now also features the new line of fashionable Calvin Klein eyewear, he added.

As a convenience for its customers who work 9-to-5, Hughes offers evening eye exams on Tuesdays and Thursdays, when the store is open from 9 a.m. to 7 p.m.

Monday, Wednesday and Friday hours are 9 a.m. to 5:30 p.m., and the store is also open on Saturday from 9 a.m. to 1 p.m.

As a convenience for its elderly customers, Hughes staff will pick up and deliver glasses.

"We recognize that, especially this time of year, it's hard for some of our customers to get out to the store," Hughes said.

Hughes said his firm has also set up discount group vision care plans with two of the largest employee groups in town — the Bethlehem Central Teachers Association and the Dormitory Au-

**Product for product, our prices are considerably lower than the mall stores.**

Thomas Hughes Sr.

thority.

Hughes Opticians is also an active member of the Bethlehem community, supporting school and youth athletic programs and local service organizations.

In the future, Hughes Opticians may provide even more comprehensive services, as Hughes' son, Tom Hughes Jr., will begin optometry school this fall.

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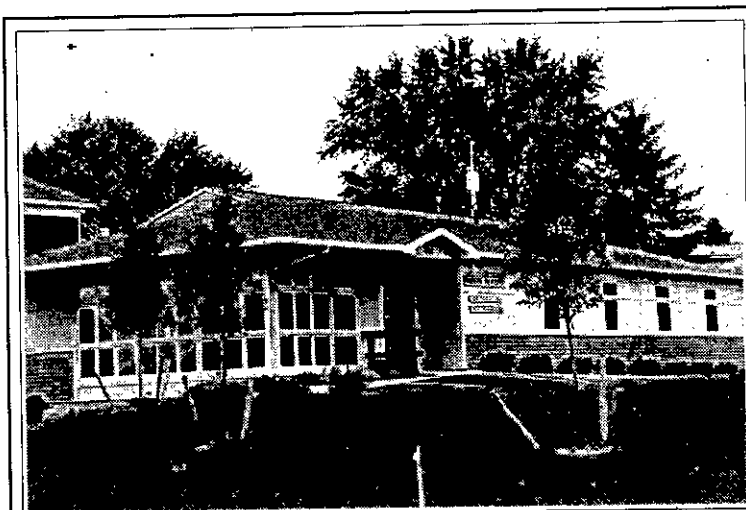
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Randy Rowe of Farrell Bros. Plumbing & Heating, Inc. on 300 Delaware Ave. in Albany said his business offers something almost unheard of these days — same day service.

Constance Pakatar

## Buyers get to make choices at cabinet firm

By Elizabeth Conniff-Dineen

A company that's been around for over 50 years must be doing something right.

Triangle Pacific Corp. has been building quality kitchen and bath cabinets in its Thompsonstown, Pa., factory since the 1940s and has operated an outlet in Albany since 1986.

According to district manager Paul LeBlanc, the key to their success is a "good, better, best philosophy."

He added, "We have a buyer's choice policy that enables the customer to build the cabinet the way they want."

LeBlanc noted that another factor that sets Triangle Pacific apart from a chain store is "our in-house contractor who provides excellent local service."

Triangle Pacific's showroom at 136 Railroad Ave. in Albany boasts 14 different kitchen displays. Models run from economy to deluxe and offer exceptional value, LeBlanc said.

Today's hottest-selling kitchens are "the Tudor Cherry and Aspen White models," said LeBlanc.

The showroom is open weekdays from 9 a.m. to 5 p.m. and Saturday from 10 a.m. to 4 p.m. It

is also open Thursday evenings until 7 p.m.

Salespeople are on hand to answer questions and explain the buyer's choice program, LeBlanc said.

Triangle Pacific sells about 70 percent of its cabinets to the wholesale market. This includes builders, remodelers, and apartment management companies.

The remaining 30 percent is sold retail to homeowners.

**We have a buyer's choice policy that enables the customer to build the cabinet the way they want.**

Paul LeBlanc

LeBlanc estimated that their current share of the Capital District market is 9 percent.

Outstanding choice and service have generated a 20 percent increase in sales in each of the last three years, LeBlanc said, and "the way business is going we'll see another increase in 1997."

## Associate to join Plaisted office

By Joshua Kagan

The Delmar dental offices of Dr. Virginia Plaisted will soon see a new face and a new look.

A new associate will join the office at 74 Delaware Ave. in the next month or two, and a building expansion is expected within the next two years.

Plaisted said the new dentist will help her expanding practice, which is "growing nicely." Also, the new dentist will assist with new equipment such as computerized X-rays and other computer technology.

The new equipment will take up more room than current equip-

ment and is one reason for the expansion to the office. The expansion also allows Plaisted to do

**My favorite thing to say is, 'What's the definition of a doctor? Part of the definition is a teacher.'**

Virginia Plaisted

some things she has wanted to do since she opened the office in 1984.

"It will give us more room to work," she said. "We hope to put

on an education room. We hope to have video tapes and reading material on preventing dental problems."

An education room would complement Plaisted's approach to patients.

Rather than simply acting, she said she explains procedures to patients to make them feel more comfortable.

"The way we talk to people and our caring approach sets us apart," she said. "We strive to educate people instead of just treating them. My favorite thing to say is, 'What's the definition of a doctor? Part of the definition is a teacher.'"

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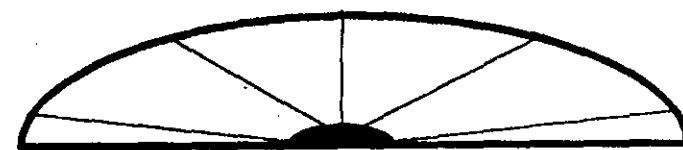
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# Beverwyck campus offers services to area senior citizens

By Tom Murnane

Different seniors have different needs. Recognizing this truth, in 1993, two established, local non-profit senior care-giver groups — the Eddy and Albany Guardian Society — joined forces to build the Beverwyck retirement community at 40 Autumn Drive, off Krumkill Road in North Bethlehem.

At the Beverwyck, seniors are able to enjoy independent living if they want; but if they require any kind of medical care, it is available in all 86 apartments, 15 cottages and a guest suite.

And if and when the time comes that a senior requires nursing home care, the Eddy, which operates a network of local nursing homes, will find a bed for that person, said Tammy Lubbe, director of marketing for the Beverwyck.

"We offer a full range of services, because people will have different needs," Lubbe said, noting that more than 170 people call Beverwyck home, without the worries of home ownership.

While the minimum age for residents is 62, it goes up from there, with two current residents

being 94 years old, she said.

Because Beverwyck offers medical care and if necessary, placement in a nursing home, residences are charged a one-time entry fee in addition to their monthly rent.

That fee can range between \$120,000 to \$170,000, but if a person changes his or her mind, at least 75 percent will be refunded, Lubbe said.

"It seems high at first glance, but remember, all the costs related with

medical care and nursing home care are taken care of with this fee, and our residents feel this is the best way to go," she said, adding that the monthly rent ranges between \$1,100 and \$1,900.

For the fee and rent, people receive one meal a day, monthly housecleaning, all utilities, transportation, 24-hour security, maintenance and a full slate of social programs.

***It's really a lifestyle that (residents) have chosen to lead. Here they can relax, be around people they have things in common with, enjoy their peace and quiet, but also plenty of activities. And if and when they might need health care or something else, they can tap into those social services when they need them.***

Tammy Lubbe

dining room open from 9 a.m. to 7 p.m., serving lunches and dinner.

For the residents, "It's really a lifestyle that they have chosen to lead," Lubbe said. "Here they can relax, be around people they have

The Beverwyck features a health spa, aerobics, bridge groups, a special attraction — monthly art shows and a hobby shop, where crafters can work on wood or metal projects. The community also recently saw the expansion of its country store, and there is a full service

things in common with, enjoy their peace and quiet, but also plenty of activities. And if and when they might need health care or something else, they can tap into those social services when they need them."

Lubbe said plans are also in the works for a Phase III at Beverwyck, an expansion of its assisted living capabilities. Here people can receive three meals a day, daily service and in general, will lead a more dependent lifestyle than in

the current Beverwyck community.

The community is also looking at expanding its relationship with local schools, having already started an "Arts in Education" program between seniors and children, she said.

The Eddy is a member of Northeast Health, a regional non-profit health care and human services system formed with the joining of The Eddy with Samaritan Hospital.

## The Eddy laying down plans for new retirement complex

The Eddy is at it again.

The non-profit health care network is planning to build in the town of Niskayuna another independent living retirement community, the network's third such complex in the area.

Dubbed Glen Eddy, the community would be built at St. David's Lane and Consaul Road, on 35 acres, featuring 131 one- and two-bedroom apartments, 16 cottages and 27 assisted-living units.

For those interested in information about Glen Eddy, The Eddy opened a new information center at the Raymour & Flanigan Plaza at 480 Balltown Road, next to the Mohawk Mall. Here, visitors can see a full-scale model apartment, as well as miniature model apartments, floor plans and drawings. Retirement counselors are also on hand to answer questions.

The new community, which is tentatively set to open by 2000, will also feature an indoor pool, an exercise room, a greenhouse and a dining room.

Groundbreaking is slated for 1998.

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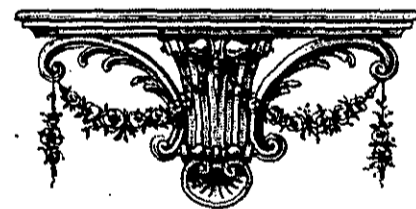
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## Noreast neighborhood



Nina Amadon of Noreast Real Estate Group on 264 Osborne Road in Colonie is a lifelong Capital District resident whose local savvy can be a big help when buying or selling a home.

Doug Persons

## National Upholstering branches out

### Antiques now for sale at store

By Martin P. Kelly

Some of Chris DeMarco's customers get confused when they first visit her upholstery store on Washington Avenue in Albany. DeMarco displays antiques in the front of the store, The National Upholstering Company, which makes some patrons wonder if they are in the right place.

What they see in the store window and the front part of the store are antiques, some bought at estate sales and auctions by DeMarco and others on consignment.

Only when customers go to the rear of the store do they find the real business, founded by DeMarco's father R. Vincent DeMarco more than 50 years ago.

"The upholstery business is still our bread and butter, and we do enough work where I need to hire extra people," DeMarco said.

DeMarco joined her father in the business in 1980 before she eventually took it over.

She had been a teacher and working in art. She taught at Russell Sage College during her teaching career.

Along with antiques, DeMarco also displays some water colors and other paintings, which qualify as antiques as do dressers and chairs and even personal items such as toilet articles, she said.

Currently, DeMarco has space in the Crafters' Gallery in Saratoga Springs and also a booth area at the Chatham Antique Center.

DeMarco's upholstery work is picking up as more people get to know her through antiques.

"There's no question that people will want to only upholster good furniture because of the expense," DeMarco said. "But, replacing good furniture is far more

expensive than having it upholstered. The new look to upholstered furniture can be far more satisfying to buying new furniture."

As for her antique sales, "I came to this career gradually," she said. "I would purchase items for myself at first, but soon realized that others might find buying pieces I've bought at estate closeouts rather than go through the expense and risk of buying for themselves."

She said that a person seeking antiques may find "one-of-a-kind pillows, vintage linens and foot stools, for example, at my Washington Avenue shop."

The store between Lake Avenue and Quail Street is in an area where people are aware of antiques, but DeMarco wants to make sure they also know, "We do specialize in upholstery."

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Photograph is a representation of the residence which is not yet built.

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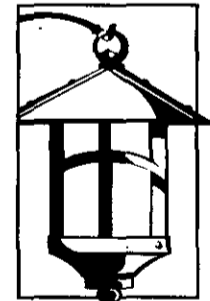
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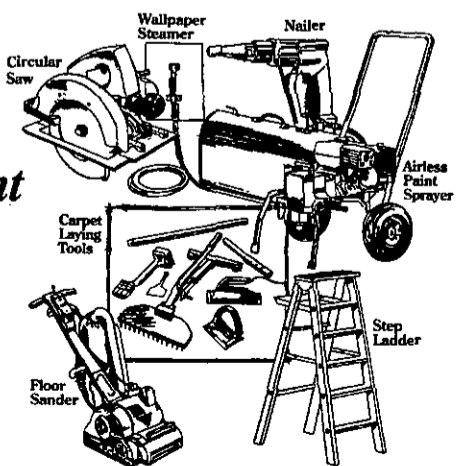
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# Cost-conscious consumers keep Bookworm growing

By Katherine McCarthy

Everything old is new again, the adage says, and for Chris Madden, owner of The Bookworm at 282 Delaware Ave. in Delmar, that's ringing true.

Madden opened The Bookworm in November 1995, and expanded it last August, so that it's now double its original size.

There are now more than 10,000 titles in the store, organized by section. Fiction is organized alphabetically by author, making it easy for customers to find the titles they want.

In addition, the inventory is on computer so that customers can

know immediately if the book they want is available.

Madden also keeps a "wantlist," so that if a book a customer has been looking for comes into the store, she can let that person know.

Madden keeps a handout of her criteria for used books she will purchase; it is important that the book be in good condition. Although what she will pay for a used book varies, she will generally pay 10 percent of the cover price for a paperback book, which then sells for not more than 50 percent of that same cover price.

Trade paperbacks, which are larger in size, sell for much less

than 50 percent of the cover price, Madden explained. "If a paperback book costs \$12 to \$15 originally, I

she ultimately pays will depend on how much she feels she can get for the book.

***I try to keep up with what people want. Sometimes it seems the more bizarre something is, the more likely people are to want it.***

Chris Madden

usually can't get half of that cost."

It is harder to estimate what a hardcover book will sell for, so Madden establishes a \$1 bottom line for purchasing the book; what

Fiction is fairly straightforward, and Madden charges between \$2.95 and \$4 for hardcover fiction; sometimes up to \$7 for popular bestsellers.

"A lot of factors go into pricing hardcover used nonfiction," Madden said. "Sometimes a book goes up in value, or, especially in the history field, a book might be particularly sought after, making it a little more expensive. Still, most hardcover nonfiction also costs between \$2.95 and \$4."

Madden subscribes to an on-line old book service and can sometimes find old books from dealers to supplement the books she purchases from individuals. The Bookworm has a strong mystery section, as well as a lot of science fiction and fantasy books.

Dr. Joe Adler, the Jewish Book Maven, rents bookshelves from Madden, and sells new and used Judaica books, as well as music, something unique to this area.

The Bookworm also has an excellent children's section, with a table and toys for children to

play with while their parents shop.

"I try to keep up with what people want," Madden said. "Sometimes it seems the more bizarre something is, the more likely people are to want it."

The Bookworm also has a frequent reader program. A card is kept at the store for members of the program, and after 15 purchases are made, the costs are averaged, and the customer receives that amount as a credit.

"It's our way of saying thank you to our regular customers," Madden said.

Madden, who holds bachelor's and master's degrees in English literature, had always hoped to own her own bookstore, and is appreciative of the support she's received from the community.

"Although there are two bookstores right in Delmar, there was no used bookstore," she said. "I wanted to be in town, and saw that there was a good radius from here that could make use of a used bookstore. I like the sense of community here, and I like being able to help people find what they're looking for."

In an effort to make the best use of her space, Madden plans to beef up the nonfiction she has in the store, particularly in the area of history, antiques and fishing.

"I can't get enough fishing books," she said.

One of the few downsides of her thriving business is that "I'm trying to figure out a way to get out and acquire more books," she said.



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## Arthur Murray Dance Studio reaping rewards from ballroom dance revival

By Joshua Kagan

Thankfully, there's more to dancing than the macarena.

Arthur Murray Dance Studio at 595 New Loudon Road in Latham knows this well, teaching people of all ages ballroom dancing. Ballroom dancing has become more popular in recent years, and the dance studio has tripled in volume since moving to Latham in 1989. The studio's enrollment increased in 1996, and the studio expects it to increase again this year.

"I think there's a resurgence because the yuppie and freestyle generation grew up with disco," said Leslie LaGuardia-Valencia, manager of the studio. "Now that they're not going to discos anymore, there's a void, and they come to the studio to learn some of the social dances."

Media coverage has also played a large part in the resurgence of ballroom dancing, LaGuardia-Valencia said. Ballroom dancing will be an exhibition sport in the 2000 Summer Olympics in Sydney,

Australia. The use of the tango in several movies has made that dance more popular; LaGuardia-Valencia said it and the swing are the two most popular dances.

"The tango is everywhere, ever since Al Pacino in *Scent of a Woman*, Arnold Schwarzenegger in *True Lies* and now *Evita*," she said. "People will hear 10 swing songs for every tango, but when the time comes and the tango plays, they want to be on the floor."

Most of the studio's clients are couples in their late 20s to early 50s and single men and women in their 30s and 40s. Many come to learn dances for weddings and other special events.

However, many younger people are involved as well. LaGuardia-Valencia teaches about 200 Rensselaer Polytechnic Institute students each year and coaches RPI's competition dance team, which recently placed first in eight categories at a competition at Brown University, that featured Yale, Harvard and several other

Ivy League schools with more established teams.

"Almost all Ivy League schools have ballroom competitions," LaGuardia-Valencia said. "I've been able to discover more and more cropping up."

LaGuardia-Valencia said she will likely help Skidmore College form a team as well. Currently, RPI is the only college in the Capital District with a ballroom dance team.

The studio also leads monthly lessons and assemblies with fifth and sixth grade boys from St. Gregory's School and girls from Academy of the Holy Names and Albany Academy for Girls.

The studio offers classes from 1 to 10 p.m. all week and hosts a practice session Fridays from 9 to 10:30 p.m. for all students. A typical package costs \$110 for four 45-minute sessions, including one private lesson, two group lessons and one practice session. Classes are tailored to students' needs and abilities.

## Second-hand sports



Owner Dottie Vonk of Play It Again Sports, located at 952 Troy-Schenectady Road in Latham, is cashing in on one of the fastest growing franchises in the country: Recycled sports equipment. The store buys, sells, trades and offers consignment arrangements for new and used equipment. Although new to the area, the concept is taking off, says Vonk. *Hugh Hewitt*

## Family Danz Heating and Air Conditioning a company that keeps up with the seasons

By Mel Hyman

Keeping up with the times is a full-time task for the Family Danz Heating and Air Conditioning company at 386 Elk St. in Albany.

The days of mechanically run furnaces are coming to a close, said company vice president Tim Danz. "All the new furnaces are electronic. They have integrated circuits and computer boards."

They're not necessarily easier to repair, but they provide "much higher energy efficiency," he said. And they "require a high degree of training to keep up with them."

With a work force of 20 full and

part-time employees, Family Danz has the ability to respond to customer needs whenever they occur. Most of the customer base lies in Colonie and Bethlehem,

said. "It recognized us for good service, quality installations and the extensive training we give to sales and service workers."

Ted Danz Sr. started the business more than 20 years ago. He was joined by his sons Tim, Todd and Ted Jr. in 1995, and the family aspect of the company continues to grow with the recent appointment of in-law John Nolan as company comptroller.

If you're curious about the newfangled furnaces on the market, you can visit the Family Danz exhibit Feb. 7, 8 and 9 at the Great Northeast Home Show held in the Pepsi Arena and Empire State Plaza Convention Center.

**If you're curious about the newfangled furnaces on the market, visit the Family Danz exhibit Feb. 7, 8 and 9 at the Great Northeast Home Show.**

but service is provided to the entire Capital District area as well.

Danz said the company prides itself on having a solid reputation. "We received the Carrier dealer leadership award for 1996," he

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# Silver Parrot owner says being unique pays off

By Katherine McCarthy

In his relatively new retail venture, The Silver Parrot, Clinton Hegeman is focusing his attention on jewelry, so far, successfully.

In fact, The Silver Parrot was voted the Capital District's best jewelry store in 1996 by *Metroland* readers.

Former co-owner of Laura Taylor Ltd. and Annie Hall's Boutique, Hegeman credits his success to the store's uniqueness.

"We're the only people doing this," he said. "We have a boutique that offers unique jewelry at reasonable prices."

Hegeman is proud of his huge collection of sterling, gold and costume jewelry, and said he takes his time finding jewelry he thinks would be right for the store.

"I poke around until I find things

I like," he said, pointing out that many of the pieces in the store have handmade parts.

The Silver Parrot, and there is always at least one regional artist's jewelry in the store.

**The bulk of our clothing is garment-dyed cotton. It's 100 percent pre-shrunk, so you can just throw it in the washer or dryer. I like to sell this kind of clothing; it's a nicer piece of clothing, which differentiates us from other clothing stores.**

Clinton Hegeman

"Most of the jewelry is mass-produced but looks handmade," he said. "It's impossible to totally mass-produce jewelry, as it all needs to be finished by hand."

Currently, he said there are eight people designing jewelry for

Hegeman travels to different jewelry shows in order to offer pieces from all over the world.

"There's a big jewelry show in February that I always attend," he said.

Hegeman backs up his inventory with good customer service.

"People are treated like kings here," he said, adding that if anything purchased at The Silver Parrot breaks, he fixes it for free.

In addition to jewelry, The Silver Parrot also offers the most interesting collection of natural fiber clothing in the area, Hegeman said.

"The bulk of our clothing is garment-dyed cotton," Hegeman explained. "It's 100 percent pre-shrunk, so you can just throw it in the washer or dryer. I like to sell this kind of clothing; it's a nicer piece of clothing, which differentiates us from other clothing stores."

Natural fiber clothing has another advantage, Hegeman said. "People love it."

Although The Silver Parrot has

been in business for two years, Hegeman said he's still working to improve the store.

"There's a lot that I still want to flesh out," he said.

Planned improvements include upgrading the clothing and jewelry collections.

"I'd like to keep in touch with the customers, and be sure to provide what they want," he said.

Hegeman pointed out that making these changes doesn't mean increasing costs to his customers.

"I'd just like to keep going forward," he said.

The Silver Parrot in Stuyvesant Plaza is open from 10 a.m. to 9 p.m. Monday through Friday, 10 a.m. to 6 p.m. on Saturday, and noon to 5 p.m. on Sunday.

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# Prudential strives for highest return for clients

By Katherine McCarthy

You've finally put a little money by, but the tasks ahead — mortgage, college education for the children, perhaps a wedding, retirement — still seem daunting.

Prudential Securities, located at 54 State St. in Albany, can help you make the investments that will let you accomplish your goals.

Thomas E. Brockley, first vice president, investments, pointed out that at Prudential, he can draw on the findings of hundreds of research analysts, as well as strategists and economists, to advise clients about investments.

Brockley said there is no minimum investment required, nor a limit on what people can invest.

"Our job is to make what our clients have larger," Brockley said, pointing out that most people have the same savings objectives — their children's education, money for their retirement, and financial security now.

During a free consultation, Brockley sits down with potential clients to review their current savings and discuss future needs.

Retirement is a key concern nowadays, as the future of Social Security looks cloudy at best.

"We're trying to wake people up," Brockley said. "Historically, the U.S. has one of the lowest savings rates in the industrialized world, since so many people re-

lied on their companies' pensions. Baby boomers are now seeing their parents and grandparents not living as freely as they might have liked, and a whole mass of people is saying, 'Not me.'"

Brockley explained that this has led to the recent rise in the stock

**Someone turns 40 every six seconds, and most start thinking about how they're spending their money. Instead of buying a bigger house or boat, they start to think about retirement.**

Thomas Brockley

market, as mutual funds — which are invested in stock — have been in great demand as a retirement savings vehicle.

"The number of people saving money keeps increasing," he said. "Someone turns 40 every six seconds, and most start thinking about how they're spending their money. Instead of buying a bigger house or boat, they start to think about retirement."

As to the recent push towards mutual funds, Brockley pointed out that, with 8,000 mutual funds

out there, Prudential has the resources to help clients choose the right ones.

To help clarify how much people should save for retirement, Brockley uses Prudential's Retirement Workbook.

"We estimate what someone will need based on their current income," he said, "and look at their current savings. We can estimate their worth at retirement, and determine if they'll have a shortage or more than they need. Most people have a shortage, and we can help them assess what they need and how to get it."

Brockley said that it is important that clients feel comfortable with their investments.

Most people want to put away a smaller amount, but are hesitant to take the risks that go with investing for a higher yield. Brockley will then advise on certificates of

deposit, treasury bonds or even money market accounts. For those planning to assist their children with higher education, Brockley will take the same steps, forecasting the cost of college and determining how much must be saved to meet that cost.

Too many people, he said, re-mortgage their houses to finance their children's education, which can lead to a cash crunch at retirement time.

"If you put away \$50 a month from the minute your child is born," Brockley said, at 18, you'll be able to pay most of their education expenses."

If, however, you're in your 30s or 40s and haven't yet begun saving, Brockley advises getting a tax break wherever possible, for instance by investing in a 401(k), or any pre-tax savings fund your company offers.

"That gives you a little perk today," Brockley said. "For instance, if you're in a 35 percent tax bracket, 35 cents out of every dollar you earn is just gone."

By investing pre-tax dollars, Brockley pointed out, you realize an immediate 35 percent return.

Most important, though, is to get in the habit of regular savings, he emphasized.

Brockley, who grew up in Delmar, and has been at Prudential for 11 years, is happy to meet with people at no charge to see how Prudential can help them accomplish their financial goals.

Even if it's something as simple as a money market account, Brockley pointed out that Prudential can do better than a bank.

"Banks are typically paying 2 percent on money market accounts, and we're paying 4.8 percent," he said.

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## Froebel Gallery going international

By Dev Tobin

1996 was a good year for the Froebel Gallery, which moved into new exhibition space at 278 Lark St. in Albany, and 1997 promises to be "even more interesting," said gallery owner John Froebel-Parker.

The major source of interest is this summer's international exhibition of local artist Wren Panzella at the Gallerie Les Cyclades in Antibes, France.

Froebel-Parker said Panzella will be the official artist of the International Jazz Festival in the Riviera resort, another sign that artists from the Capital District are "making their mark in the world."

In return, Froebel-Parker will exhibit paintings and photographs by Alkis Voliotis, owner of the Antibes gallery, later this year.

Voliotis' recreations of frescoes from the Greek island of Santorini, a Minoan cultural center devastated by a volcanic eruption more than 3,000 years ago, will also be touring the U.S. in an exhibit sponsored by the Smithsonian, Froebel-Parker noted.

Besides the artistic French connection, the gallery will go international in another way, with the debut of its home page on the WorldWideWeb "in a month or so," Froebel-Parker said.

The Web site will let customers from around the world, or from Delmar and Loudonville, preview gallery works on their home computer screens, Froebel-Parker said.

The Froebel Gallery has also arranged to be exclusive exhibitors at the new Java Jazz Cafe in the Main Square Shoppes in Delmar.

Popular local painter Kathy Cohen is currently on exhibit at the coffee house, Froebel-Parker noted.

The Froebel Gallery is also sponsoring a reception for local artist Angeles Ballester at the Albany Public Library on Tuesday, Jan. 28, from 4:30 to 6:30 p.m.

Ballester, currently an area resident, is a "historic figure, the first female painter from Spain to exhibit in the U.S.," Froebel-Parker said.

Like other business people in the area, Froebel-Parker has noticed a "strengthening" of the local economy recently, but he added that some of his clientele comes from outside the Capital District — collectors who are interested in local artists.

The Froebel Gallery is open by appointment. For information, call 449-1233.

## Marketing destiny



Destiny Threads at 374 Delaware Ave. in Delmar is earning its reputation as "a gallery of art in cloth." Larry Marcus, who owns the shop with his wife, Susan, stocks unique home decorations and clothes made mostly by American artists. The rugs, quilts, jackets, scarves and other pieces are one-of-a-kind treasures.

Constance Pakatar

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The school was formed 21 years ago as the result of a merger between St. Agnes Episcopal School and Kenwood Academy of the Sacred Heart, and is housed on the Kenwood campus between Route 9W and South Pearl Street on the southern edge of the city.

According to the head of the school, Edward Dougherty, it is the only school in the country to bring together the two religious traditions.

"Our heritage gives us a unique opportunity to promote better understanding of every religion, as well as encouraging students to develop a strong foundation in their own faith," Dougherty said.

"First and foremost comes academic preparation," Dougherty said. "Students who attend Doane Stuart have a real academic advantage when it comes to applying to college."

For example, two of its seniors are National Merit semi-finalists, and there are only 18 others in all of the Albany school district. The average SAT verbal score is 620 and math score is 610, compared to a national norm of 500 for both tests. Other test results put 60

percent of the school's sophomores and juniors in the top 10 percent nationally, and one student was given a national award for her writing by the National Council of Teachers of English.

Dougherty added that the Doane Stuart English Department was commended by NCTE for excellence in teaching. The 1996 NCTE Achievement Award in teaching is based on student writing samples of their best prose or verse and on impromptu themes that are written under supervision.

Education at Doane Stuart extends well beyond the classroom. Through a variety of extracurricular activities such as interscholastic sports, clubs, student government, after-school and enrichment programs, students learn leadership and team skills.

"Both boys and girls learn to take positive risks and gain self-confidence," said Dougherty. "One of the advantages of planned coeducation is that differences in learning styles between boys and girls can be taken into account without having to separate the sexes. In this way, boys and girls learn to live with and respect the unique qualities both sexes bring to any given situation."

An 8-1 student-to-faculty ratio ensures close communication with students and parents. Small classes also allow each student to work closely with teachers in order to take advantage of every learning opportunity.

For information, call 465-5222.



# Experience is what counts at Plaza Travel Center

By Joshua Kagan

John Giordano, president of Plaza Travel Center on New Loudon Road in Latham, believes the experience of his employees gives his business an edge over its competitors.

"We as a company intentionally go out and hire more experienced people, and more expensive people for us," Giordano said. "If someone's going to spend \$5,000 on a trip to Europe, they want someone who's been to the country."

in our industry are those who are senior in age," said Giordano.

Giordano cited his mother Alba. Alba Giordano works three days a week and can assist customers with trips to specific parts of Europe she knows well.

"There's just not many people from her generation still active in the industry," John Giordano said.

Plaza Travel has changed in the 10 years he has worked for it, Giordano said. There are now four main aspects of its business: commercial travel, leisure travel, convention planning and local tours.

Giordano was especially happy with the success of Plaza's local tours, known in the travel industry as "receptive services," in which one of Plaza's 10 trained tour guides welcomes guests to the Capital District.

The change reflects the shift in the travel industry over the last few decades from a focus on individuals planning vacations to business travelers.

With these changes, however, Giordano said Plaza still offers customized travel plans to people looking for a memorable vacation.

"With my parents we've always maintained the focus on people who want a nicer vacation — people who want to treat themselves," he said. "They can sit down with an experienced agent."

**We as a company intentionally go out and hire more experienced people ... If someone's going to spend \$5,000 on a trip to Europe, they want someone who's been to the country.**

John Giordano

Plaza's employees average more than 15 years of experience.

Giordano said that in the 27 years his family business has been open, the travel industry has changed, making it harder for younger agents to travel. As foreign tourism businesses have tightened their budgets, they have less been able to invite American agents overseas. As a consequence, valuable experience lies mostly in older agents.

"The people who know the most

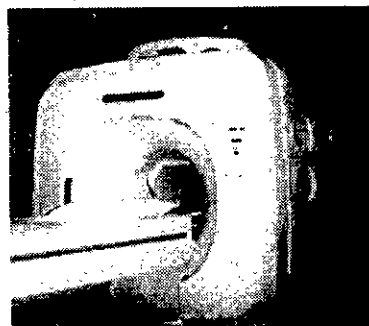
# The nuttier, the better



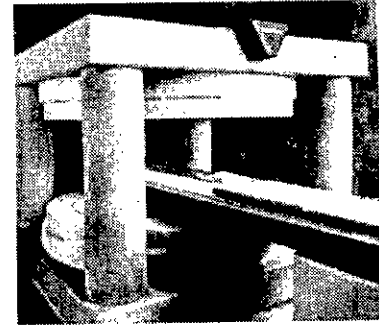
Boasting the largest selection of nuts and candy in the area, the Peanut Principle on Route 9 in Latham lace that will drive anybody nuts. David Striceos (left), along with owners Kathryn and Nick Cassimeris specialize in service and quality, with all candy made fresh on the premises. The owners, who opened the store to keep active after retirement, here display some of the delectable delights.

Doug Persons

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## Albany yoga center may be expanding

By Joshua Kagan

Stress may always be a part of our lives, but more and more people are discovering one healthy way to handle stress.

Kate Marchesiello, director of the Albany Kripalu Yoga Center, said 1996 was the most successful in the center's 22-year history.

"I think there's more and more awareness of stress management," Marchesiello said. "There's been a lot of good media coverage of the benefits of yoga and meditation."

Marchesiello said the center sees yoga as a way to teach people a healthy way to cope with stress.

"Our basic philosophy is to educate the community through the science of yoga, which includes, stretching, breathing and relaxation techniques and meditation," she said. "It teaches people to bring balance into their lives."

"Very often we don't deal with stress in healthy ways," Marchesiello continued. "We try to bring that to the forefront and give people healthy ways to deal with stress."

The nonprofit center employs 30 teachers and offers about 30 classes during the fall, winter and spring. It offers 12 to 15 classes during summer.

Most classes meet at the center's office at 1698 Central Ave. in Colonie, although classes are offered at satellite locations in

Troy, Clifton Park, Scotia, Amsterdam, Schenectady and East Greenbush. Satellite locations include offices of Community Health Plan, Capital District Physicians' Health Plan and the AIDS Council of Northeastern New York.

The center also gives presenta-

***Our basic philosophy is to educate the community through the science of yoga, which includes, stretching, breathing and relaxation techniques and meditation.***

Kate Marchesiello

tions to any organization interested in offering a yoga program.

The center is considering moving its office this summer from Central Avenue to Metro Park Road off Wolf Road.

"We are hoping to do that," Marchesiello said. "We are looking at a building with a day spa and a health food store. That would be a unique location."

She said two doctors and a merchant are considering moving into other parts of the building.

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## Creative comfort



The staff at King Brothers Building & Remodeling on 60 Union Ave. in Delmar is committed to making a remodeling experience an enjoyable one, not an ordeal. Kirtland King, first row, from left, and Barry Wallock, and standing, Greg Page, Tony Sheldon and Heath Mastropietro, have adopted the motto, Creative Concepts with your Comfort in Mind. King specializes in kitchens, baths and additions.

## New office cruisin' for vacation value

By Joshua Kagan

Travel Management Services enjoyed a successful 1996, focusing on cruises and opening a fifth office.

Jennifer Brodie, director of cruise marketing, said cruises are an area with "a lot of potential growth. It really is, we feel, one of the best vacation values. It's a very easy way to go on a vacation. You see a lot of places without checking into and out of a motel."

Brodie said cruise companies are building new ships as more and more people take cruises. She said while only about 5 percent of

travelers have taken a cruise, cruises have a 98 percent satisfaction rate.

Travel Management Services hired Brodie to specifically lead its cruise business.

"The first six months had a lot of foundation work, but a lot has happened since October," she said. "I would say we're off to a very good running start."

The travel agency has promoted cruises at a recent senior expo and a bridal show. It will host a representative of Carnival Cruise Lines on "Cruise Night" on Jan. 30 at the Ramada Inn in Queensbury.

Travel Management Services has offices on Computer Drive East off Wolf Road, at Albany Medical Center, on the campus of Rensselaer Polytechnic Institute and in Queensbury. Last year, it opened a fifth office at the offices of the Healthcare Association of New York State.

The travel agency previously handled HANYS travel, and now serves the association at its Albany location.

Brodie said the new office has done well and has worked to attract business from hospitals that belong to HANYS.

## Wellspring gives seniors very best of both worlds

By Tom Murnane

Seniors looking for ways to maintain an independent lifestyle have more choices than ever, according to Nancy Fedele, administrator of Wellspring House on Washington Avenue Extension in Albany.

Unlike other local residential complexes that offer assisted living services, including various levels of medical care, Wellspring is a 90-unit apartment complex that since 1979 has provided seniors with the best of both worlds, offering them the chance to live on their own, but with enough group activities with other seniors that they feel like they are a part of something.

Just like regular apartments, Wellspring charges a monthly rent of \$1,325 for a one-bedroom and \$1,825 for a double. In exchange, tenants receive three meals a day, transportation, weekly apartment maintenance and access to a full-range of activities.

Wellspring charges rent instead of charging a hefty entrance fee in addition to monthly rent, as do some establishments that offer a fuller range of medical services.

"People are searching for their comfort zone, which is why they will choose one place or another," Fedele said. "The people living

here are typically upper middle class, but remember, they survived the Depression by being frugal. The people who come and live here do not see the need to pay so much money up-front — sometimes more than 4100,00 — in order to live comfortably. Plus, the people living here tend not to need medical care as much as some other people who might need more

**The bottom line here is the comfort factor. People feel like they are at home, because they are.**

Nancy Fedele

attention.

"The bottom line here is the comfort factor," she said. "People feel like they are at home, because they are."

If you don't believe her, she said, take a look around the complex, which sits on seven acres in the Pine Bush. The administrators have even created a wildlife habitat to support the roaming Pine Bush wildlife.

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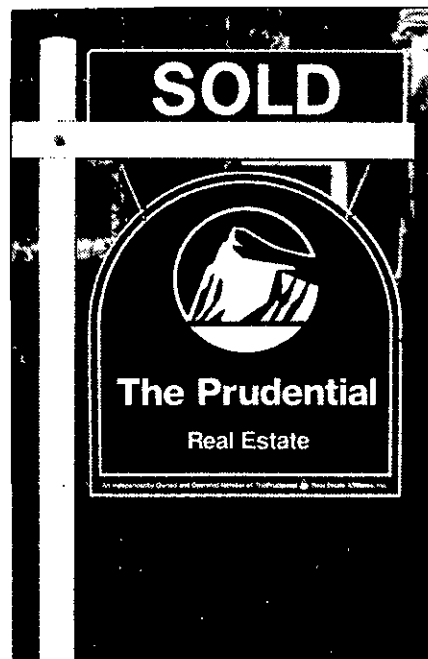
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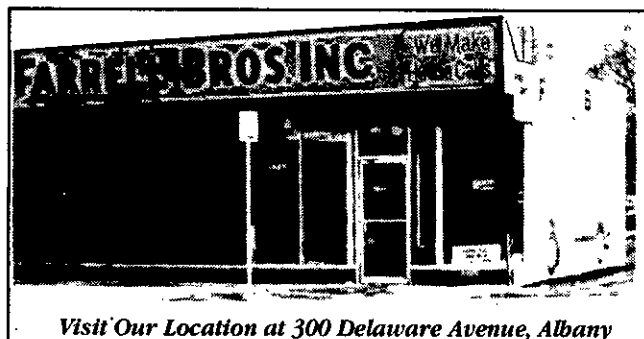


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# Quality customer service still key at Marshall's

After 65 years in business, management team remains a 'People-Pleaser'



Among those offering service with a smile at Marshall's in Ravena are (from left) Mike Keel, Jim Driscoll, Bob Albano, John Sterrett, Craig Albano and George Roberts. *Constance Pakatar*

By Katherine McCarthy

In 1932, Richard Marshall's father and uncle started selling cars; 65 years later, the business on Route 9W in Ravena has grown to

include a second location, and Richard Marshall has created a new management team to ensure that customers still get excellent service at Marshall's.

Marshall's Auto Exchange sells Subaru and GMC vehicles, and Marshall's Garage sells Chrysler/Plymouth cars and Jeep/Eagle vehicles.

The separate facilities, Subaru manager John Sterrett explained, were a result of the manufacturers' request.

In both locations, Sterrett said, "We're very driven towards customer satisfaction. We're located in the country, so our overhead and operating expenses are lower, and we can offer better deals than someone paying high rent in the city can."

Sterrett, part of the new management team, pointed out that Marshall's sales and service people don't work on straight com-

mission.

"Everyone earns a flat salary, plus bonuses," he explained. "In the city, sometimes service department managers also work only on commission, which leaves the customer wondering if they really needed that new strut."

family," Sterrett said, "and have them bring in their relatives to buy a car. If whole families buy cars, that's good word of mouth for us."

Sterrett pointed out that since cars are mechanical, there can be problems.

**Everyone earns a flat salary, plus bonuses. In the city, sometimes service department managers also work only on commission, which leaves the customer wondering if they really needed that new strut.**

John Sterrett

"We spend money taking care of people," Sterrett said. "We work hard, and it shows in our CSI and SSI."

1996 saw the opening of the Subaru/GMC building at Marshall's, which Sterrett described as modern and airy.

Marshall's offers lower hourly rates for repairs, and always provides a free loaner car when a car is in for service.

Sterrett is proud that Marshall's is always head and shoulders above other dealers in the Customer Satisfaction Index and Service Satisfaction Index maintained by manufacturers.

"A couple of years ago, we won a 'People-Pleaser Award' in *People* magazine," Sterrett said. "That put us in the big time."

In addition to new cars, Marshall's sells used cars.

Altogether, about 1,200 cars a year are sold from Marshall's two facilities.

Sterrett explained that used cars are a great value.

"We only keep the cream of the crop in used cars," Sterrett said. "We wholesale the rest to other used car dealers. We don't want people to have problems with cars they buy here."

Marshall's also relies on word-of-mouth to ensure continued business success.

"We want to sell a car to a whole

"We don't want to get too big, though," he said. "We don't want to lose that rapport with our customers. It's nice to go someplace where the service guy knows your name."

Sterrett said everybody at Marshall's sees car sales and service as a long-term commitment, not a one-shot deal.

"Marshall's has been here a long time, and so have most of its 79 employees," he said.

Keeping the customers happy will keep it in business for years to come, he added, as will knowing what the customers want.

Sterrett said that sports utility vehicles like the GMC Jimmy and Jeep Cherokee are popular now.

The No. 1 selling vehicle is the Subaru Outback that Crocodile Dundee drives in TV commercials.

"I can't keep those in stock," Sterrett said.

"But for you," he added, "I could find one."



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## Colonie technology 'doctor' thrives on customer support

*Paging Depot boils down big business jargon*

By Elizabeth Conniff-Dineen

Entrepreneur Denise Halton started The Paging Depot last year to provide personalized service to small businesses and individuals who use cellular phones and pagers.

Halton, a lifelong resident of the area, decided that she could do a better job of explaining and servicing the new technology than bigger companies do.

**I know all my customers by name.**

Denise Halton

Originally located in Colonie Center, the business has expanded and is now at 116 Wolf Road in Colonie. Halton acts as a distributor for pagers from Air Touch and Page New York and cellular phone service from Bell Atlantic Nynex Mobile Cellular Service.

Halton, a former salesperson, describes The Paging Depot as "a one woman business." She said she fills a special niche with her ability to personalize service. "I know all my customers by name" she said.

Another special feature of the business is the follow-up service she provides for pagers. "The big companies will sell you a pager,

but it's your problem if something goes wrong." Halton's answer is a repair service for pagers.

Like the family doctor of old, this technology "doctor" has even been known to make house calls. Halton feels that she can better explain agreements people enter into for pagers and cell phones, especially the line item charges. She added that "It surprises many people that despite the extra service, it's actually cheaper for customers to purchase cellular phone service from me." Halton offers a free phone and no activation fee with a one year cellular service contract.

The needs of small businesses particularly interest Halton. She provides consulting services and offers corporate rates for both cellular and paging services.

When asked to sum up The Paging Depot's first year Halton said "It's going very well. I'm pleased with the way the business is growing." Her long term goal is to offer "total wireless services, with Internet access and long distance service." After the bugs are worked out she also hopes to offer Personal Communication Services or PCS, which is a pager and cell phone in one unit.

For information, call The Paging Depot at 437-1173.

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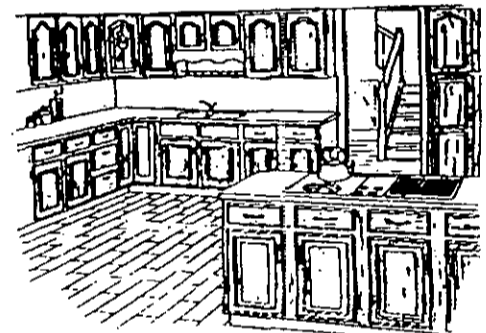


Right beside the Grand Union in Kimberly Square in Loudonville is Cohoes Savings Bank's Loudonville branch, where today's busy customers can combine grocery shopping trips with bank visits to save time. Pictured from left are employees Heidi Searles, Sybal Lewis and manager Susan Thompson. *Doug Persons*

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# In and Out the Window owners try their hands at writing

## Successful Delmar consignment shop branches out with newsletter 'Motherspeak'

By Katherine McCarthy

In 1993, Anita Stein and Deidre Jameson opened a consignment shop for used children's clothing in Delmar.

Nearly four years later, they find they've become a resource for area parents, and now publish a quarterly newsletter called "Motherspeak."

**It started because people thought we had a clue ... We did an issue about choosing a nursery school and we got a former nursery school teacher to write an article for us. We heard that people went to look at nursery schools with our newsletter in hand.**

Other topics they've covered include back to school and separation anxiety, for which they got a psychology to contribute an article.

For an article about choosing a summer camp, they called on someone from the area Child Care Coordinating Council.

Stein and Jameson will do the research for some articles themselves, like Eating Out with Children. Stein said, "We write about things we feel strongly about. The newsletter is our favorite thing."

Anita Stein

"It started because people thought we had a clue," Stein said, laughing.

They took all the questions people had, and got friends and professionals to write articles, and soon had an eight-page newsletter.

"We did an issue about choosing a nursery school," Stein said, "and we got a former nursery school teacher to write an article for us. We heard that people went to look at nursery schools with our newsletter in hand."

Stein sees the newsletter, which is distributed free to people on the store's mailing list, as one tool in providing a network for mothers.

Stein and Jameson met through a playgroup after Stein moved to the area in 1991.

"Deidre's children are older, but she still comes to playgroup alone," Stein said. "We're real big on the network thing for mothers."

Because both women feel that playgroups are so important, they will occasionally host playgroups in their store, offering the group a

discount.

Jameson was the moving force behind In and Out the Window, having read articles and seen TV shows about consignment shops, as well as having visited some in Connecticut.

It was something that was lacking in this area," Stein said.

Stein credits their success to offering quality merchandise at prices substantially less than retail.

"We take only good clothes in excellent condition," she said.

They look for popular brands like Gap, Gymboree or Land's End, and usually provide a 50/50 split with the consignee.

In addition to children's and

maternity clothes, In and Out the Window sells toys, furniture such as cribs and cradles, and car seats.

"We usually call the manufacturer," Stein said, "to make sure there hasn't been a recall on the item."

Furniture and car seats must be in excellent condition, and car seats need to have been approved by an auto safety board.

Sometimes new clothes are available at the store.

"When we sell new things," Stein said, "we look for good quality, so sometimes things are a little more expensive. We sell new hats and some accessories. Especially popular right now are polar fleece and Flap Happy hats to protect

children's necks."

Currently, the store has a stock of T-shirts with stick-on frogs.

"These are expensive, but we really liked them," Stein said.

Stein and Jameson have some not-ready-to-be-unveiled ideas for the future, Stein said, and they're "always looking to do something different. Right now we're working hard on our newsletter."

In and Out the Window, at 125 Adams St., is open Tuesday through Saturday from 10:30 a.m. to 5 p.m., Thursdays to 7 p.m., and Saturday from 10 a.m. to 5 p.m.

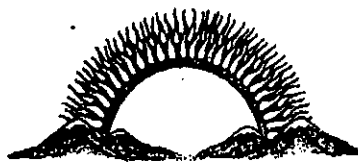
Stein noted that they may change their hours in the summer, but would still look to be open late twice a week.

## Scharff's still at it



Scharff's Oil and Trucking Co., located on Mosher Road in Glenmont, has remained a healthy community business for 38 years by offering 24-hour service and maintaining its "Local people serving local people" motto. Pictured are Charles (left) and John Scharff.

Constance Pakatar



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## Bank on it



Evergreen Bank staffers from left, Jonni Sherman, Susan Helf, Dora Petrakopoulos, branch manager Diane Benson, Kimberly Gardner and Ornella Mannino celebrate the opening of the bank's 25th site on 237 Glen St. and Old Loudon Road in Latham. The new branch has Saturday hours, a 24-hour drive-up ATM and excellent rates.

## D.A. Bennett earns top service award

1996 was an award-winning year for D.A. Bennett Inc. of 314 Delaware Ave. in Delmar.

D.A. Bennett was honored with the Top Lennox Dealer award, "The D5" award for Heating and Air Conditioning Customer Service and Quality Installations.

At a time when Lennox Industries is dropping dealers who can't live up to their new quality standards, it is especially rewarding to receive this highest D5 Dealer

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reflect this commitment without exception. Our dedication to quality will serve as the standard of excellence by which others are measured.

And, 1997 is expected to be another great year as customers concerned about more than "just how cheap a job can be done."

People want the job done right, and, even more, they want to know someone will be around to stand behind the work, as D.A. Bennett has since 1915.

## Brown School slates Feb. 13 for open house

Ask Carolyn Williams of Colonie why she and her husband Louis chose Brown School for their third-grade son Louis Williams, IV, and you're asking for accolades about this 100-year-old private, non-sectarian school.

"What impresses me the most about Brown School is the teachers," said Carolyn, a former elementary school teacher, now on staff at Empire State College. "Brown School's teachers are experienced professionals who are very understanding about child development, very creative and very committed to a quality education."

"Our son's teachers have high expectations of him. As a result, Louis has benefited intellectually. He and his classmates are learning so much, it boggles my mind," she continued.

The Williamses intend to register their daughter Elinda in Brown School's first-grade next September.

Brown School enrolls students from pre-school to grade-six. The school will be expanding to grade-seven with the September 1997 enrollment and to grade-eight the following year. The school offers full-day kindergarten and before- and after-school programs.

Individual needs and interests

are readily accommodated because of Brown's low pupil/teacher ratio. The integrated curriculum encompasses all disciplines. The fine arts are a critical part of the Brown School program.

Age-appropriate instruction is provided in music, physical education and art beginning at the pre-school level. Spanish classes three times a week begin in grade one.

Children in grades-three through six take part in a career and living skills class.

Starting at the pre-school level, all students meet with a library/computer specialist to learn how to use Brown School's on-line catalogue of resources and develop computer skills.

Parents interested in exploring the unique options of Brown School are invited to the school's Open House on Thursday, Feb. 13, at 7 p.m.

Brown School's new location off Consaul Road at 150 Corlaer Ave., Schenectady, is especially convenient for families from Colonie and Loudonville. Brown School pupils receive public transportation from their home school districts.

For information, interested parents may contact Louis Neufeld at 370-0366.

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## Tables, Chairs and More succeeds by offering selection and service

By Joshua Kagan

After six years in business, Fred and Trish Turcotte, owners of Tables, Chairs and More at 113 Remsen St. in Cohoes, continue to offer personal service and a selection that allows customers to choose their own furniture arrangements.

Tables, Chairs and More specializes in dining room furniture and provides their customers with flexibility in picking tables, chairs and accessories.

"In a lot of furniture stores, you see a set and that's the only way you can buy it," Fred Turcotte said. "Some customers prefer a more eclectic look — they buy a table from one company and chairs from another."

Turcotte said it is "very common" for customers to mix and

match pieces of furniture. By dealing with more than 14 manufacturers, such as Athol Table Co. and S. Bent & Bros., both of which have been in business for more than 100 years, Tables, Chairs and More presents scores of choices between types of wood, metals and synthetic materials, and finish and color options.

The Turcottes offer a personal touch that other stores do not, Turcotte said. Every customer meets with Fred or Trish Turcotte or a member of their family.

"We find customers coming in frustrated after talking with a commissioned salesperson who's waltzing them around and trying to get a sale, not trying to help them," Fred Turcotte said.

Since Tables, Chairs and More was established six years ago, it

has had its ups and downs, but business has "steadily improved," Turcotte said. "We're still becoming known. We have people coming in saying what a pleasant surprise the store is. But word-of-mouth does take time."

The store will re-evaluate its advertising so more people will know about it, Turcotte said.

Turcotte said he chose to specialize in dining room furniture because "A lot of furniture stores don't give a lot of space to it — they focus on sofas, chairs. We thought it would be a good niche in the area."

Tables, Chairs and More boasts the area's largest display of bar and counter stools and also features baker's racks, desks, entertainment units, curios, mirrors, wall art, kitchen islands, lamps, stands and cocktail and end tables.

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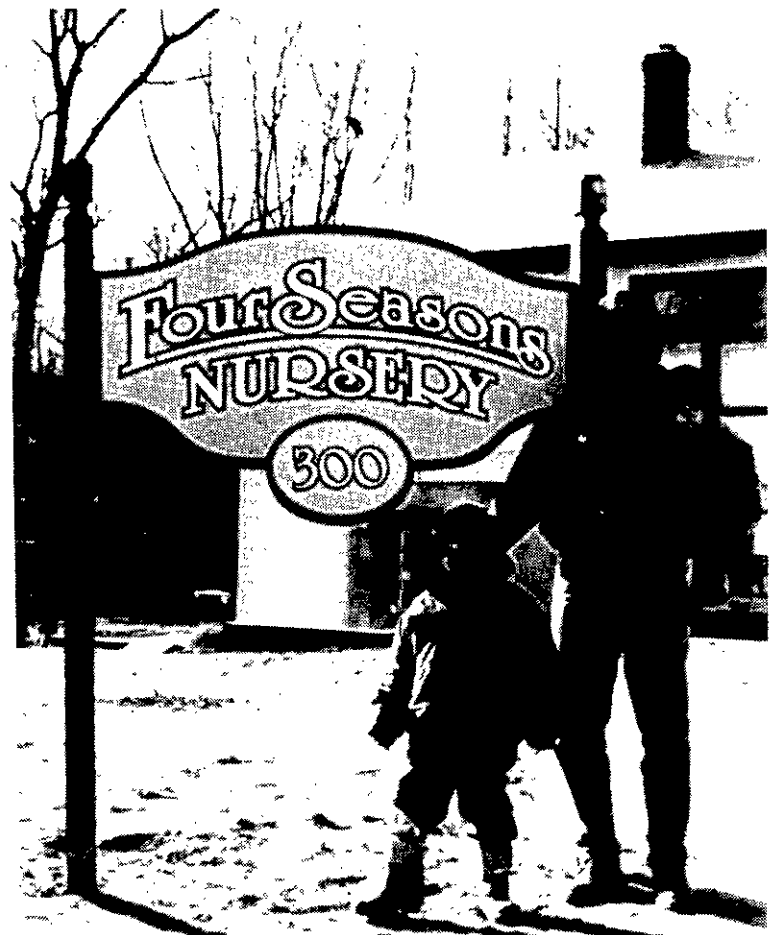
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## Looking ahead



Four Seasons Nursery is going into its 10th year, and looking forward to the future. Owner Nicholas DeFazio (shown with sons Nicholas, 5, and Sammy, 1) offers retail, wholesale and landscape design. The nursery, located at 300 Troy-Schenectady Road in Latham, has a retail yard, and DeFazio is hoping to increase the size in the future. *Constance Pakatar*

## Dental practice a family affair

By Katherine McCarthy

Located just on the Albany side of the Delaware Avenue Normanskill bridge, the dental practice of Drs. Gene and William Primomo and Robert Herzog Jr. is a family affair — the three dentists are referred to as "Dr. Gene," "Dr. Bill" and "Dr. Rob."

"We see generations of patients here," Dr. Bill said of the practice his father, Dr. Gene, founded about 40 years ago. "If we're seeing a child, chances are good we've seen their grandparents too."

To this end, there is no double-booking at the office, and with two hygienists on duty most of the time, two family members can be seen at the same time, avoiding extra drive time for the parents.

The dentists strive to keep to their scheduled appointments, which means not even a five-minute wait for patients.

Dr. Bill is proud of the staff in his office.

"They're very caring," he said, "and we all spend time with our patients. Our hygienists all have a very gentle touch and we have a very courteous front desk staff."

Adding to the family feel of the practice, staff members have been with the dentists for a long time.

Preventive care is a big thing for Primomo, who encourages regular check-ups, sealants for children, and fluoride treatment, all aimed at preventing decay.

Primomo especially stressed care for people in their 20s.

"A lot of people in their 20s grew up with fluoride and didn't have a lot of cavities," he said. "They should still see their dentist for periodontal concerns and wisdom teeth care."

In addition to preventive care, Primomo and his partners do all cosmetic dental procedures, including whitening and veneering.

The office works with most dental insurances. Primomo is proud of the practice's state-of-the-art facilities, which are modern and bright, and include a new sterilization machine which allows for more efficient sterilization of dental instruments.

In addition, the practice makes sure that no chemicals go down the drain.

"We also provide nitrous oxide sedation," Primomo said, "which relaxes the patients, but they're still awake."

Primomo is pleased with their new location at 651 Delaware Ave., near the Normanskill bridge, where they can provide their patients with plenty of good parking and excellent handicapped access.

He said he likes being in the same practice with his father, who studied at McGill University. Dr. Bill joined his father in 1983, after studying dentistry at SUNY Buffalo, and completing a residency at St. Peter's Hospital.

Dr. Rob, a SUNY Buffalo graduate who did a residency at the VA Hospital, joined the practice last year.

Patients benefit from the three-man practice, Dr. Bill pointed out.

"Someone's on call 24 hours a day," he said.



# Business snapshot



# Blackman & DeStefano eyes growth

By Elizabeth Conniff-Dineen

Whether you're buying or selling real estate, the name Blackman & DeStefano stands for stability and experience. With six branch offices in the Capital District, Blackman & DeStefano is the largest independent real estate business in the area.

This month marks the company's 11th year in business in the town of Bethlehem.

Its offices are located in a white Victorian house with signature dark blue shutters and a bright green door at 231 Delaware Ave. in the heart of Delmar's commercial district.

A 1996 merger with the Delmar firm Pagano-Weber Real Estate further solidified Blackman & DeStefano's position as the town's market leader. The firm currently sells more homes than any other firm in the town of Bethlehem.

Bill Alston, manager of the Delmar office, said that 1996 was "the best year in the history of this office, with sales 6 percent above our previous record and 50 percent above last year's level."

That the office accomplished this despite "a somewhat sluggish real estate market" is a credit to the experience and expertise of his agents, Alston said.

Blackman & DeStefano agents have lived in Bethlehem an average of 20 years and have 12 years experience selling real estate.

"With 26 agents currently working out of the Delaware Avenue office, that adds up to impressive quality and depth," Alston said.

He added that the key to their success was "a combination of the experience of the agents and their knowledge of the Bethlehem market."

In the past year, sales associ-

ate Fran Fitzpatrick and associate broker Lois Dorman also joined the Delmar office.

Alston is very excited about this year. "There are signs of continuing rebound in the market, and we have gotten past the change in the state administration, which hurt us."

He added "I'm very excited about 1997 and fully expect another banner year."

The average selling price for a single family home in the town of Bethlehem last year was \$156,000. The office represents three new construction sites, Glen Manor and Somerset Woods in Bethlehem, and Woodlands in Guilderland.

New Homes at Somerset Woods range from \$165,000 to \$220,000. Glen Manor homes run from \$150,000 to \$200,000. Estate homes at Woodlands start at \$450,000.

Film to Frame & More, located at 84-86 North Pearl St. in Albany and 51 Third St. in Troy, is growing in 1997, with plans to add a new gift line of handmade and one-of-a-kind items, photo classes and delivery service for downtown customers. The store is best known for its quality framing, photofinishing and large selection of cameras and photographic equipment. Owners Susan and David Walter, left, and Maria and Lou Ruggiero, right, are also excited about working with the Downtown Business Association and local government to help revitalize Albany.

Constance Pakatar

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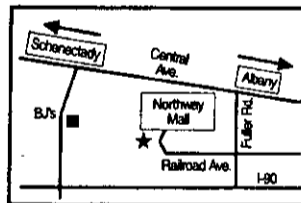
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# Weisheit's powers up its service business

By Joshua Kagan

Despite the entrance of large discount retailers into the power equipment market, Weisheit Engine Works at 124 Weisheit Road in Glenmont has been able to survive and even expand parts of its business.

Bill Weisheit, president of Weisheit Engine Works, said his retail business has declined in recent years, but has been compensated for by a growth in his service business.

Weisheit, who has been in the power equipment business for more than 25 years, said that two decades ago about three-quarters of equipment was sold by independent businesses. Today, about three-quarters of equipment is sold by large retailers, forcing him to focus on service.

"The service end of our business has picked up a lot," Weisheit said. "All the mass merchants — the Wal-Marts, the Builders' Squares, the Kmarts — pump out new equipment like there's no tomorrow, but they don't fix it."

Weisheit services many of the machines bought at large retailers, and has altered his business to fit the change presented by such stores. While maintaining the same variety of equipment he sells, he has expanded his parts

department by 20 percent to support his service business.

"We're unlike a lot of other businesses that depend on retail and not service," he said. "They can get forced out of business."

Customers are often drawn to the cheaper prices of large merchants, even if smaller businesses offer better products, Weisheit said.

Using the example of a lawn tractor, he said his product, which he sells for about \$2,200, is a better long-term value than a tractor sold for about \$1,000 at a large retailer. He said the more expensive tractor may last 15 to 20 years while the cheaper alternative will likely break down after three or four years.

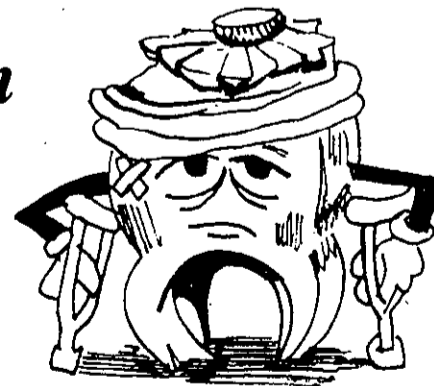
"You'll buy three of the price-point machines in the lifetime of a premium machine," Weisheit said. "To look at both machines from the outside, they look virtually identical. But from a mechanical standpoint, they are cutting corners to keep the price down."

Weisheit said cheaper equipment often uses thinner metal and sometimes replaces metal parts with plastic parts.

"They'll do the job for two or three years, then they wear out," he said.

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# Credit union sees people as members, not numbers

In 1953, a credit union was formed to serve New York Telephone employees.

The primary purpose was to provide an alternative to traditional banking as an employee benefit. Each member who joined had a "share" — or rather, a "say" — as to how the credit union operated.

That was 43 years ago. That once-minute credit

union, now called Capital Communications Federal Credit

Union, has grown into a full-service financial institution owned by 37,000 members nationwide.

What was once just a New York Telephone (now Nynex) employee benefit is now shared by over 100 employer groups, as well as their family mem-

**The once-minute credit union, now called Capital Communications Federal Credit Union, has grown into a full-service financial institution owned by 37,000 members nationwide. What was once just a New York Telephone (now Nynex) employee benefit is now shared by over 100 employer groups, as well as their family members.**

bers. And once someone joins the credit union, they are a lifetime member, regardless of a job change or relocation.

The credit union is located at 18 Computer Drive East in Cohoie. Additionally, Capital Communications opened a full-service branch office at 4 Century Hill Drive in Latham. This office is equipped with two drive-through lanes and a deposit-taking ATM lane.

The 1990s have marked record progress at Capital Communications. The credit union boasts \$172 million in assets, 110 employees and a subsidiary organization, CAP COM Financial Services Inc.

Technological advances pushed into the future as the credit union went online on Jan. 1. Visit the Capital Communications Federal Credit Union Web site at [www.capcomfcu.org](http://www.capcomfcu.org).

Numerous other changes have occurred, all to service a growing membership.

Capital Communications' vast line of products and services are a change from traditional financial institutions.

As a member-owned institution governed by a volunteer-based board of directors, the credit union does not have to charge excessive fees.

Features such as low-cost checking, low loan rates, high certificate yields and free audio response service prove that members can take advantage of necessary services without being burdened by high fees.

A full spectrum of accounts and services are available, from saving vehicles to certificates, mortgages to auto loans, IRAs to financial planning (provided by CAP COM Financial Services Inc.), youth programs to discounts at amusement parks, and so on.

Capital Communications provides members with the convenience to maintain all of their financial affairs under one roof.

At Capital Communications Federal Credit Union, you're not just a number.

You are a member.

*The Capital Communications Federal Credit Union went online this month. For information on services, visit the credit union's Web site at [www.capcomfcu.org](http://www.capcomfcu.org).*

## Legal aid



The law firm of Kaplowitz, Murphy, Runion, Fritts & Whiting at 267 Delaware Ave. in Delmar offers a wide range of legal services in the areas of elder law, estate planning, trusts, real property, personal injury, municipal law, education law, criminal law, business and corporate matters, and contract law. Many of the firm's attorneys are longtime Bethlehem residents and actively participate in community and school organizations. Attorneys with the firm are, from left, Bernard Kaplowitz, Brian Murphy, Kenneth Runion, Roger Fritts, Samuel Whiting and Aaron Anderson. Not shown is Stephen McQuide.

Constance Pakatar

## CAP COM offers other financial services

CAP COM Financial Services is a wholly owned subsidiary of Capital Communications Federal Credit Union. It was founded in 1989 as a registered investment advisory firm with the U.S. Securities Exchange Commission and the New York State Department of Law.

CAP COM Financial Services' salaried, on-staff financial consultants hold the Certified Financial Planner certification (CFP), as well as numerous professional designations, and continually participate in continuing education courses.

The firm also employs experienced income tax preparers during tax season. Appointment times are flexible during the day and evening.

The firm offers a full range of financial services to serve credit union members and the general public.

Another highlight to CAP COM's services is the absence of "hard selling" to clients because the firm's financial consultants work on a regular salary, as opposed to commission.

Investment services, life insurance planning, financial planning and estate planning services are a sampling of what CAP COM offers.

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## All smiles



Rose Dental Associates patient Sarah Pollack, left, helps Jamie Lussier, dental assistant, and Dr. Kenneth Sandler show off the new office's sign. The office on 5 Pine West Plaza off Washington Avenue Extension has plenty of room for parking and pleasant surroundings in the state-of-the-art facility. *Constance Pakatar*

## Edward Jones firm has online investment info

Jerry Pittz, Edward Jones investment representative in Delmar, is excited about having a personal page on the World Wide Web.

And why not? Each Edward Jones individual investment representative's personal page offers customized information including a photo, local interests and upcoming events.

Edward Jones, headquartered in St. Louis, is one of the nation's most convenient suppliers of reliable financial products for individual investors. It started its own World Wide Web page in December.

In 1989, the firm joined only five other firms in the industry that serve one million investors or more. Today, 10 firms serve in excess of two million investors. However, Jones is the only firm to serve individual investors exclusively.

With more than 3,400 offices in 50 states and the District of Columbia, Jones has more branch offices than any other brokerage firm in the country. In 1980 the number of Jones offices totaled 304. In 1994, the firm's Canadian affiliate, Edward Jones Canada, opened its first office. Today, there are 32 Canadian offices, including 18 in the Toronto area.

The Edward Jones office in Delmar is located at 316 Delaware Ave. in Main Square Shoppes. Pittz can be contacted at 475-7642.

The Jones philosophy is that service to the individual is of utmost importance. Its more than 3,400 investment representatives provide this personal brand of service by discussing their clients' individual investment needs on a one-on-one basis. Having cultivated a previously untapped market of individual investors, Jones

representatives provide predictable, long-term investment opportunities that include a broad mix of municipal government and corporate bonds, mutual funds, common stocks, and tax-advantaged securities.

The firm was founded more than a century ago, in 1871, as the bond house of Whitaker & Co. In 1922, Edward D. Jones Sr. founded the St. Louis brokerage house of Edward Jones, which merged with Whitaker in 1943. After working a rural territory in Missouri and Illinois, Ted Jones, the son of the founder, positioned the company in the increasingly competitive marketplace as a specialist in providing investment advice to rural Americans.

John W. Bachmann who now manages the firm on a day-to-day basis, has continued this tradition but also has replicated the success of his predecessor by expanding the one-person-office concept into a select number of metropolitan areas.

Bachmann also has led the firm to the forefront of the industry in terms of technology. In fact, the firm maintains the largest satellite network in the financial-services industry.

Jones brokers come from all walks of life—they are former engineers, attorneys, teachers, bank presidents and military officers. They must complete an intensive three-month training program before opening their own offices.

Although the firm is traditionally known for opening offices in rural communities, it has developed a strong presence in metropolitan areas, such as Chicago, St. Louis, Atlanta, Oklahoma City, Kansas City and Seattle. Currently, 65 percent of Jones' offices are in metropolitan areas.



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## Trade show experts



The Mohawk Valley Expo, above, last September in Utica is just one of hundreds of trade shows and exhibits produced by New Direction Events Management of Latham since 1984.

# Pet Spas helps dogs, cats feel and look their very best

By Mel Hyman

Depending on the type of animal you have, an occasional bath, haircut and grooming might be highly appreciated, by both you and your pet.

One place that specializes in making your animal look its best is Pet Spas of America, located at 637 Loudon Road in Latham. They offer personalized service so if your dog needs its nails clipped, its ears cleaned, its teeth brushed or its eyes attended to — in short, whatever needs to be will be done.

The object, according to owner Tracy Fera, is to have your pet "looking good and feeling great."

What if your pet has a health problem? Pet Spas can administer special treatments for skin disorders, fleas, ticks and ear mites.

"We even have a Jacuzzi for your pet," Fera said. "It's an excellent treatment for animals with displasia and arthritis."

In case you need to travel and you can't take Fido (or Fidora) with you, Pet Spas offers clean, heated and air-conditioned facilities for overnight stays.

"We feed them premium pet food and make sure each one receives individual attention and whatever special medications they require," she said.

Pickup and delivery of animals is also available at an additional cost.

And don't forget to visit the pet shop, which features a complete line of pet supplies and gift items, from toys to pet clothes, training equipment to health care products, Fera said.

The facility is certified by the New York School of Dog Grooming. Every person on staff is a trained professional, Fera noted.

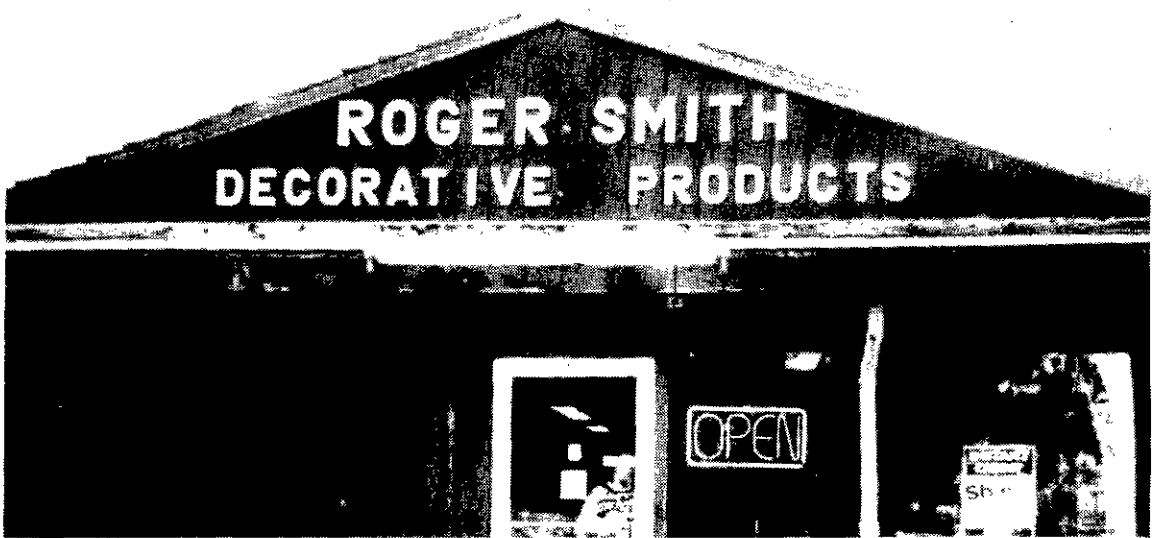
Pet Spas is just south of Latham Circle on Route 9, across from Hoffman's Playland in Bayberry Plaza.

For information, call 783-5506.

**We even have a Jacuzzi for your pet. It's an excellent treatment for animals with displasia and arthritis.**

Tracy Fera

# Definitive decorating



Roger Smith Decorative Products at 340 Delaware Ave. in Delmar offers personal, friendly service and top-quality products from paint to wood floors to custom window treatments. *Constance Pakatar*

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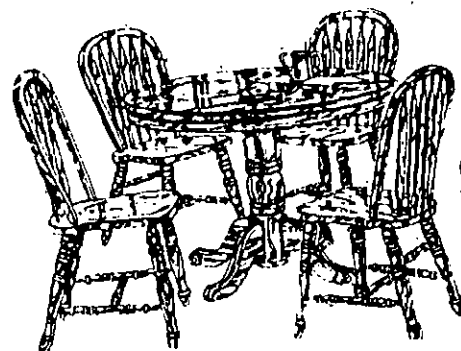
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# SPARC celebrates 25 years of helping

By Joshua Kagan

St. Peter's Addiction Recovery Center (SPARC) will have a memorable year in 1997, as the center celebrates its 25th anniversary.

When SPARC was established in 1972, it operated out of St. Peter's Hospital in Albany. It now serves about 2,500 people annually on an inpatient and outpatient basis at five locations in Albany County.

"The vision was always for it to serve those in need," said Anita Ramundo, SPARC's senior community liaison. "I think it has grown as society has accepted the complexity of the disease and the need to treat it in a medical model."

SPARC originally served people with a problem with alcohol. While alcoholics still make up the largest portion of its patients, the cen-

ter treats people addicted to other drugs and people with dual addictions.

***I think it has grown as society has accepted the complexity of the disease and the need to treat it in a medical model.***

Anita Ramundo

"Nowadays we see a lot more of combinations of alcohol, other chemical substances and mental health issues that override the problem," Ramundo said.

The Sisters of Mercy founded St. Peter's Hospital in the late 1800s and SPARC in 1972. Both are now run by MercyCare Corp. Ramundo said SPARC's close ties with the hospital, especially in its early years, allowed it to grow and bet-

ter serve its patients.

"We've grown proportionally to serve the people who seek us out for help with alcoholism and drug addictions," she said.

SPARC also operates the Lincoln Park homeless shelter in Albany through April 30. Lincoln Park, one of three winter shelters for the homeless in Albany, feeds and provides temporary housing for up to 19 people at a time.

"We were aware the shelter would be open for a contract," Ramundo said. "The hospital has as its mission serving the underserved population of the community and this was seen as part of that mission."

SPARC applied to oversee the facility, and was awarded the contract by Albany County and began operating it on Dec. 2.

# Surroundings' extra touch helps business blossom

By Dev Tobin

Surroundings Floral Studio in the Shaker Pine Mall on Vly Road in Colonie will go the extra mile for its customers, according to co-owner Patti Schachter.

"We're special because we provide close courteous attention to the needs of our new and repeat customers," Schachter said. "We help them enhance the beauty of their surroundings by the use of premium quality fresh or silk flowers and/or plants."

Schachter said that customers should "expect the unexpected" at Surroundings.

"We carry unusual flowers at unusual times," she noted. "For example, we have daffodils and other spring flowers in bloom now."

Schachter said Surroundings arrangements can add a unique innovative touch to events like weddings, parties or corporate meetings.

Surroundings design staff works closely with customers, taking into consideration a variety of design alternatives, budget limitations and delivery date.

"We offer a range of styles, from traditional through contemporary to abstract, with emphasis on the desired mood or theme in either a formal or casual shape," she said. "Our staff is keenly conscious of the beauty that branches, vines, driftwood and stone may contribute to arrangements."

Whatever the choice, "The design takes into consideration form, texture and colors of materials used," she explained.

Schachter added that Surroundings designers also "stress the importance of complementary containers, appreciating the special qualities of vases, urns, tumblers, clay pots or wicker baskets in coming up with signature arrangements."

Surroundings, in its sixth year, had a "very good year in 1996," and expects another good year in 1997, Schachter said.

***We carry unusual flowers at unusual times. For example, we have daffodils and other spring flowers in bloom now.***

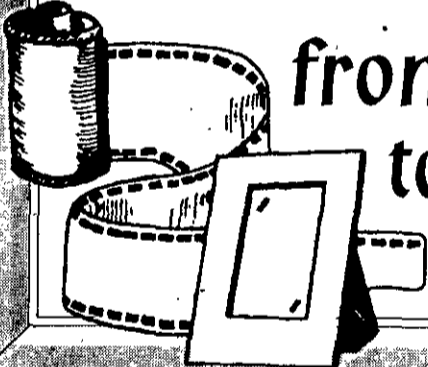
Patti Schachter

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## Books and more



Alison Randolph, manager of Friar Tuck Bookshop in Elsmere, said the store always goes the extra mile to find those hard-to-find books. There are two other Friar Tuck locations, a bookshop in Wilton in Saratoga Springs and a newsroom at the Amtrak station in Rensselaer.

Constance Pakatar

## Candlewood Gardens takes pride in staffing

Older people who need assistance in day-to-day activities but not nursing home care have an affordable and personal option in Candlewood Gardens.

The privately-owned 28-bed adult-care center, located at 514 Old Loudon Road in Latham, has staff on duty 24 hours a day to

***It makes us feel good to have some people go back home. We know we did our job, and now they can go on living at home.***

Georgia Calamaras

assist residents with medication, personal hygiene, housekeeping and social activities.

Georgia Calamaras has owned and operated the facility for over 10 years. The fact that Candlewood Gardens is owner-operated shows a large difference with large corporate-owned facilities.

"This is what allows us to give that special individual attention, because we are small and community-oriented," said Calamaras.

Seven people were added to Candlewood's staff over the last

year, Calamaras said. She now employs 20 people, including cooks, diet aides, housekeepers, maintenance and recreation staff and a licensed nurse. Candlewood Gardens is staffed around the clock, which Calamaras believes sets it apart from its competition.

"This is something our main competition, home health aids, cannot compete with," Calamaras said. "You never know when and if one of them will show up on time or show up at all. With Candlewood Gardens, a full staff is always there."

In addition to its reliability, Candlewood Gardens is more affordable than home health care aides.

Calamaras said rates of \$65 to \$70 a night are about one-third the cost of having an aide in your home 24 hours a day.

While most residents eventually move to a nursing home, Calamaras emphasized that a move into Candlewood Gardens is not a one-way ticket. Often, a person requires temporary care after a broken hip, for instance, and can return home.

"It makes us feel good to have some people go back home," said Calamaras. "We know we did our job, and now they can go on living at home."

## IRS tips for less painful tax season

The Internal Revenue Service has some tips to make filing taxes easier this year.

- Businesses can now simplify paying taxes by electronically transferring money from their bank accounts to the IRS. The electronic federal tax payment system costs less and requires less paperwork by eliminating the need to write checks or use federal tax deposit coupons. Employers who had more than \$50,000 of federal employment tax deposits in 1995 should enroll before May 7 to meet the July 1 deadline.

- The earned income tax credit can get you a refund — even if you owe no tax and did not have income tax withheld from your pay. Check your tax package instructions for details.

- The IRS high tech filing option offers accuracy, 48-hour receipt confirmation and a refund in three weeks. If you own money,

you can still file electronically early and pay by the filing deadline. Call the IRS toll free at 1-800-829-1040 for details.

- You needn't wait in line to get the tax forms and information you need. Dial the IRS Web Site

***File early to receive any federal tax refund that is due. Processing time in January is approximately four weeks.***

on the Internet — [www.irs.ustreas.gov](http://www.irs.ustreas.gov) — to get forms instructions; publications and other tax information.

- People who mail their tax returns to the IRS can now have their refund deposited directly into their savings or checking ac-

counts. The direct deposit request is located right on the tax form. No additional forms are required.

- When filing a federal tax return, use the peel-off label and envelope that comes with the tax booklet. Using them shortens the return's processing time and lessens the chance of misrouting mail or refunds because of hard-to-read handwriting.

- Speed up processing of your federal tax return and unnecessary correspondence with the IRS. Double check the Social Security numbers on all tax forms and schedules. Tax forms without correct numbers won't be processed until the numbers are verified, which means any refunds will be delayed.

- File early to receive any federal tax refund that is due. Processing time in January is approximately four weeks.

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# Wood floor crafter takes pride in family tradition

## M&P customers offered lots of choices for new or refinished floors

By Tom Murnane

As a boy growing up in Cobleskill, Michael Willwerth remembers his father would sand the wood floors of people's houses on weekends, just as a part-time business. And, sometimes, a young Michael would help his father out with the work.

Working on wood and sanding floors has been something of a family affair, at least for the last few generations of Willwerths, and an older Michael is proudly carrying on the tradition.

Michael's grandfather, once upon a time, helped build a legacy of family craftsmen in New York City that the eldest grandson, now 44, has continued today as the owner of M & P Floor Sanding,

Inc., which he has operated from his Feura Bush home since about 1978.

While the summer months are quite busy, with many clients away on summer vacations, business begins to slow down a bit with the advent of late fall and winter, as more people tend to want to stay indoors, forcing him to keep his job at Owens Corning as a fiberizing technician.

Originally, the business was named after Michael and his younger brother, Peter. Eventually, however, Peter decided to move onto other pursuits, leaving the elder Willwerth and his wife, Susan, to carry on the family business.

That craft, he said, "means we

specialize in wood floors. You name it, we can do it," he said, noting with a chuckle, however,

**A lot of my business still comes from the Delmar and surrounding Bethlehem area, because people remember the business in Delmar.**

Michael Willwerth

that he does not "do" windows.

Confident words, yes, but ones he backs up with a list of credentials, references and, most impor-

tant, past work.

For example, for several years — until 1990 — he ran a small showroom at the Four Corners in Delmar until he decided to consolidate his work at his house.

"A lot of my business still comes from the Delmar and surrounding Bethlehem area, because people remember the business in Delmar," he said, noting that about 80 percent of his sales come from positive word-of-mouth, a sure sign of his craftsmanship.

"What I do, I do very well, because I care about the quality of the work," he said, noting that on some jobs, he will call upon one or more of the three subcontractors he has worked with for years.

It is this commitment to quality that helps him stay afloat in a niche industry that is, as he put it, "an fiercely competitive market."

Now that he no longer has his Delmar showroom, Willwerth has found himself doing an increased amount of business by phone.

If people would like to see examples of his work, he either invites people to his house to look at photos or even at the work he is doing on his own floors of the addition being built on his house.

And if more convincing is

needed, he has a list of satisfied former customers who very happy to show off their custom-designed or stained floors to his prospective new customers, Willwerth said.

While woodworking is an ancient and noble craft, Michael concedes he is not above allowing technology to give him a helping hand to maintain his competitive edge as a local leader of his niche market.

For the last six or seven years, Willwerth has been buying products from one of several companies that have begun using lasers — not saws — to create ornamental designs that eventually will grace a custom-crafted floors and even stairs.

With this technology, M & P can offer attractive medallion floor designs and border work, using exotic woods from all around the world. Such pieces can cost \$25, but others will cost up to \$25,000, and he installs them all, he said.

Not only is he keeping up with the changing technology, but Willwerth said he has also been able to be more environmentally conscious in his work, using environmentally-safe, water-based stains that have been on the market since the late 1980s.

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## Engel's Farm & Market features freshness

For more than 100 years, folks have been heading out to Engel's Farm & Market to buy their produce.

Ed Engel, the family company's president, said, "It's a tradition that's here to stay."

The business has been at 681 Albany-Shaker Road in Colonie since 1870. In fact, Engel's Farm was honored as the town's oldest business during Colonie's recent centennial celebration.

The farm and market is run by Ed and his brother John, with a lot of help from their dad, "Big Ed." It will again be opening for the season in early May, "with beautiful hanging baskets, lovely bedding plants, both annual and perennial, all grown in our own greenhouses,

all winter long ending our season in November," Engel said.

**We look forward to seeing our many customers every year. Many have become like friends.**

Ed Engel

No matter what veggie you're in the mood for, Engel's probably has it. And Engel's also carries a full line of fruits.

The farm and market offers something to tempt the sweet tooth in everyone, featuring homemade pies, brownies, chocolate chip and peanut butter and raisin

oatmeal cookies.

"We also offer carrot cake made with our own carrots, grown on the farm," Engel said

He attributed the business's success to service, the goods offered and convenient location on Albany-Shaker Road, just off Exit 4 of the Northway, on the way to Albany County Airport.

"We haven't given in to development," Engel said. "We've had many offers and declined to accept any — this is our home."

After more than 100 years, there's a closeness between the owners and their customers.

"We look forward to seeing our many customers every year," Engel said. "Many have become like friends."

## A taste of the bubbly



Offering their knowledgeable service to palates of all kinds at Delmar Wine & Liquor are (from left) Louise Bradt, Bob McGrath and owner Steve Edic. The store is located at 340 Delaware Ave., Delmar. Constance Pakatar

## Homemade treats highlight Hoffman's Restaurant menu

If it's on the menu at Hoffman's Restaurant in Latham, there's a 98 percent chance it's homemade.

Which is probably the main reason this landmark restaurant has acquired such a fine reputation over the 49 years it's been in business.

Whether it's a fruit, vegetable, fish or meat dish, it's all freshly made on the premises

"We expanded our homemade bread line recently to include sour dough," said co-owner Pat Budlong. "All our sandwiches are now served on homemade sour dough bread.

"We still roast our own turkey and roast beef, boil real potatoes for mashed potatoes and make all our soups and gravies from scratch," she said.

As far as desserts go, she said, "We make our own pies from fresh fruit, cut our own steaks and fresh fish, bake raisin cinnamon bread for our famous toast and freshly grind 100 percent Columbian Coffee."

In 1996, Hoffman's added char-broiled chicken breast sandwiches to its menu, as well as fresh pasta items, which are cooked to order. Other new items include Fajitas (beef or chicken) and fresh herb-crusted chicken.

Hoffman's, located one mile south of the Latham Circle next to Hoffman's Playland, is open for breakfast, lunch and dinner every day but Christmas. Restaurant hours run from 7 a.m. to 11 p.m. Sunday through Thursday and 7 a.m. to midnight on Friday and Saturday.

Seating capacity is 140, which includes the counter area, booths and a dining room. There is a smoking as well as a non-smoking section. The restaurant employs 40 full and part-time workers.

Paul Hoffman founded the restaurant in 1948. Patricia and Paul Budlong purchased it in 1969.

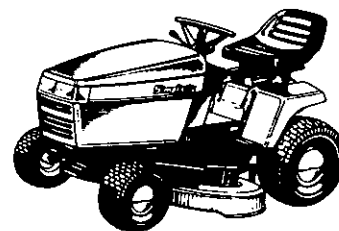
"Quality and value are still our objectives," Pat said. "We believe our customers deserve a great product at a great price."

**We believe our customers deserve a great product at a great price.**

Patricia Budlong

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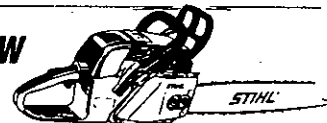
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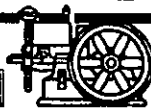
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# Care site just what doctor ordered

By Katherine McCarthy

Bethlehem Primary Care, a walk-in care facility at routes 9W and 32 in Glenmont, has seen 6,100 patients since opening in May 1995. It is part of the Albany Memorial Primary Care network, which operates seven sites in Albany, Rensselaer and Columbia counties. The staff at Bethlehem Primary Care are all employed by Albany Memorial Hospital.

"We provide walk-in care for sudden and unexpected events, like a sore throat or small laceration," said Anne Grebert, director of public relations for Albany Memorial Hospital.

Grebert was careful to point out that Bethlehem Primary Care is not an emergency room for treatment of serious trauma.

"The emergency room should be a last resort," Grebert said. "Treatment for smaller things, like

a sore throat, will be less traumatic and more immediate at a primary care facility than in an emergency room."

Always on staff at Bethlehem Primary Care are a physician, nurse, medical receptionist and an X-ray technician.

"There's also a blood-drawing station," Grebert pointed out.

Most major insurances are accepted, and for those without insurance, Grebert said the costs are less than in an emergency room, and competitive with similar facilities.

In addition, patients rarely have to wait long before seeing a doctor. Grebert refuted the negative image of a "Doc in the Box" that people sometimes apply to primary care facilities.

"We're part of a network of services that flies in the face of that reputation," Grebert said. "We're

part of the Albany Memorial Hospital system, and our physicians are either board-certified or board-eligible. Our nurses are all very experienced, and you can expect high level care."

Also, should a patient require follow-up care, "We can provide that as part of the system," Grebert said.

All Memorial's primary care sites were established to provide community-based health care.

"Bethlehem Primary Care is part of the community," Grebert said. "Much of the staff is local, so you have neighbors caring for neighbors. We've sponsored a Little League team, and offer health screenings. We try to go into a community and be active."

Bethlehem Primary Care is open weekdays from 10:30 a.m. to 7 p.m., and weekends from 9 a.m. to 2 p.m.

# More than OK corral



Dino Gallitos, manager of the Golden Corral on 1901 Central Ave. in Colonie, shows off some of the goodies on the menu. The restaurant offers a full buffet and steak menu. All steaks are cut on the premises.

Hugh Hewitt

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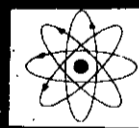
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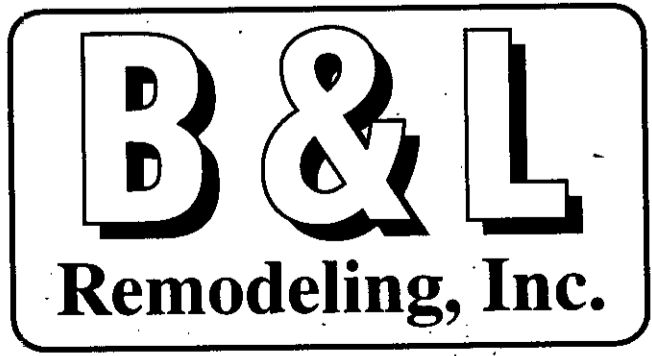
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## Automobile 'magician' uses skill to fix anything

By Tom Murnane

It has been a long time since Brian Lainhart rebuilt his first motor as a 13-year-old teen growing up in Altamont, but sometimes, it still seems like yesterday.

"It was a '59 Ford," he said without hesitation but with a satisfied gleam in his eye.

Today, Lainhart is 40, but he is still doing what he loves to do: fix cars.

Having been in the business for nearly 20 years, first working for other area auto repair shops,

**We try to give people the option to stay or drop their car off if they want. If they want to stay, we have Bob and Linda's Window Box Diner across the street where they can have some coffee while they wait.**

Miriam Fiato

Lainhart and his wife, Miriam Fiato, opened their own repair center in Slingerlands three years ago at the intersection of routes 85 and 85A: Professional Auto Solutions.

Their motto, the couple says, speaks for itself: "We fix anything."

That includes snowblowers, lawnmowers and trucks, but his specialty is cars, particularly imports. And he works with a skill that his wife describes simply as "magic."

That skill and knowledge as a mechanic have led him to be named a master mechanic by the National Institute for Automotive Advancement, an honor Brian proudly displays in his office adjoining his repair shop.

To attain the rank of master mechanic, Lainhart had to take certain tests and achieve a certain level of knowledge, which along the way allowed him to specialize

## School earns accreditation

In June 1996, Bethlehem Preschool Inc. on Route 9W in Glenmont completed a year-long process of becoming an accredited early childhood education program by the National Association for the Education of Young Children (NAEYC).

Of the 140-plus licensed child care facilities in the Capital District, only four centers have successfully completed this accreditation process.

The NAEYC accreditation is a rigorous, voluntary process by which early childhood programs demonstrate that they consistently meet national standards of excellence.

In achieving this accreditation, Bethlehem Preschool went through an intensive self-study, collecting information from par-

ents, teachers, administrators and classroom observations.

An on-site visit, conducted by early childhood professionals trained by the NAEYC, validated the self-study results.

All this information was independently reviewed by a team of national experts who granted the accreditation, which lasts for three years.

With this accreditation, Bethlehem Preschool has made a commitment to provide a quality early child education and child care program to the families of our community.

Established in 1975, Bethlehem Preschool is one of the oldest early childhood programs in the Bethlehem area.

For information, call 463-8091.

in imports, his preferred type of car.

"Their craftsmanship and quality is far better than domestic cars, and they are better laid out which makes it easier to take things apart and put back together."

As the sole mechanic, Brian handles all of the repair work, while Miriam runs the business office. But don't be fooled by her just because she sits behind a desk much of the time.

The Voorheesville native also knows a thing or two about cars, enough to serve as a shop inspector and her husband's assistant.

Keeping up with changing technology is one of the challenges for a two-person operation. A sensor that ties in with a car's on-board computer can cost up to \$2,000, but is a staple in the modern auto repair shop, said Miriam.

## Money matters



Arthur Place, left, and Mark Chalachan, CPA, offer a wide range of services including auditing, computer services and taxation consultation at Arthur Place & Company, at 1218 Central Ave. in Colonie. Constance Pakatar

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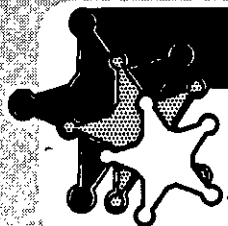
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# The Spotlight



Vol. XLII No. 4

The weekly newspaper serving the Towns of Bethlehem and New Scotland

January 22, 1997 **50¢**

## Clean air group asks for \$100K

Spokeswoman says EnCon needs watchdog

By Mel Hyman

Bethlehem Citizens for Clean Air, the ad hoc group formed in opposition to the proposed formaldehyde production plant on Route 144, wants the town board to spend \$100,000 to make sure the state does a proper job reviewing the project.

Supervisor Sheila Fuller plans to put the request on the Feb. 12 town board agenda, but she's making no guarantee that the board will go along. "Do we want to hire our own experts to evaluate the DEC's (state Department of Environmental Conservation) decision-making? I don't know. The board will have to discuss this and come to a decision."

Sigi Moriece, group spokeswoman, said the appropriation is needed in light of the decision by EnCon to assume lead agency status instead of the town.

"We want to get every single board member's position on this and to what extent they're willing to fight to protect



**Whenever they've had lead agency status for a project before, they've taken a pro-business stance.**

Sigi Moriece

the health and safety of residents," Moriece said. "We want to make sure there's no toxic emissions, that the brownfield will in fact be cleaned up and that their storage plans (for methanol) are safe."

Moriece said she didn't trust EnCon to

conduct a fair and impartial environmental review of the \$9.5 million project because "Whenever they've had lead agency status for a project before, they've taken a pro-business stance."

Despite community opposition, Spurlock Adhesives Inc. of Waverly, Va., is sticking by its plan to build a chemical plant on 55 acres adjacent to the Niagara Mohawk Power Corp. steam generating plant.

The company originally sought funding from the Bethlehem Industrial Development Agency but withdrew its

application after the IDA board decided to reconsider seeking lead agency status for the SEQR (state environmental quality review) process.

"The issue certainly needs discussing," said Councilman Ted Putney, "but before you spend that kind of money you need to do an awful lot of soul-searching as to whether that is the best way to protect the town's interests."

"My first question is whether we have that kind of money in the budget," said Councilman George Lenhardt. "It's taxpayer money, and we have to know if it's available."

Councilman Robert Johnson agreed. "Before I commit myself to spending a hundred grand, I need to take a pretty

□ \$100K/page 11

## Accounting error creates \$210K shortfall

By Dev Tobin

At a special Bethlehem school board meeting last Wednesday, board members learned that the shortfall in bids for the major part of the district's \$14.8 million bond issue had grown from \$270,000 to \$480,000.

The additional \$210,000 is due to an "accounting error by the architect" — the omission of funding for file servers in the technology part of the bond issue, explained Franz Zwicklbauer, assistant superintendent for business.

File servers are computers which link together other computers in local (school building) or wide (school district) area networks.

Bids for the second phase of the bond issue came in earlier this month at about \$7.9 million, approximately \$470,000 over estimates. After \$200,000 in actual and expected savings from the first and third phases of the project, the shortfall due to the bids shrank to about \$270,000.

The second phase of the project includes new libraries at the middle and high schools, four new and four renovated classrooms at the middle school, eight renovated classrooms

□ SHORTFALL/page 11

## Price choppers



Outdoor construction continues on the new Price Chopper center in Slingerlands despite the sub-zero temperatures that chilled the area this week. *Hugh Hewitt*

## Police cracking down on Bethlehem speeders

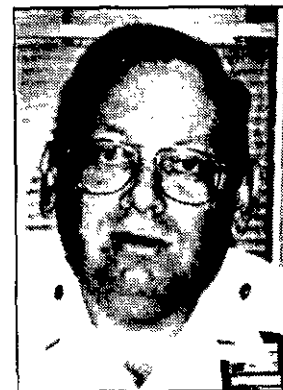
By Mel Hyman

Town residents say they want more vigorous enforcement of traffic laws, and that's just what they're getting, like it or not.

Starting right after last week's community meeting on traffic safety, Bethlehem Police Lt. Richard Vanderbilt, who also serves as chairman of the town's traffic safety committee, ordered a crack-down on speeders, particularly in areas of town where there have been complaints.

In only two days' time, police issued more than a dozen speeding tickets on McCormack and New Scotland roads alone. At the community meeting, several residents from this area voiced grave concerns with the traffic situation in Slingerlands.

The traffic safety committee has "no



Vanderbilt

doubt that motorists are using McCormack Road as a shortcut to get from New Scotland Road to Route 140," Vanderbilt said, "but we feel we should wait until the new Price Chopper center opens before we recommend anything so that we get a clearer picture of what the situation really looks like."

Slingerlands is not the only area police have begun targeting as a result of citizen input.

"We also issued more than a dozen (speeding) tickets on Kenwood Avenue," Vanderbilt said. And "we've stopped people on Font Grove Road, Bridge Street, River Road, Rowland Avenue and Murray Avenue as well."

The biggest problem on Kenwood is

□ SPEEDERS/page 11

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Registration is limited to 1 child per adult unless siblings  
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Located at First United Methodist Church (428 Kenwood Ave.)

## Police arrest two for DWI

Bethlehem police arrested two people last weekend on charges of driving while intoxicated.

Perita R. Martinez, 22, of Omah Terrace, Colonie, was stopped at 12:20 a.m. Saturday, Jan. 18, for driving 66 mph on Delaware Avenue and then attempting to pass a vehicle on the Normanskill Bridge, police said.

She was charged with DWI and released pending a future appearance in town court. Officer James Haker investigated.

Richard Guy Dill, of Schwonksville, Pa., was stopped at 4:55 a.m. Sunday, Jan. 19, for driving too slow, 20-25 mph, on the Slingerlands Bypass and then swerving on to the shoulder of the road, police said.

He was charged with a felony count of DWI and possession of marijuana, a violation, police said.

Dill was sent to Albany County jail in lieu of \$2,500 cash bail. Officer Chris Pauley investigated.

## Correction

Don DeAngelis, recently appointed inspector general in charge of workers' compensation fraud, has retired from the practice of law and is no longer associated with the law firm of DeAngelis, Kaplowitz, Murphy, Runion, Fritts & Whiting.

## Parks department asking for \$311K for field work

The Bethlehem town board tonight, Jan. 22, will consider authorizing additional expenditures for work on the new playing fields at Elm Avenue Park.

The money (\$311,000) would come from the recreation capital reserve account. Part of the additional funds would go toward regrading the soccer area at the park.

Other items on the board's agenda include:

- Request from Parks and Recreation Administrator Dave Austin to go to bid for chain link fence work at the new playing field at Elm Avenue Park.
- Request from Public Works Commissioner Bruce Secor for approval of standardization of water meters.
- Request from Secor concerning proposed sewer district extension for the Job Corps facility on Route 144.
- Request from Secor for approval to go to bid for rubber tire backhoe/loader and internal pipeline inspection equipment. The money would come from capital reserve funds.
- Request from Secor for approval to go to bid for chemicals for 1997.
- Authorize the supervisor to sign the Mohawk & Hudson River Humane Society agreement for 1997.
- Request from Police Chief Richard LaChappelle for acceptance of donations to the DARE program.
- Request for donation from Feestelijk Bethlehem Committee for its May 3 community celebration.
- Request from Highway Superintendent Gregg Sagendorph to go to bid for crushed stone, gravel, topsoil, milling, rental of track excavator, rental of construction equipment and guide rails.
- Recommendation from Sagendorph for award of bid for unleaded gasoline and diesel fuel to Long Oil Heat of Albany.
- Request from Austin for approval of appointment of seasonal personnel.

The board will meet at 7:30 p.m. at town hall.

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## BOU awards grants to local programs


Bethlehem Opportunities Unlimited (BOU) recently awarded three grants to local youth activities programs.

The Bethlehem Central Middle School's "Strive for Success" program received \$1,600 for its evening study skills classes.

The Bethlehem swim team received a \$250 grant to help sponsor a reunion dinner in celebration of its 25th year.

The mentoring program at the middle school received \$1,000. The program places students in jobs around the town to increase their contact with the "real world," as well as to increase self-esteem.

Those interested in applying for grants should contact any BOU board member or pick up an application at the main office of any of the Bethlehem schools.



# Bethlehem G.O.P.




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# Most speed through Slingerlands

## DOT survey confirms residents' complaints

By Mel Hyman

A decision is expected within the next several weeks on whether the state Department of Transportation will lower the speed limit on New Scotland Road between Blue Cross/Blue Shield and the New Scotland town line.

This stretch of roadway cuts through the heart of Slingerlands, and has been a sore spot for residents unhappy with the volume and speed of vehicles traveling through the community.

The current speed limit of 40 mph is too high, they say, given the large number of people walking, jogging and living in the immediate vicinity.

Since late November, DOT has been monitoring the speed of motorists on New Scotland Road at five different locations. Using radar equipment, DOT personnel in unmarked cars checked the speed of 1,500 cars and found that, at four of six locations, more than half of the vehicles exceeded the speed limit.

DOT's study revealed that at the Slingerlands Post Office, approximately 67 percent of motorists exceeded the 40 mph speed limit.

The other checkpoints revealed the following:

- At the Hess gas station, about 56 percent of motorists exceeded the speed limit.
- At the Slingerlands firehouse, 24 percent of those monitored exceeded the speed limit.
- At the intersection with Font Grove Road, 39 percent exceeded the speed limit.
- At the intersection with Southwood Drive, 63 percent of

drivers exceeded the speed limit.

• At the intersection with Caldwell Boulevard, 84 percent of drivers exceeded the speed limit.

Speed will not be the only determining factor in the DOT's decision, according to regional traffic engineer Bill Logan.

"We're also examining the accident history of the road and comparing it with the statewide average for similar types of highways," he said. "I don't disagree that speeding may in fact be a

have it in place before the new Price Chopper opens, since we expect some increase in traffic from that."

Councilman George Lenhardt, a Slingerlands resident, was unaware of the DOT study and surprised by the extent of the speeding problem uncovered.

"I took it upon myself before the holidays to write a letter in my official capacity to the commissioner of DOT requesting that the speed limit (on New Scotland Road) be reduced within the town of Bethlehem to the same speed that it is on the Albany side (30 mph).

"I grew up on this road," Lenhardt said.

"I used to deliver papers there, and I'm very familiar with the problem. When I was a youngster, we lived near Ross' ice cream stand and the speed limit at that time was 50."

Back in 1977, there was a proposal to widen the shoulders on New Scotland Road (in the vicinity of the Slingerlands firehouse) to six feet on each side and to install a sidewalk on the south side of the road.

"We had awarded the bids and the contractor was getting ready to start work," Logan said, but a "tremendous outcry" from local residents caused the project to be scuttled.

"They didn't want this type of road for Slingerlands," he recalled, "and they mostly objected to the removal of 20 or so large trees, although I think they were supposed to be replaced."

**Speeding may in fact be a problem, but it doesn't necessarily mean that the speed limit is to blame.**

DOT engineer Bill Logan

problem, but it doesn't necessarily mean that the speed limit is to blame. Depending on the situation, lowering a speed limit may create more problems than it solves."

Logan noted that the study was not undertaken in response to the death of Sarah Whiting, a high school student killed while jogging on the road last November.

Regardless of whether the speed limit changes, DOT plans to install a pedestrian "walk only" light at the intersection of Kenwood Avenue and New Scotland Road so that walkers and joggers won't be risking their lives trying to cross.

"It will be similar to what we have at Delaware Plaza and the Four Corners," Logan said. "When a pedestrian pushes a button, all traffic comes to a stop. We plan to

# Leistensnider named planning counsel

By Mel Hyman

With environmental issues becoming more central to planning decision-making, it appears that the Bethlehem planning board could not have gotten a better person to serve as its legal counsel than Ruth E. Leistensnider.

A Delmar resident, Leistensnider was appointed to the \$14,853-a-year job by the town board earlier this month. Her qualifications, particularly in the area of environmental law, are outstanding, according to Super-

visor Sheila Fuller.

"Her expertise lies in just the areas that we often have to deal with," Fuller said. "Environmental issues seem to be paramount at this time, and her familiarity with SEQRA (State Environmental Quality Review Act) and the DEC (state Department of Environmental Conservation) should prove to be a tremendous asset."

A major part of Leistensnider's practice with the Albany law firm of Nixon, Hargrave, Devans & Doyle focuses on advising both developers and municipalities as to their compliance with SEQRA.

In addition, she assists clients in siting and obtaining permits for solid waste management facilities and preparing long-term solid waste management plans.

She fills a vacancy created when Jeffrey Pohl stepped down as planning board attorney after a two-year stint to become general counsel to the state Dormitory Authority.

"I'm was interested in serving because I've lived in the town for eight years and felt I hadn't been

involved enough," Leistensnider said. "At Jeff Pohl's request, I sent in my resume. I worked with Jeff when he was a member of this law firm."

Leistensnider said the "challenges we face are ensuring that development proceeds while we're protecting the environment and striking the proper balance between growth and maintaining the quality of life" for residents.

Leistensnider noted that she has provided legal advice to a number of municipalities involved in high-profile projects, such as advising the town of Saugerties on SEQRA issues pertaining to the 25th anniversary Woodstock concert in 1994.

She also assisted the town of Bethel on environmental issues related to the issuance of a mass gathering permit for the alternative concert slated that year on the site of the original concert in 1969.

Closer to home, Leistensnider provided legal counsel to the city of Albany during the permit process for expansion of its regional landfill off Washington Avenue Extension.

Currently, she is lead attorney for siting and permitting for the city's plan to build an ANSWERS regional landfill in the town of Coeymans.



Leistensnider

# Cross-country kids



Patrick Shaffer, 10, and Katie Parafinczuk, 11, both of Delmar, relax after running in the national Junior Olympics Cross-Country Championships in Lexington, Ky., recently. Shaffer finished 65th in a field of 255, and Parafinczuk finished 98th in a field of 294 in their respective divisions.

# New Scotland board gives ALS another look

By Dev Tobin

It's fish-or-cut-bait time for Advanced Life Support in New Scotland, the town board agreed at last week's meeting.

Councilman Mark Dempf reported that there seems to be a consensus among the town's volunteer ambulance services to move ahead with the paramedic service, which would be set up by contract with the county sheriff's department.

The sticking point remains money — how to fund the town's contribution to the regional service and what to expect regarding future budget growth for ALS, Dempf noted.

**It's the same issue as before, we need to see a budget.**

Victoria Ramundo

ALS has been established in Bethlehem for about a year, and provides the southern Albany County area with a level of service that includes emergency medical intervention with drugs and/or defibrillators.

New Scotland's annual contribution for ALS would be an estimated \$70,000, said Supervisor Herb Reilly.

Wary of reports that the ALS charge for the Hilltowns has risen 20 percent in one year, town board members also want to see a five-year projection of the ALS budget before committing to the project.

"It's the same issue as before, we need to see a budget," said

Councilwoman Victoria Ramundo.

Councilman Scott Houghtaling suggested, and the rest of the board agreed, that the town should set a deadline of March 1 for submission of relevant ALS financial data.

In other business, the board held its 1997 organizational meeting and changed its monthly meeting date to the second Monday to avoid a conflict that had arisen for Dempf with the prior meeting date on the second Tuesday.

The board also approved salaries for 1997, which reflect 3 percent increases over 1996, including \$41,385 for Reilly; \$40,170 for Highway Superintendent Darrell Duncan; \$36,470 for Building Inspector Paul Cantlin; \$33,353 for Assessor Patricia McVee; \$30,900 for Town Clerk Corinne Cossac; \$30,406 for parks, building and maintenance supervisor Harry Duncan; \$24,499 for Code Enforcement Officer Paul Jeffers; \$16,259 for town justices Kenneth Connolly and Thomas Dolin; \$15,450 for Town Attorney John Biscone; \$9,599 for Receiver of Taxes Marilyn Holmberg; \$8,513 for planning and zoning attorney Margaret Adkins; \$5,962 for town board members; and \$13.12 an hour for Reilly's secretary Carol Cootware, Deputy Town Clerk Kathryn Martin, justice clerks Diane Williams and Deborah Baron (part-time) and highway department clerk Patricia Guertze.

And the board reappointed Gloria Ozimek to the planning board (seven-year term) and Ronald VonRonne to the zoning board of appeals (five-year term).

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# Java Jazz scoops up art, music & coffee

By Mel Hyman

According to the Internet, there are less than a handful of establishments across this great country of ours that use the name Java Jazz or some rough equivalent.

And one of them is right here, in the Main Square Shoppes in Delmar.

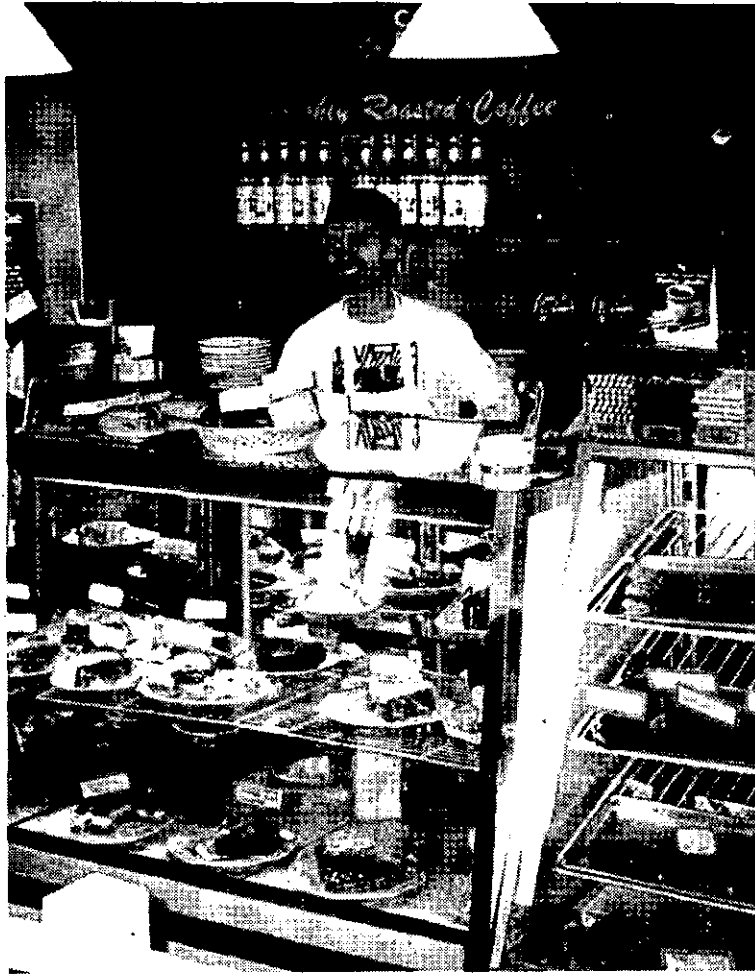
The Java Jazz Cafe & Bakery opened shop last month, replacing the Ben & Jerry's store that occupied the same space since 1988.

Located alongside Seattle Sub & Pita Co., Java Jazz features a combination espresso bar and bakery in a relaxed cafe atmosphere.

Live jazz is featured every Saturday night from 9 to 11 p.m. and a rotating art exhibit is provided monthly by the Froebel Gallery of Albany.

"The reaction thus far has been overwhelming," said Tom Rowlands, owner of Java Jazz, Seattle Sub and the former Ben & Jerry's. "I really had no idea there was such a pent-up demand for a good coffee bar in Delmar. Business just took off on the first day that we opened and it continues to grow."

Java Jazz features 24 varieties of Green Mountain Coffee by the pound, as well as five selections of fresh-brewed coffee daily.



Christian DeFrancqueville is the assistant manager at Java Jazz in Main Square on Delaware Avenue in Delmar. *Mel Hyman*

In addition, more than a dozen gourmet desserts are available by the slice, along with a variety of fresh baked goods that includes 10 flavors of muffins, cookies, ruggalah, bagels and croissants.

"We do all of our baking right at Main Square," said Rowlands, "and this has really helped with the popularity of our muffins. We have trouble keeping the display case full."

Rowlands opened the Delmar Ben & Jerry's in 1988. "It's been a financial struggle every year. It was just too small a market for that type of product."

Feeling "somewhat responsible," Rowlands said, the Ben & Jerry's home office in Vermont

approved the "first-of-its-kind dual business concept in 1995, allowing me to open the pita wrap sandwich shop in the same space.

"Unfortunately, the weather in the Northeast has not cooperated in the past three years," he said, "and ice cream sales have continued to decline, and with the seasonal nature of the ice cream business, it just wasn't worth all the hard work."

Rowlands expects his new dual-business arrangement to work much better, with strong sales on the coffee side in the morning and late evening combined with steady business on the sandwich side at lunch and dinner times.

Customers will not be competing for table space at the same times, he said.

The atmosphere at the new shop has changed somewhat with the addition of new lighting, music on weekends and the artwork from the Froebel Gallery, which is headquartered on Lark Street. All of the art work, which will change every six weeks or so, will be for sale.

And just so the people hooked on Ben & Jerry's won't go into withdrawal, Java Jazz will continue to stock pints of the ice cream in a display cooler.

Java Jazz is open weekdays from 7 a.m. to 9 p.m., Saturdays from 8 a.m. to 11 p.m., and Sundays from 8 a.m. to 9 p.m.

## Nature center plans winter walking tour

A snowshoe walk will take place on Saturday, Feb. 8, at 2 p.m. at the Five Rivers Environmental Education Center at 56 Game Farm Road in Delmar.

Naturalists at the center will lead the walk, as well as train those unfamiliar with snowshoes. If there is insufficient snow, the walk will take place on foot.

Call to reserve snowshoes. Children must be in at least fourth grade to fit into Five Rivers' snowshoes.

For information, call 475-0291.

## Five Rivers planning a snowshoe walk

A snowshoe walk will be held on Saturday, Feb. 1, at 2 p.m., at the Five Rivers Environmental Education Center on Game Farm Road in Delmar.

If there is insufficient snow for snowshoeing, the hike will be done on foot.

Preregistration is required. Children must be at least in fourth grade to fit into Five Rivers' snowshoes. Participants should dress for the outdoors.

For information, call 475-0291.

## Pancake breakfast to be held at church

An all-you-can-eat pancake breakfast will take place at the New Salem Reformed Church on New Scotland Avenue in New Salem on Saturday, Feb. 1, from 7:30 a.m. to noon.

The cost is \$4 per person, \$2.75 for children ages 6 through 10, and free for children under 5.

For information, call 765-3468.

## Lecture to focus on banishing stress

"Laugh the Stress Out of Your Life," a lecture by local author and counselor Anne Bryan Smollin, will teach the audience how to de-stress their lives through humor on Wednesday, Jan. 29, at the Days Inn on Route 9W in Glenmont.

The cost of the event is \$6 with reservations. To make a reservation, call 439-0512.

## Progress club has tips on making stationery

The evening group of the Delmar Progress Club will meet on Wednesday, Jan. 29, at 7 p.m. in the community room of the Bethlehem Library at 451 Delaware Ave. in Delmar.

The program will be on making your own stationery.

## 'Winter Flake-out' offers fun for kids

The Bethlehem Public Library at 451 Delaware Ave. in Delmar will hold a program, "Winter Flake-out," for children ages 3 to 6 on Sunday, Jan. 26, at 2 p.m.

The program will feature activities, stories, poems and songs. For information, call 439-9314.

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# 34-volume dictionary graces library shelves

Last November, the library added a heavyweight to its reference collection — 168 pounds worth to be exact. Sixteen years from conception to completion, the new and acclaimed *Grove's Dictionary of Art* is comprised of 34 volumes of authoritative research in the field from 6,700 scholars representing (according to *Time* magazine) "every country in the United Nations."

Not only is it comprehensive, it



is extremely reader-friendly, says Michael Farley, head of reference.

Farley observed that *Grove's Dictionary of Art* follows the tradition started by the 18th-century French encyclopedist and philosopher Denis Diderot.

Contributors to Diderot's progressive *Encyclopedie* were the leading intellectuals of the Age of Reason, "the best minds writing for the average person," Farley said.

*Grove's Dictionary of Art* joins its two eminent siblings, the new *Grove's Dictionary of Opera*, also acquired last fall, and *Grove's Dictionary of Music*, which has been in the library's collection since 1981.

Bethlehem is the only library in the Upper Hudson system to own the art and opera dictionaries.

Altogether, the three Grove reference works support the general collection's strong emphasis on the humanities, which in turn reflects this community's interest in and demand for quality material

in that area of knowledge.

Why purchase an expensive set of books that takes up five feet of shelfspace? Why not buy it on CD-ROM or take it off the Internet?

For one thing, the Internet's current search engines aren't advanced enough to handle a project as enormous as this.

For another, cross-referencing from CD-ROM would be severely hampered because one disk can't hold the dictionary's 26 million words and 15,000 images.

*Grove's Dictionary of Art* represents a rare and categorical triumph of print and plates over the bytes and pixels of the cyberspace age.

Director Nancy Pieri, who ordered the dictionary of art during her tenure as head of reference, said that the purchase was a combination of need, instinct and timing.

It provides much needed reference support for our extensive collection of art books," she said.

"The most difficult questions we get at the desk are in the field of art, and up until now, we've had no ready reference."

Now patrons will have access to "one-stop shopping" at the best store there is. According to *Time*, "No more complete guide to the world's art exists."

Louise Grieco

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

## Town library offering senior citizen series

The Bethlehem Public Library at 451 Delaware Ave. in Delmar will present the 1991 documentary, "Forever Young," on Friday, Jan. 24, at 10 a.m.

This film, directed by Robin Lehman, profiles 26 unique older individuals whose zest for life infuses their golden years with creativity and strength of character.

This free program is the first in a new library series for seniors and other adults called "FYI Fridays." Events are scheduled on the fourth Friday of the month from January through May.

For information, call 439-9314.

## Slingerlands school slates open house

The Slingerlands Cooperative Nursery School, located behind the Slingerlands Community United Church at 1499 New Scotland Road in Slingerlands, will hold an open house on Sunday, Feb. 2, from 1:30 to 4:30 p.m. Registration for the 1997-1998 school year for 3- and 4-year-olds will take place.

For information, call 423-7407.

## Line dancing slated at BCMS this month

Danci' Nancy will offer evening line dancing lessons and dancing at the Bethlehem Central Middle School on Friday, Jan. 31, from 7:30 to 10 p.m.

Admission is \$5 per person. The event is sponsored by the Bethlehem Central Lab School.

For information, call 439-0268.

# Kindergarten sign-ups slated at RCS schools

Parents of children who will be eligible to enter kindergarten this fall in the Ravena-Coeymans-Selkirk school district are reminded to register their children this week.

Registration will be today, Jan. 22, from 1 to 3 p.m. at A.W. Becker School in Selkirk, and on Thursday, Jan. 23, from 1 to 3 p.m. at Pieter B. Coeymans School in Ravena.

In order to begin kindergarten in September, a child must be 5-years-old by Dec. 1.

Parents must bring a birth certificate to registration.

For information, call the Becker School at 767-2511 or the Coeymans School at 756-8190.

## New senior housing opens soon in Ravena

The Acton Civill building, more than 100 years old and on the National Register of Historic Structures, will soon be home to 28 senior citizens.

The Ravena landmark, originally designed as a seminary, has been refurbished into apartments.

With only final construction details left to complete, residents will be moving in within the next few weeks.

### NEWS NOTES

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



## Middle school parent groups plan joint meeting

"More the Same Than Different" is the theme of this year's joint meeting of the RCS Middle School P.I.E. group and the Special Education Parent Support Group.

The meeting will be Wednesday, Jan. 29, at 7 p.m. at the middle school.

## Ensemble concerts set for Thursday

RCS Senior High School will come alive with the sound of music, as the district's small ensembles present a concert Thursday, Jan. 23, at 7 p.m.

The ensembles feature student musicians in grades five through 12.

## Coeymans school slates book fair

The Pieter B. Coeymans School will be the site of a book fair next week, from Monday, Jan. 27, through Friday, Jan. 31.

## Slingerlands Cooperative Nursery School (non-denominational)

# OPEN HOUSE



Sunday, February 2, 1997

from 1:30-4:30 PM

at Slingerlands Community Methodist Church  
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## Matters of Opinion

### We're making progress

The Spotlight's 44-page business Update section this week is an indication of real progress under way in the local economy. This section represents a 37-and-one-half percent increase over last year's.

What that means — apart from the fact that our sales representatives are doing a good job — is that local business people are feeling more confident and less afraid of a faltering economy. It means they are willing to spend money on advertising because they believe the public will respond to their ads. And that is truly good news.

In the town of Bethlehem, there has been a concerted effort to promote local entrepreneurs. Bethlehem First, comprised of people from town government, the chamber and business people, deserves credit for this ongoing effort, which seems to have caught on.

Still, what many people fail to realize is that a healthy business climate makes it better for all residents.

Bethlehem Supervisor Sheila Fuller drives that point home in her article in the Update section, and she is right. Bethlehem is a community that generally enjoys good fortune, but not everyone here is filthy rich and able to afford exorbitant property taxes. Like it or not, business expansion is necessary to hold the line on taxes and therefore maintain town services.

### Property tax relief

Among the tax relief proposals in Gov. George Pataki's budget released last week was the expansion of the \$3.4 billion School Tax Relief (STAR) program, which promises to cut school property taxes for all New York homeowners by an average of 27 percent over four years.

The governor estimates STAR will cut residential school property taxes by \$1.7 billion when fully phased in over four years, including an average 45 percent cut for eligible senior citizens who own their own homes.

This program is a good start on cutting property taxes, which in the Capital District are 74 percent above the national average. We are especially interested in seeing the governor's promised cap on future school tax growth, which will benefit both homeowners and businesses.

While this STAR program provides funds to school districts to support their budgets and new education initiatives while avoiding tax increases, there is a need also for school districts to keep tight control on costs so the governor's program has full impact on taxes.

### No parking, it's the law

Bethlehem traffic safety police officer Jeffrey Vunck and Lt. Richard Vanderbilt readily responded to our editorial about handicapped parking markings on a local business in last week's edition.

The handicapped sign at Delmar Marketplace, installed in December, is permanently affixed to the building, which is in accordance with the law, Vunck said. He also said lines on the designated space will be painted on as soon as weather permits. He pointed out that painting lines on the pavement is an option, not mandated by law.

Both Vanderbilt and Vunck said Delmar marketplace owners are doing everything they can to make patrons aware of the designated space, including putting signs to the effect on the cash registers. As Vunck said, "The store owners are bending over backwards."

One thing the owners plan to do is move the "pooch hook" so the area near the handicapped sign is less cluttered.

Vunck additionally said drivers with handicapped parking permits need to make sure the sign is hung on the vehicle mirror, since the police have no way of knowing whether the vehicle is legitimately parked unless it is there.

## Editorials

## Update a good read, for good reason

By Dick Ahlstrom

The writer is publisher of Spotlight Newspapers.

We recommend this week's Update section to you for good reading.

The section is full of stories and pictures of local merchants and businesses.

You are sure to find some of your friends and neighbors among them.

Twelve pages bigger than last year, the section reflects an improvement in the local business climate. In this changing time, some of our old favorites are gone, forced out of business by megastores, changing interests, shopping habits and yes, some by poor business practices.

But new enterprises replace them.



### Point of View

Gov. George Pataki and town supervisors Mary Brizzell, Sheila Fuller and Herb Reilly write about our state and towns.

The problems of job creation, economic development and taxation are intertwined here in the Capital District.

**Twelve pages bigger than last year, the section reflects an improvement in the local business climate.**

Misleading, scary newspaper stories about job layoffs are gone. These stories helped create fear.

Fearful people spent less, and our local economy suffered.

The stories were misleading because only a small number of

state staff reductions were a result of layoffs. Most of the reductions were from retirements or job transfers.

Relocations, yes, but less drastic than layoffs.

The real sadness rarely mentioned is that taxes in New York state force pensioners to move out of our state, transferring our taxes, which pay their pensions, to the benefit of other states.

While our economy is improving, New York state was one of the six mainland states that had the lowest job growth, less than 2 percent, last year.

Gov. Pataki's proposal to use increased revenues from our improving economy to reduce property taxes and attract jobs is on course.

Increased state spending at this time would hurt us all.

Enjoy Update '97.

## Resident calls for citizen representation

Editor, The Spotlight:

I attended the recent public hearing on pedestrian safety at Bethlehem town hall and was inspired by the many residents who spoke.

They were articulate, creative and convincing in their arguments. Some brought visual aids and notes. The residents proposed positive, concrete solutions to this problem — sidewalks, one-way streets, crosswalks, reduced speed limits and stop signs.

Unfortunately, their well-reasoned arguments before the town traffic safety committee fell on deaf ears.

With the exception of Lt. Richard Vanderbilt, who promised more police enforcement, the committee is a barrier to new ideas.

They are opposed to innovation and change in the town. They have a philosophy about roads which dates back to the 1950s. Bethlehem streets are part of a grid system that links the town to a re-

### Letters

gional transportation network. Town streets and roads exist for the purpose of moving cars and trucks as quickly as possible to destinations in the Capital District.

Unfortunately, this philosophy does not include other users of town streets and roads — pedestrians, bicyclists, joggers and children. The concept of intermodal transportation is not part of their mindset.

Why is this? The traffic safety committee has only one representative from the community at large. Many of its members are highway and road professionals. This gives them a particular point of view. They see their mission as moving cars efficiently.

I propose expanding the committee to include more community members. Pedestrian safety

is a community issue. The membership should include residents from all Bethlehem neighborhoods, and it should be headed by a transportation planner rather than a traffic engineer.

Until we change the committee, all the good solutions placed by residents before it will be "roadblocked."

Terry Rooney

Delmar

### Fax it to us

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

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

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**Your Opinion Matters**

# All should get behind N. Scotland life support

Editor, The Spotlight:

In the past, Erica Sufrin, a member of Voorheesville school board, and I, a member of the board of Voorheesville Taxpayers Association, have differed on many issues, especially when it concerned increasing our school taxes

Last Saturday, at the Helderhill Neighborhood Association meeting, we agreed to work together toward the goal of bringing an Advanced Life Support program to the town of New Scotland.

Ms. Sufrin, as president of the neighborhood association, and I, representing the taxpayers association, agreed our organizations would urge the town of New Scotland to participate in the program.

At the meeting, Mark Dempf of the town board, Commander Steve Hess and Inspector Tom Fargione of the Albany County Sheriff's Department, gave an excellent presentation on the Advanced Life Support program and medical emergency services.

Inspector Fargione, who coordinates the program for the county, explained its benefits, response times and medical personnel available for emergencies.

Currently, the Hilltowns and Bethlehem utilize the advanced program for emergency medical responses. The town of New Scotland chose not to participate last year, but is now reconsidering its decision.

The taxpayers association goals

# Are sidewalks a pipedream?

Editor, The Spotlight:

After attending the town board meeting on pedestrian safety recently and listening to residents state their requests for stop signs and sidewalks, I realized that sidewalks are "almost" a pipe dream in the town of Bethlehem.

Everyone spoke eloquently and sincerely about their concerns for the safety of family and friends.

As a walker, I have already experienced a car brushing on Maple Avenue. I was walking facing traffic when an impatient driver headed in the same direction passed the car in front of him on a double line and brushed me. It was hard for me to realize that someone could come up from behind and do this.

Would it have made a difference if I had seen him coming? I doubt it, since I was already as far off the road as possible. Would it be inconceivable to have the shoulders of the road fixed, broadened or added to? This would give everyone a safer walk, since there are no shoulders in certain areas of town and ones that exist are in poor condition.

Since there are definitely more walkers today than ever before, maybe those unwilling landowners of yesteryear might be more willing to sacrifice a small portion of their property for sidewalks.

Judy Selkirk

## Letters

have been to promote fiscal responsibility, improve communication and tackle community problems. We would like to publicly support New Scotland's participation in the Advanced Life Support program and urge our fellow citizens to contact town board members to implement it.

We hope the town of New Scotland will join the Hilltowns and Bethlehem to provide the program for our citizens. This effort would be fiscally responsible and bring an established program to our community.

On an individual basis, there are some minimal costs, but, if the life of just one New Scotland resident is saved next year, I am sure it would be a prudent investment.

Voorheesville Larry Bonham

## Fax it to us

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

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

# Life support a must for town

Editor, The Spotlight:

The Helderhill Neighborhood Association met recently and because of our interest in emergency response services, we focused our attention on Advanced Life Support and the town of New Scotland.

Inspector Tom Fargione and Albany County Sheriff's Department and New Scotland Councilman Mark Dempf were kind enough to speak to us about the services available through the ALS program, as well as the status of the program in the town. We would like to thank the presenters for making themselves available to our group and for their excellent and informative program.

The town of New Scotland is in the enviable position of having an opportunity to participate in an already established ALS program currently subscribed to by the towns of Bethlehem, Westerlo, Berne and Rensselaerville.

The cost per household for the service would be nominal considering that the emergency services under an ALS program would provide a significantly greater likelihood of survival or recovery in the event of such catastrophic

events as severe traumatic injury, heart attack, stroke or severe allergic reaction. ALS should be viewed as an investment in the safety and well-being of the citizenry, rather than an expense.

For those unfamiliar with the details of ALS and how it could fit into the emergency response services in both the town of New Scotland and the village of Voorheesville, Commander Hess, Inspector Fargione and Councilman Dempf are available to meet with neighborhood or civic groups.

If you have an interest in seeing the town of New Scotland and the village of Voorheesville participate in the program, make your sentiments known to your town or village board.

Tell your representatives that the availability of Advanced Life Support services is a very important issue and that the town of New Scotland and the village of Voorheesville should get a program under way with all haste.

Erica Sufrin

President  
Helderhill Neighborhood Association

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# LaBiblioteca quartet to perform Feb. 9

The Voorheesville Public Library will host a free concert next month performed by La Biblioteca Quartet.

La Biblioteca Quartet is a group of musicians formerly connected with the highly acclaimed St. Cecilia Orchestra. They will play a selection of pieces in honor of the 200th anniversary of Schubert.



The free concert will take place at 2 p.m. on Sunday, Feb. 9. Conrail and the Upper Hudson Library System are sponsoring the event.

The Friends of the Library need an energetic and organized volunteer to oversee preparation of the annual book sale. There are a lot of books available and a lot of work needs to be done. If you can help, leave your name and phone number at the library, or contact FOL president Mary Ann Morrison or another organization officer.

The library is temporarily unable to accept book donations because all of our available storage space is full. Please save your good used books at home until we can accommodate them.

A big thank you goes out to those who responded to our request for cookie donations. The programs go on and on, so there will be a continuing need for your support. Don't forget to "bake a batch for VPL" the next time you are being creative in the kitchen. All our program attendees certainly appreciate the great refreshments.

Mystery Book Discussion starts on Tuesday, Jan. 28, at 7 p.m. There is still time to sign up for the four discussions, which will continue once a month through April.

A final reminder: Food for Fines ends on Friday, Jan. 31. The Every Other Thursday Night Poets meet on Thursday, Jan. 23, at 7 p.m.

Barbara Vink

# Nursery school open house set

Community Nursery School of First United Methodist Church of Voorheesville will hold an information night for parents on Thursday, Jan. 30, at 7:30 p.m. in the church social hall. Registration forms for the 1997-98 school year will be available.

There will be a drawing to fill both the morning and afternoon classes on Thursday, Feb. 13, at 7:30 p.m. To participate in the drawing, children must be 4-years-old by Dec. 1.

The Community Nursery School is in its 30th year as a parent cooperative.

For information, call Ivy Brockley at 765-2131.

## Sampler concert slated at temple

Old Songs sampler concert, a benefit for this year's Old Songs Festival is set for Saturday, Jan. 25, at 8 p.m. at the Masonic Temple on Route 146 in Altamont.

The concert features the Albany Sacred Harp singers, Paul Mercer and Joan Kosby, the Electric City Sheiks, Purple Henna, Roger Mock, Bill Spence and John Roberts. A raffle will be conducted with lots of chances to win performer recordings and items donated by craftspeople from last year's festival. There will also be door prizes and a bake sale.

Tickets cost \$10 for adults and \$5 for children 12 and under. They are available at the door or by reservation. For information or to reserve tickets, call Old Songs at 765-2815.

## Speaker to address Kiwanis club

Steve Ramsey of the New York Power Authority will present a program on the Power Pool and winter energy conservation at a meeting of the New Scotland Kiwanis Club on Thursday, Jan. 30, at 7 p.m. at New Scotland Presbyterian Church on Route 85. For information, contact Peter Luczak at 765-2105.

### NEWS NOTES

#### Voorheesville

Elizabeth Conniff-Dineen  
765-2813



## Consultant to discuss new state assessments

Friday, Jan. 24, is a staff development day at the elementary school. Pupils will be dismissed at 11:50 a.m. Afternoon kindergarten will be in session.

Education consultant Joann Robbins will speak to the faculty about the new state assessments.

## Volunteers needed for rollerskating party

Rollerskating is planned for Friday, Jan. 31, from 3:15 to 5:15 p.m. in the elementary school gymnasium. Tickets will be sold in advance at school for \$3.50 each and include skate rental.

Parents can watch skaters from the balcony. Children will be dismissed from the cafeteria. Volunteers are always needed to bake and help with snack time as well as to supervise the skaters. If you can help, call Cheryl Hammer at 765-9377.

## PTA planning family night at arena

The PTA is planning a second elementary school family night at the Pepsi Arena for Saturday, Feb. 1, at 7 p.m. when the Albany River Rats play the Syracuse Crunch.

Reduced rate tickets are \$9.50 for adults and \$6.50 for children. There will be a free raffle, choice group seating and a draw Rowdy contest. The contest winner will receive one adult and one child's ticket to the game.

The deadline for ticket orders is Friday, Jan. 24. Tickets will be delivered at school by Jan. 30. Checks should be made out to Pepsi Arena. Order forms were

sent home with all pupils.

For information, call Jeff Klembczyk at 765-4987.

## Swim club to offer lessons in February

The AV Starfish Swim Club will be conducting swimming lessons at the high school starting in February. The series of 10 lessons will be taught by Red Cross certified instructors and is open to children ages 4 through 14.

Children will learn water safety skills, swimming stroke technique and proper behavior in and around water. They'll also have a great time.

For information, call Bill Tyrrell at 765-4267.

## Village trustees set meeting date

The Voorheesville board of trustees' next meeting is scheduled for Tuesday, Jan. 28, at 8 p.m. at village hall, 29 Voorheesville Ave.

## Adopt a hydrant for community's sake

Help keep the community safe and adopt a fire hydrant. The Voorheesville Volunteer Fire Department asks anyone with a fire hydrant on or near their property to shovel it out so it will be accessible in the event of a fire.

## Empowerment session offered at library

The Bethlehem Public Library at 451 Delaware Ave. in Delmar will host a personal empowerment session, "Dare to Dream," on Thursday, Jan. 23, at 7 p.m.

Susan Cohen, a trained empowerment coach, will describe how to clarify personal and professional goals, identify and overcome obstacles, and develop skills for success.

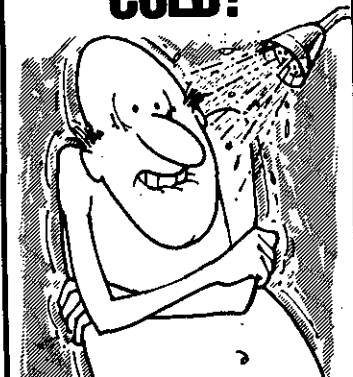
Cohen is former manager of The Creative Mind Bookstore and founder of Dare to Dream, an Albany-based empowerment training and coaching firm for individuals and organizations.

## Cross country skiing on tap at Thacher Park

A cross country ski tour of Thacher State Park trails will take place in New Scotland on Saturday, Jan. 25, at 1 p.m.

Interested skiers should contact Wayne Bush at 872-1237.

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# Sports

## Lady Eagles can't catch 'em

By Tim Kavanagh

Bethlehem let victory slip through its grasp in a nonleague matchup against Section I powerhouse Roy C. Ketcham.

The Eagles led 40-37 with just a few minutes remaining before Ketcham rallied to win, 46-42.

Nicole Conway led the way with 11 points and five rebounds. Kate Strait had 10 points, four rebounds and three steals. Kate Smith and Bridget Murray each had nine points, while Magan Sellnow led the team in rebounding with 10.

"Our inside players were smaller, but they played better and out-hustled Ketcham," BC coach Kim Zornow said. "Our hustle might have made us tired out toward the end of the game, and that's what probably led to our decrease in scoring."

Earlier in the week, the Eagles beat Suburban Council foe Niskayuna, 63-48. Conway scored 24 points, grabbed eight rebounds and dished out four assists. Smith dropped in 12 and had four assists. Lilly Corrigan scored 10, and Sellnow had eight rebounds.

The Eagles face a tough challenge Friday when they face undefeated Mohonasen at home.



Nicole Conway led the Eagles to a 63-48 win over Mohonasen last week. She scored 24 points and pulled down eight rebounds. Rob Tocker

## Sonics not invincible

Never in the previous eight years has an NBA team in the Bethlehem Basketball Club gone undefeated in regular season and playoff action.

And this year will prove to be no exception as the upstart Magic dashed the Sonics attempt to stay unblemished 43-38 in BBC action Sunday.

Chris Kasarjian's decisive steals, and Anthony Berghela's clutch foul shooting helped the Magic prevail. Kevin Duffy had six in the loss. The Suns, with Clark Doody hammering inside for 14, downed the Nuggets, 44-32. Matt Glisson led the losers with four points and a host of rebounds. The Knicks edged the Bulls 33-32 as Ryan Connors surprised the visitors with 12. Dan Israel had 10 in defeat.

In a game not decided until the waning seconds, Byron Phelps' eight points led the Rockets past the Spurs, 36-35. Mark Melcher's 10 kept the Spurs in the game.

In the Big Ten, Michigan's Pat Farley came through with a couple of clutch field goals to ward off a determined Northwestern comeback, 34-32. Jared Stackman's sterling defense keyed Northwest-

ern. Tom Geyer's precision jumper netted 12 as Indiana beat Penn State, 35-23.

Brendan Tougher keyed the Minnesota Gophers 35-31 win over Wisconsin. Peter Privitera hustled at both ends of the court for the Badgers. Dominic Ciprioni dazzled the crowd with his ball handling as Iowa beat Ohio State, 28-14. Jared Costner led the Buckeyes' effort with six. Finally, Nate Pannucci led Purdue over Michigan State, 40-18.

West Virginia surprised Miami in Big East action, 41-36. Jason Fudin led the winners, and Andrew Caplan hit double figures for Miami. St. John's ran past Syracuse, 39-10 as Paul Olsen contributed six. Lauren Schucker's solid rebounding aided the Orangemen. Notre Dame beat Pitt, 40-34 with Stephen Baltzman scoring 11. Megan Baldwin's superb effort led Pitt.

Ryan Dalton's defense helped Georgetown beat the Eagles, 36-24. Seth Odell's teamwork and desire aided the losers. Connecticut beat Providence, 41-38, with Kevin O'Connell's seven points proving to be the difference. Sandeep Murthy led the Friars.

## BC wrestlers regain winning form

By Andy Macmillan

After a few tough weeks, the Bethlehem wrestling team is back on track.

BC took on Saratoga in what was expected to be a close match. It was all that and more as the Eagles held off a late charge by the Blue Streaks to win by a single point, 31-30.

Coach Ric Poplaski credited much of the team's success in this match to the middleweights: Andy Loux, Tim Leonard, Dave Sherrin, Dave Kaplan, Matt Brookshire, Mike Delucco and Eric Kotlow.

"Our lightweights and heavyweights are very young and inexperienced," Poplaski said. "The middle is what's really holding us together."

The two lightest weight classes are filled by freshmen Dave Woodworth and Tom Hotaling,

while the upper weight classes are manned by sophomore Jason Hessberg and freshman Dennis Lenhardt.

Poplaski said he's impressed with the improvement of these wrestlers, especially Lenhardt who won at Mohonasen, and Woodworth, who placed second in the Mechanicville Invitational held over the weekend.

Loux and Leonard also fared

well in Mechanicville with both winning individual titles. Woodworth, Brookshire, Kotlow, Kaplan and Sherrin all took home second-place finishes.

The Eagles placed second overall behind Shenendehowa with 151 points.

Standout senior Matt Wagoner, out with an injury, is expected back in time for the sectional tournament in February.

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## Sharks finish 2nd in tourney

The Sharks, Bethlehem's under-13 boys team, placed second in the Colonie Soccer Club tournament.

The Sharks had wins over Plattsburgh, Colonie and Waterford. They ended up in ties with Greenbush, Niskayuna and Colonie.

Brian Sieman was outstanding in goal. He was protected by a blanket defense put up by Geoff Bedrosian, Mike Hoghe and Andrew Swiatowicz. Chriss Abbott, Mike Hoghe, Steve Hoghe, Eric Lowery and Steve Sanchez combined to score eight

goals to lead the offense.

Zach Gray, Ryan Hogar, Matt Patry and Matthew Swiatowicz played strong supporting roles.

Bethlehem Soccer Club will hold a registration for anyone interested in playing soccer in the spring on Thursday, Jan. 23, from 6 to 9 p.m. in town hall.

If there is enough interest, the club will form female teams in all divisions to compete against each other. If interested call Bonita Sanchez at 439-6465.

For registration information, call Steve Mann at 478-0341.

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## Swimmers finish 3rd at Brown

By Annette Grajny

Eleven Bethlehem swimmers recently placed third in an invitational meet at Brown University in Rhode Island.

Thirty-one teams were invited to compete in the Watnough Invitational, which is sponsored by the Rhode Island Interscholastic League. It is the oldest high school swim meet in the U.S.

According to coach Ken Neff, "Only about 12 legitimate teams were there. It was an experiment for us because we didn't know what we were getting ourselves into."

"This was definitely not an ordinary high school meet," he said. "It just proves that there is more competition out there than just the Adirondack Swim League."

Bethlehem was seeded third

going into the meet. Some of the highlights included a first-place finish by the 200 freestyle relay team consisting of Reid Putnam, Sean Barclay, Greg Teresi and Brian Strickler.

The 400 free relay team, consisting of Putnam, Barclay, Strickler and Steve Corson, finished second. Teresi, Scott Strickler, Ben Samelson-Jones, and Brad Pryba swam the 200 medley relay and came in fifth.

The Eagles also fared well in individual events. After having his birthday announced at the meet, Corson swam his fastest time yet this season in the 500 free, finishing in second place.

Putnam came in fourth in both the 200 and 100 free events. Brian Strickler finished second in the

200 IM and fifth in the 100 fly. Scott Strickler came in second in the 100 back. Barclay swam well in the 50 and 100 free events, finishing sixth and seventh, respectively. Mike Reiss finished ninth in the 100 back.

Chris Shaffer and Bob Pasquini, the youngest members of the team, also contributed to the team's success.

Shaffer finished 14th in the 100 fly, and Pasquini came in 15th place in the 100 breast.

"Overall, the times were good," Neff said. "Everyone swam their best even though it was a very long day for all of us."

On Friday, the Eagles swim against Shenendehowa, the only other undefeated team in their league.

## BC boys track squad rising to top of heap

By Seth Carr

Selected team members from both the boys and girls indoor track squads traveled to Dartmouth College recently to compete in a regional meet.

The girls contingent included Diana Woodworth, Courtney McMahon, Kelly Youngs, Kristen Kvam, Carrie Van Riper, Theresa Kansas, Addie Blabey, Chrissy DeLeo, Erin McDonald, Katey Link, Katie Fireovid, and Kate Noonan.

Tim Kavanagh, Ryan Rhodes, Matt Clement, Andy Macmillan, Joe Rossi, Dan Xeller, Khalid Umar, Keith Campell, Chris Darlington, Jeremy Mulich, Andy Gregory, Dave Raab, Dave Mahar and Dave Austin were among the boys invited to participate.

The boys team must have had a good vacation because they came into the Hudson Valley meet pumped up and left with a second-place finish. In the 3,200-meter relay, members Macmillan, Rhodes, Clement and Kavanagh cruised into first with a time of 8:36.6. Kavanagh went on to finish first in the 600-meter race with a time of 1:29.3.

And to ice the cake, Umar came in first in the long jump followed by a top finish in the triple jump where he flew 42 feet, 11 inches.

In the 1,600 meter relay, the Eagle runners placed third behind Burnt Hills and Shenendehowa with a time of 3:49.0.

Things only got better for the boys at the RPI meet where they crushed Guilderland, their closest competitor, by a score of 136.5 to 92. Coach David Twarag said, "We had it (the meet) before it started."

The team won all three relays (800, 1,600, 3,200), the triple jump, the 600 meter race and the hurdles. Twarag is happy with the team's

progress and said, "We're on our way to winning the Suburban Council."

At the RPI meet, Muhlich took the 55 hurdles in 7.41. Kavanagh notched a time of 1:31.5 for the 600 meters. Relay runners Andy Karins, Jared Macarin, Matt Reuter, Rossi and Xeller played major roles in Bethlehem's relay hat trick.

The girls team was jolted back to reality in their meet at Hudson Valley Community College earlier this month when they finished eighth. The girls 800 relay team, consisting of Liz Cappiello, Blabey, Woodworth and Fireovid, placed third with a time of 1:57.4. Unfortunately, this was the only bright spot for the girls in that meet.

Using that meet as a wakeup call, the girls captured fourth place in the Tri-County Indoor League Meet at RPI. The ever-consistent Van Riper finished first in the shotput, while her teammate Kansas soared through the air to capture first place in the long jump.

Coach Darcey Parker believes her athletes were tired coming off the holiday break. "I think they'll be able to get some valuable points once they get back into the swing of things," she said.

### Doumas is perfect

Paul Doumas bowled a 300 game last week at Del Lanes. Other high scorers included:

Women: Heather Brady 269 and 657 triple; Kathy Hoffman 654 triple; Arlene Leto 839 four games.

Adult/Junior Men: Charles Veeder 233 and 672 triple; Jim LaBarge 224 and 621 triple.

Boys: Matthew Vnuk 222..

Junior Classic: Mike O'Brien 279 and 879 triple; Andrea Kachidurian 212 and 781 triple.

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## Speeders

(From Page 1)

the lower section near Kleinke's farm, according to Traffic Safety Officer Jeffrey Vunck. "People come off the (Delmar) Bypass where the speed limit is 55 mph, and they neglect to slow down."

Supervisor Sheila Fuller said she's puzzled by the reaction to the increased enforcement. "People said they wanted more enforcement out there, and now we're getting calls from people complaining that they're getting tickets."

Fuller said there's no simple solution to the traffic safety problem in town — two Bethlehem teen-age pedestrians were killed last year by drivers on local roadways — but at the same time there is no substitute for being extra careful.

"Yesterday morning, I was on my way to work and two young boys, around middle school age, walked right in front of me (near the intersection of Rowland Avenue and Louise Street). They never even acknowledged my presence," Fuller said.

"People have to realize that things have changed around here," she said. "They have to be as alert in Delmar as they would be in downtown Albany."

Vanderbilt said he would continue to assign patrols to the areas where complaints are made, although sometimes police are hampered by the lack of place to "sit."

The latest request received by the traffic safety committee, Vanderbilt said, came from residents living near Route 9W who are seeking to have the speed limit lowered to 45 mph along the stretch of roadway between the Jericho Drive-In and Route 396.

The speed limit is already 45 mph from the drive-in north to the Albany City line, he noted. "They want it extended into Selkirk."

The formal request, which includes copies of several accident reports from that part of Route 9W, will be reviewed by the committee and forwarded to the state Department of Transportation.

## Pingpong program set at Masonic lodge

A free pingpong program for players of all ages and skill levels will take place every Sunday from 3 to 5 p.m. at the Onesquethau Masonic Lodge at 421 Kenwood Ave. in Delmar.

For information, call 439-6684.

## Welcome aboard



Dr. Holly Swanson has joined Delmar Pediatrics as an associate physician. Swanson joins Dr. Jonathan Pasternack, center, and Dr. Michael P. Looney at the practice at 785 Delaware Ave. in Delmar.

## Voorheesville nursery school slates informational meeting

The Community Nursery School of the First United Methodist Church of Voorheesville will hold an informational meeting for parents interested in enrolling their 4-year-olds in the 1997-1998 school nursery school program. Children eligible for enrollment must be 4 years old by Dec. 1, 1997.

The school is a parent cooperative celebrating its 30th year. Run under the direction of the First United Methodist Church of Voorheesville, it is a non-profit, non-denominational community organization.

The informational meeting will be held at 7:30 p.m. on Thursday, Jan. 30, in the church social hall. Nursery school board members and teacher Rosemarie Pakenas will be present to answer ques-

tions about the school, its philosophies and programs.

Applications will be available at the meeting and at the church office on Maple Avenue after Jan. 30. Acceptance into the school is done by a lottery drawing which will be held on Thursday, Feb. 13, at 7:30 p.m. Applications will be accepted until 7 p.m. that evening.

Interested parents are urged to attend both of these meetings to learn first-hand about the school and the status of their child's applications. Anyone with questions should contact Ivy Brockley at 765-2108 or the church office at 765-2895.

*In Glenmont The Spotlight is sold at Cumberland Farms, CVS, Glenmont Deli, Grand Union, Stewarts and Van Allen Farms*

## Shortfall

(From Page 1)

at the high school, a new Early Learning Center for all district kindergarteners at Slingerlands Elementary School and infrastructure for new local and wide area computer networks at every school.

At last week's special meeting, the board tentatively approved most of a list of deductions from the project's scope of work recommended by the architect, the firm of Dodge, Chamberlin, Luzine & Weber.

Taking out what Zwicklbauer called "the easy and possible" deductions will save about \$187,000, leaving a nearly \$300,000 shortfall.

The board also put "on hold" (i.e., possible, but less desirable to eliminate) another \$71,000 worth of work.

Architect Marty Weber also suggested that the district investigate redesigning the bid for approximately \$800,000 in heating, ventilating and air conditioning work at the high school and middle school so that part of it would qualify for inclusion in the district's energy performance contract.

That project, which is under way, includes a variety of energy savings work that can be done at no net cost to the district.

Weber recommended the district look at installing two natural-gas-fired cogeneration motors at each school to augment the schools' boilers and produce electricity.

"The savings (from the cogeneration work) may allow us to move a portion of the the HVAC bid to the energy performance contract, thereby freeing up money to allow us to overcome the shortfall," Zwicklbauer said.

The shortfall "is going to be made up in one way or another," said Superintendent Leslie Loomis. "We cannot exceed the bond issue dollar amount and we need to get this work done."

Loomis characterized the tentative reductions in scope as "intelligent and acceptable, but not cutting into the program."

The board will hold a special meeting on Wednesday, Jan. 29, at 8 p.m. to formally adopt the necessary reductions and award the bids so the work can begin as soon as the weather clears.

## \$100K

(From Page 1)

hard look at this and get some advice from experts in the field. We want to do the right thing."

"I would like for us to remain involved in the process," said Councilwoman Doris Davis. "But before I make that kind of commitment, I would like to do some homework and get advice from people knowledgeable in the field."

## Wellness group to hold area meetings

People experiencing chronic pain, anxiety or stress, or those who just want to feel healthier physically and emotionally, can participate in a 10-week wellness support group.

The group will meet on Wednesdays from 7 to 9 p.m. beginning today, Jan. 22. The group will base its program on scientific research.

For information on program content, costs and location, call 439-6431.

## Welcome wagoneers going out on the town

The Tri-Village Welcome Wagon will hold a "Ladies' Night Out" on Friday, Jan. 31, at Beff's Restaurant at 7 p.m. and at Java Jazz at 9 p.m. One or both events can be attended.

Those interested in attending should call 439-9465 or 439-5831 by Jan. 30.

# Community Corner



## Glenmont snowflake carnival set

The Glenmont School Snowflake Carnival will take place on Saturday, Jan. 25, from noon to 4 p.m. at the school on Route 9W.

Among the attractions will be Mr. Bouncety Bounce, a grand prize raffle, games of chance and a variety of snack foods.

For information, call Peggy Carroll at 434-3473.

## Here's to a Wonderful Wedding!



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## Obituaries

### Henry C. Dorr

Henry C. Dorr, 90, of Glenmont died Friday, Jan. 17, at his home.

Born in LaFargeville, Jefferson County, he graduated from Diebert Business School.

Mr. Dorr began his career at Hercules Powder Co. in various locations throughout the country. He eventually founded Eastern Chemicals Inc. in Rensselaer with a partner. He sold the company to Ashland Oil Co. in 1969, remaining with the company until he retired.

Survivors include his wife, Phyllis G. Dorr; three sons, William C. Dorr of South Orange, N.J., John B. Dorr of Montclair, N.J., and Thomas Dorr of Piseco Lake, Hamilton County; a sister, Vivian Kendall of Clayton, Jefferson County; and seven grandchildren.

Burial was in Piseco Lake Cemetery.

A memorial service will be on Saturday, Jan. 25, at 11 a.m. at Westminster Presbyterian Church, 262 State St., Albany.

Arrangements were by the Applebee Funeral Home in Delmar.

Contributions may be made to Mountain Valley Hospice, 73 N. Main St., Gloversville 12078, St. Peter's Hospice, 315 S. Manning Blvd., Albany 12208, or Westminster Presbyterian Church.

### Robert D. Whitbeck

Robert D. Whitbeck of Crannell Avenue in Delmar, died Sunday, Jan. 19, at Albany Medical Center Hospital.

Born in Albany, he was a lifelong resident of the Capital Dis-

trict.

Mr. Whitbeck was a welder and carman for the former New York Central Railroad.

Survivors include his wife, Jean Ruhl Whitbeck; a son, Robert Whitbeck of Stewartville, N.J.; a daughter, Virginia A. Starr of Ravena; and two grandchildren.

Services will be today, Jan. 22, at 10 a.m. from the Tebbutt Funeral Home, 420 Kenwood Ave., Delmar.

Burial will be in Albany Rural Cemetery.

Contributions may be made to Bethany Reformed Church, 760 New Scotland Ave., Albany 12208.

### Edna I. Betz

Edna I. Rendo Betz, 71, died Thursday, Jan. 16, at Villa Mary Immaculate Nursing Home in Albany.

Born in Hudson Falls, she lived in Selkirk for 18 years.

Mrs. Betz was a waitress for Howard Johnson's in Albany.

She was the widow of George Betz Jr.

Survivors include three daughters, Nancy Latzo and Mary Lou Cataldo, both of Lakeland, Fla., and Susan Conrad of Selkirk; a son, George Betz III of Sarasota Fla.; a brother, Albert Rendo of California; 11 grandchildren; and 10 great-grandchildren.

Services were from the Babcock Funeral Home in Ravena.

Contributions may be made to Bethlehem Volunteer Ambulance, PO Box 246, Selkirk 12158.

### John M. Stanton

John M. Stanton, 81, of Delmar

died Sunday, Jan. 12, at St. Peter's Hospital in Albany.

Born in New York City, he received his doctorate from Fordham University in clinical psychology.

Mr. Stanton began his career at the state Division of Parole as a parole officer at Sing Sing Prison. He was then promoted to director of field operations in Albany and then to director of research. He retired in 1978 as director of program planning.

Mr. Stanton had also played semi-pro football in the New York City area.

He was an Army veteran of the World War II, serving in the counter-intelligence corps.

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

He was the husband of the late Marie R. Stanton.

Survivors include a daughter, Belinda M. Stanton of Albany; a son, Joseph C. Stanton of New York City; and a brother, Charles E. Stanton of New York City.

Services were from the Church of St. Thomas the Apostle.

Arrangements were by the Applebee Funeral Home in Delmar.

Burial was in Bethlehem Cemetery in Delmar.

### Robert H. Vought

Robert H. Vought, 76, of Slingerlands died Tuesday, Jan. 7, at St. Peter's Hospital in Albany.

Born in Ridgeway, Pa., he received a doctorate in physics from the University of Pennsylvania.

Mr. Vought taught physics at Union College in Schenectady. In the 1950s, he was an exchange professor at St. Andrew's University in Scotland.

He also worked at General Electric in the advanced technology laboratory, corporate research and development and Knolls Atomic Power Laboratory, retiring in 1985. He was a member of the G.E. Elfun Society.

He was also a member of the

American Physical Society, American Association of University Professors, Sigma Xi, American Nuclear Society, Federation of American Scientists and Institute of Electrical and Electronic Engineers. He contributed chapters to three published books on thermoelectrics and nuclear fission.

He was a member of the Adirondack Mountain Club, the National Audubon Society and a trustee and active member of the First Unitarian Society in Schenectady.

Survivors include his wife, Eleanor Coutant Vought; a daughter, Lorraine Vought-Nicklin of Danbury, Conn.; a son, Andrew M. Vought of Palo Alto, Calif.; two brothers, Joseph H. Vought of Warren, Pa., and K. Dean Vought of Garden City, Nassau County; and four grandchildren.

A memorial service will be on Saturday, Jan. 25, at 2 p.m. at the First Unitarian Society of Schenectady, 1221 Wendell Ave.

Mr. Vought made an anatomical gift to Albany Medical College.

Contributions may be made to Northeastern Association of the Blind, 301 Washington Ave., Albany 12206, or Planned Parenthood, 414 Union St., Schenectady 12305.

### Memorial service

A memorial service for Theresa Raeder of New Scotland, who died Sunday, Jan. 12, will be at 11 a.m. Saturday, Jan. 25, at Delmar Presbyterian Church on 585 Delaware Ave. in Delmar.

### Town planning board to meet on Feb. 4

The town of Bethlehem planning board will hold a public meeting on Tuesday, Feb. 4, at 7:30 p.m., at Bethlehem Town Hall at 445 Delaware Ave. in Delmar.

The application of Anthony DeThomasis will be considered for a 17-lot subdivision of a 10-acre parcel located on the northern side of Russell Road adjacent to the New York State Thruway.

For information, call 439-4955.

### Pop Warner league holds annual meeting

Bethlehem Pop Warner will hold its annual meeting on Monday, Jan. 27, at the Bethlehem town hall, Room 106, at 7 p.m.

Elections will take place at the meeting. For information, contact Mitch Griffin at 439-5671.

### New Salem auxiliary planning fish dinners

The New Salem Fire Department Auxiliary will host a fish fry on Fridays, Feb. 14, 28, March 14 and 28, from 4:30 p.m. until 7 p.m. at 705 New Salem Road in Voorheesville.

Dinner includes fried fish on a roll, french fries, coleslaw and beverage for \$6. Cost for seniors is \$5.50, and children under 12 eat for \$3. Clam chowder and desserts are also available at an additional charge of \$1.25 each.

Take-outs are available.

For information, call 765-2231.

### 'Fire and Ice' bash to take place at park

A "Fire and Ice" party featuring a dance, ice skating and a bonfire will take place on Friday, Jan. 31, at the Elm Avenue Park in Delmar from 6:30 to 9:30 p.m.

All Bethlehem middle school students are invited to attend this free event. Refreshments will be available. The event will be canceled in the event of rain.

Chaperones are needed.

To chaperone or for information on the event, call 439-4131.

### Church meeting group open to area women

Bethlehem Community Church at 201 Elm Ave. in Delmar will hold meetings focusing on the book *Celebrating Life: Catching the Thieves That Steal Your Joy* by Luci Swindoll. Meetings will be held each Thursday through Feb. 27 from 9:30 to 11:15 a.m.

All area women are invited to attend.

For information, call 439-3135.

### Cub Scouts planning candy fund-raiser

Cub Scout Pack 232 of Glenmont will conduct its annual candy sale fund-raiser through mid-February. In addition to selling candy door-to-door, the Scouts will sell it at the Grand Union in the Glenmont Plaza between 10 a.m. and 3 p.m. on Saturday, Feb. 1.

For information, call 463-0891.

### Delmar orchestra seeking new members

The Delmar Community Orchestra is seeking volunteer members for all instrument sections. Rehearsals are from 7:30 to 9:30 p.m. on Monday evenings at the Bethlehem Town Hall at 445 Delaware Ave. in Delmar.

For information, call 622-0375.

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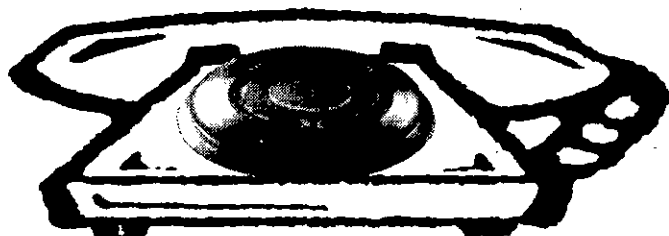
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SPOTLIGHT ON

# Family Entertainment

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## Theatre explores a new channel

By Zachary B. Beck

**Y**ou might not think that a musical about the Erie Canal would be interesting to any adult — let alone child, but beginning this Thursday the Steamer No. 10 Theatre will put on the original play "Clinton's Ditch."

"At first we thought the subject was a little dry and it would be hard to produce an interesting show," said Peter Tyger, who plays DeWitt Clinton in the play and is as well responsible for writing all of the music. "But the play has turned out to be a lot of fun and will assuredly entertain children and adults of all ages."

"Clinton's Ditch" follows a student, Jack McGee (played by Matthew Gregory), as he falls asleep in a history class about the Erie Canal, winds up dreaming about the Canal and is accompanied by his teacher (Kelly Bird). They follow the development of the Erie Canal from idea through the construction of the 363 mile long waterway, touted as the Eighth Wonder of the World.

"You could never say the Erie Canal is dry, but the subject matter is hardly lively conversation, so we were quite surprised when scenes kept bursting into song," said the writer of the play Ric Chesser.

"Clinton's Ditch" will be the first original musical ever produced by the Steamer No. 10 Theatre. "There are eight songs in the play and there is everything from a waltz to a march to a



country swing, it sounds kind of like schoolhouse rock," said Tyger.

"Clinton's Ditch" is one of the first original musicals that has been produced in the Capital District in recent years.

"What we have here is exciting for us," said Tyger. "It's something that

hasn't been attempted here before at Steamer No. 10 and I think we have a really decent product that I'm really excited about."

The sets and costumes are designed by Matt Gregory, a recent SUNYA graduate and Latham native.

The play will run on Jan. 25, 26, Feb.

1, 2, 8, 9 at 1 and 3:30 p.m. Advanced tickets are \$6 for kids and seniors and \$8 general admission. Tickets at the door are \$8 for kids and seniors and \$10 general admission. The Steamer No. 10 Theatre is located at 500 Western Ave. in Albany.

For information, call 438-5503.

### Disney making his mark on Broadway, causing concern among other producers

While Broadway commentators are complaining that the high cost of musicals is hurting theater and making it impossible for regular plays to survive, the Disney corporation is continuing its full entry into the picture.

With its now long-running *Beauty and the Beast* pulling audiences with a spectacular production that cost upwards of \$8 million, there's talk now that Disney will dominate the revitalized 42nd Street area with stage productions of its most popular animated successes.

Disney has sunk \$30 million into the New Amsterdam Theater and the Lyric Theater which actually is a combined facility, using the old Lyric and Apollo theaters which were x-rated movie houses for the past several decades. Both will seat about 1,800 people each.

What is happening is that the bigger the spectacle, the bigger the admission price. One producer in New York has said that if ticket prices were in the same ratio as production costs of two decades ago, tickets would cost \$150 each today. If that's true, then the margin for profit is quite slim.

Meanwhile, *Les Miz*'s producers are currently in the throes of revamping their long-running production, celebrating its 10th year on Broadway in March. The producers fired the show's cast in December and are replacing the actors for a whole new opening production in March.

While it is running on neutral, *Les Miz*'s producers are advertising that they have tickets from \$15. *Miss Saigon*, another long-running musical, almost six years running, also advertises tickets as low as \$15. Marketing is everything, especially when you have Disney breathing down your back.

On a local level, Albany's Charlayne Woodard is now

## SPOTLIGHT

By Martin P. Kelly

appearing in her one-woman show, *Neat*, at the City Center stage in New York where her script is being produced by the Manhattan Theater Club. Twenty-five years ago as an Albany High student, she made her mark in local productions and then moved to New York where she hit it big, including playing the lead in an all-black version of *The Wizard of Oz*, better known as *The Wiz*.

In the last several weeks, she's been seen on a number of prime-time TV dramas and appears frequently on the made-for-TV movies on cable stations.

### Chiller of a thriller due at Schenectady Civic

Lucille Fletcher's thriller, *Night Watch*, has been a favorite of community theater for decades, long after it chilled audiences on Broadway.

Now, the Schenectady Civic Players will present the drama for two weeks, starting Jan. 31.

Staged by Barry Corlew, this production is this season's contribution by the Schenectady troupe towards providing suspense in the winter.

Meanwhile, director Dough deLisle has completed audi-



Martin P. Kelly

tions for Arthur Miller's drama *The Crucible* which will be presented in March. DeLisle is facing competition from the recent movie version of the 1950s play that is outlasting Miller's more famous successes such as *Death of a Salesman*. It would appear that each generation finds relevance in the script about witch-hunting in 17th century New England.

Reservations for *Night Watch* are available at 382-2081. Performances are Friday and Saturday, Jan. 31, Feb. 1 and Feb. 5-9.

### Roustabouts plan production of English farce in February

Now in their 17th season, The Roustabouts in Troy will perform eight performances of David Freeman's farce, *A Bedfull of Foreigners* starting Jan. 31 and continuing through Feb. 22.

The Friday and Saturday night performances include dinner with tickets at \$20 for dinner and show, and \$1 for the show only.

The farce will be directed by Bob Couture who first staged the play with the Riverview Productions' troupe in Albany.

Set in a country now unlike Switzerland, the farce has at least four couples trying to share a room in an over-crowded dilapidated hotel during a festival honoring some obscure medieval saint. Reservations are available at 274-1707.

### AROUND THEATERS!

*Witness for the Prosecution* at NYS Theatre Institute at Russell Sage, Jan. 30-Feb. 15 (274-3256)...*Urban Bush Women*, a modern dance troupe at The Egg Feb. 1 (473-1845)...*Beast on the Moon*, regional premiere of new play at Capital Rep, Albany, through Feb. 8 (462-4531)...*Patti LuPone on Broadway* at Proctor's Theater in Schenectady Jan. 25 (346-6204).









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## NS history group to hear renowned storyteller

Storyteller Jane Ainslie will make a guest appearance at the next meeting of the New Scotland Historical Association on Tuesday, Feb. 4, at 8 p.m.

The performance, which will take place at the Wyman Osterhout Community Center off Route 85 in New Salem, will feature Native American tales.



Ainslie

Ainslie has been delighting

audiences with her exuberant brand of storytelling for more than 10 years. Her varied repertoire incorporates folk tales, literary stories, and humorous and personal anecdotes.

She is a member of the Story Circle of the Capital District, the National Storytelling Association, and Four Stories High, a storytelling quartet that recently appeared at Cafe Lena.

She has also performed recently at Russell Sage College, Union College, the Gore Mountain Octoberfest, the Capital District Dance Flurry and a recent "Tellabration" at the Schenectady

Unitarian Society.

The evening is free and open to the public. All ages are welcome and refreshments will be served.

For information about the program or the New Scotland Historical Association, call 765-3387.

## Relyea spending the winter in Kenya

Kara Relyea, daughter of Diane Williams Relyea of Voorheesville, is in Nairobi, Kenya, this winter as part of Dartmouth College's environmental studies program. Relyea is a junior at the college.

## The Spotlight remembers

This week in 1987, these stories were making headlines in *The Spotlight*.

• The Bethlehem town board considered a new law to impose fees for false burglar and fire alarms touched off by home and business security systems. Police Chief Paul Currie noted that his department had received more than 1,600 alarms over four years, and all but two of them were false.

• Officers of the Onesquethau Masonic Lodge in Delmar were **Abdias Mello**, master; **Bertram Myers**, senior warden; **Robert Darrow**, junior warden; **Alan Lewis**, secretary; **Gilbert Houk**, treasurer; **Richard Clark**, chaplain; **Peter Gregory**, senior deacon; **Clifton Thompson**, junior deacon; and **Frank Kunker**, tiler.

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