

CASA volunteers
lend helping hand
○ see page 3

Go buggy

Delmar native
spreads Goodwill
○ see page 11

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The Spotlight

Serving the Towns of Bethlehem & New Scotland

Volume XLIV Number 7 Fifty Cents

February 23, 2000

Fuller, Loomis stress need for business welcome mat

By SUSAN GRAVES

Bethlehem Supervisor Sheila Fuller and school Superintendent Les Loomis are trying to convince residents to become more user-friendly toward business.

The two leaders joined forces at the February monthly breakfast of the Bethlehem Chamber of Commerce to discuss "Business in Bethlehem and why we need it."

Fuller recalled that in her very first State of the Town message in 1994, she addressed the need for economic development to increase the town tax base.

"This year the sale of the NiMo steam plant assessed at \$357 million and purchased for \$47.5" has been a wake up call about the need for more

We would ask the community to keep an open mind.

Sheila Fuller

commercial ventures, said Fuller. "You well understand what the impact (of the sale) will be to all of us," she added.

She said town leaders have been working to change the image of Bethlehem as an "anti-business" community. "We've worked very hard to change that opinion. We try to get them (prospective businesses) easily through the approval process without giving away the store."

Fuller referred to a recent proposal of Nigro Companies for a shopping complex on Route 9W in Glenmont.

"This is something in the very early stages. We would ask the community to keep an open mind," she said.

□ BUSINESS/page 13

Snow business



Simeone family members of Delmar, with help from their neighbor Mark Barba build a snow sculpture in their front yard. Jim Franco

BC board OKs new safety position

By HEATHER BROCKBANK

The Bethlehem Central school board continues to sort out budget priorities. At its most recent budget session on Feb. 16, the board gave tentative approval for Priority 1 additions to the budget and discussed operations and maintenance, transportation and support staffing.

Much of the discussion centered around the need for additional monitors at the high school. After several comments from high school safety

advocates, the board voted to tentatively approve a full-time monitor position at the high school as a Priority 1 addition and to revisit the issue of another monitor at a later date.

"This is a tough budget in a lot of ways, but I think this is money well spent," said board vice president Lynne Lenhardt.

BCCO president Debbie Kopp and School Resource Officer Vince Rinaldi were joined by several other parent group leaders to voice their concerns about safety at the high school.

Kopp said there are too few monitors

to handle potential fights, smoking in restrooms and students leaving the building. Additional monitors are also needed to respond in times of crisis, she said.

Kopp asked the board to include another monitor position to the one already listed in Priority 1 additions. Along with the two monitors, she also asked the board to increase the hours of cafeteria aides, so that all lunch periods receive full-time coverage.

"We can choose to provide whatever resources are necessary to help the district meet its goals for safe schools and a positive environment, or we can cross our fingers and hope that no serious problems occur in the interim," Kopp said.

Board members and administration officials agreed that additional monitors are needed. The number of monitors at the high school has remained consistent since January 1996, even though the number of students at the school has increased by 25 percent, Superintendent Les Loomis said.

Currently there are three monitors and a campus supervisor at the high school. Teachers also help out, Loomis added.

This is a tough budget in a lot of ways, but I think this is money well spent.

Lynne Lenhardt

Bethlehem museum shows off town's past

By KATHERINE MCCARTHY

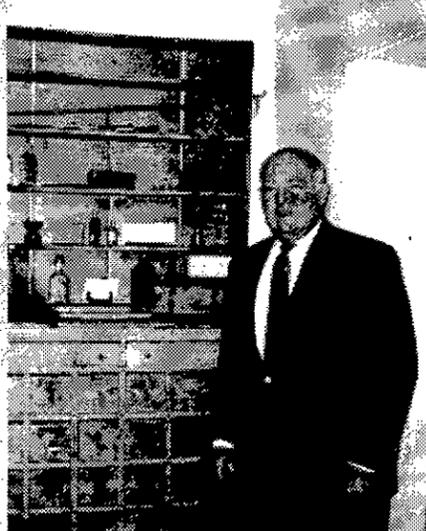
First in a three-part series.

The Bethlehem Historical Association is a secret treasure that its current president, Parker Mathusa, would like more people to know about.

If Mathusa looks completely at home in the association's museum, he should.

"I went to grade school here," Mathusa said, nodding toward a spot near the window where he sat in second grade at the little red Cedar Hill School House at 1003 River Road in Selkirk.

"I became president of the Bethlehem Historical Association 50 years to the day that I graduated from sixth grade," he added.



Parker Mathusa at the Cedar Hill School.

When past president and board member Betty Van Oostenbrugge arrives for her daily heat and hot water check of the Cedar Hill School House, she and Mathusa unwittingly make the best argument to support a local museum.

As they talk about the history of the museum and the town, they bring back to life the people many of us only know as street names, and remember places long gone.

Places like the Abbey Hotel, where Sunday excursion boats dropped off Troy and Albany residents eager for a day in the country, or the meat market, garage and grocery store that members of the Mathusa family used to run.

□ MUSEUM/page 13

□ SAFETY/page 24

New Scotland board puts off zoning law overhaul

By Joseph A. Phillips

A proposed overhaul of New Scotland's zoning law has been tabled for two months while the planning board reviews public comments on the proposal, raised at an unexpectedly contentious public hearing.

The amended zoning law had been scheduled for a vote by the town board, but at the suggestion of Supervisor Martha Pofit, it referred the proposed law back to the planning board for a period not to exceed 60 days.

The planning board is expected to discuss the law at its March 13 meeting, and to report its conclusions in time for the town board's Apr. 12 meeting, where the matter will likely be put to a vote.

The postponement of a final vote on the proposal resulted from comments by several individuals who spoke, raising issues about some of its provisions.

"We will take their comments

from the public hearing into consideration, and we have also asked those who came forward, and any others with comments on the proposal, to put their thoughts in writing and submit them to the planning board," Pofit said.

The proposed revisions resulted from nearly two years of discussions, public meetings and workshops involving the town's planning and zoning boards and an ad-hoc committee chaired by town Code Enforcement Officer Paul Jeffers. Both Jeffers and planning board chairman Robert Stapf appeared before the public hearing to present the proposal.

"The changes we are looking at are what we call administrative in nature ... things that we felt needed to be clarified," Stapf said.

Those proposed changes, he said, included clarifications regarding day care centers, clinics and two-family dwellings; revised definitions of towers and structures and new standards regarding signs.

It also included extending restrictions on personal farm activity on properties under 5 acres in size to all zones. Similarly, provisions would be extended to all residential-class zoning designations, requiring subtracting federally-designated wetlands and property with natural slopes exceeding 17 degrees — a 1-foot drop over every 6 feet of distance — from calculations of minimum lot sizes.

Those last two revisions proved controversial at the public hearing. Karen Moreau of New Scotland Road objected to the slope-exemption provisions as "a waste of land" and "a cumbersome provision, difficult to administer."

Moreau said she was concerned that it would restrict property owners with smaller lots from building on their property.

Stapf said that with the zoning-review process in place, "If you feel you have a hardship there is a mechanism to go before the town and obtain a variance to address that hardship."

Moreau was also among several individuals who objected to requiring special use permits for personal farming on small lots — everything from agriculture to raising horses, poultry and other livestock. Colleen Stanton of Feura

Bush, co-owner of Stanton Farms on Onesquethaw Creek Road, said the new provisions violated the town's character.

"How can you call it a rural character if people are restricted, if they have a property less than 5 acres, from operating a mini-farm?" she said. "Where is this coming from? ... This is extreme. To have to get a special permit for this, this is ridiculous."

Wanda Mead of the Albany County Farm Bureau echoed Stanton's concerns, saying the town lacked an appreciation for the value of small farms.

"I have a fairly good handle on the pulse of the agricultural community in New York state. I don't think the town of New Scotland does ... You ought to know where your agricultural zones are and protect them," she said.

Citing the recent controversy over attempted land condemnation proceedings involving the Voorheesville school district and farmer John O'Connor, she warned, "When push comes to shove, the Department of Agriculture and Markets is going to step in and say, you're out of line."

Another unexpected objection was raised by Slingerlands resident Saul Abrams, who said he is an amateur radio buff. New provisions would require special use permits for amateur radio towers.

Holding up a hand-held radio he said, "According to your definition, this is a tower, for which I need a special-use permit. Therefore, there is something wrong with the definition."

Town board member Andrea Gleason expressed surprise at the

number of objections, noting the lengthy public review process leading up to the hearing, including public meetings in Feura Bush and at town hall.

"When the document was being worked on with these changes, where were all these questions?" she asked.

"I didn't anticipate the public comment that came in," Stapf said. "But when I saw who was there I wasn't surprised by the objections that were brought in."

He cited Moreau and Sheila Powers, president of the Albany County Farm Bureau, who has frequently been vocal on farming-related concerns in both Bethlehem and New Scotland, as "The same people who've approached us before to raise these issues. My feeling is, (Powers) was just there to make sure the community is aware of farming activity and ensure that they are able to continue to operate with minimal regulation."

"If the town board wants us to revisit these issues and take a finer look at them, that's their prerogative," he added. "This was a recommendation put together by the planning board and zoning board and the public in a series of workshops, but they're the ones who have to pass it."

Pofit felt that the delay would prove beneficial.

"On the one hand, I'm sympathetic to the members of the planning board who feel they've gone through several public meetings and worked long and hard on this," she said. "On the other hand, these people have input to offer, and we want to afford them due process."

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Town mulls review of traffic committee

By Joseph A. Phillips

With action on two traffic signs at its Feb. 9 meeting, the Bethlehem town board finally cleared the last of a long string of proposals recommended by the traffic safety committee.

Now comes the hard part — an anticipated review of the committee itself, and of how best to serve the town's traffic management needs.

The town board unanimously called for such a review on Nov.

I'm sure the town board is frustrated at the street-by-street level consideration of these issues too.

Fran Stevens

23, after several controversial traffic sign recommendations last fall prompted some residents to question how responsive the 10-member committee, which represents various constituencies including police, fire departments, neighborhood groups and town planners, has been to the public.

That review has been stalled while the board completed action on recommendations already in the pipeline.

But on the heels of passage of the last of those proposals, an independent group, Citizens for Pedestrian Safety, has called on Supervisor Sheila Fuller to open discussion of a comprehensive traffic management plan for the town to break out of the street-by-street review process now in place.

Town board member Susan Burns, who sponsored the review resolution, has vowed to press for action on the matter.

Originally scheduled for consideration in January, the two public hearings at the Feb. 9 meeting each concerned installation of a new stop sign. Both affected intersections are in Elsmere, one on East Poplar Drive where it intersects with Greenleaf Avenue, the other on Laurel Drive at the intersection with Grosbeck Place.

Bethlehem police Lt. Timothy Beebe represented the traffic safety committee at the hearings. He said the Poplar Street stop sign reflected increasing traffic from the Colonial Woodlands subdivision, and the Laurel Drive sign, in part, traffic from Elsmere Elementary School.

Neither proposal drew any public comment, and the board unanimously OK'd both resolutions.

In December, Supervisor

Sheila Fuller indicated she would wait to proceed with the committee evaluation until all pending resolutions were voted on by the board.

Following last week's votes, Fuller said she did not anticipate any movement on the issue until the spring.

"Really nothing has happened at this point," she said. "I need to meet with the board and see where they want to go with it. It's premature to guess where we're eventually headed, because the board will need to make that decision."

The request by Citizens for Pedestrian Safety for a discussion of a comprehensive traffic-management plan came in a letter to Fuller earlier this month.

"We want to put a couple of ideas on the plate," said Fran Stevens, cochairwoman of the group. "We don't really have a predetermined plan about how to proceed with this. What I'm suggesting is a new way of thinking about traffic safety issues."

Stevens said her group hopes to discuss traffic issues in a whole part of the community, instead of a single-issue, street-by-street basis. "That, unfortunately, is what's been happening lately. I'm sure the town board is frustrated at the street-by-street level consideration of these issues too."

Fuller said traffic sign requests basically "are for the convenience of the residents, not based on accident rates," and generally reflect the concerns of neighbors on particular streets, brought up one at a time.

"In that sense, piecemeal is democracy," she said.

Stevens said she had discussed the matter with Fuller last week, and hoped it would be put on the agenda for a forthcoming board meeting, perhaps in March.

Stevens said a comprehensive traffic management plan ought to be a part of the review of the traffic safety committee's performance.

"Whatever decision is made about the committee, this ought to be a part of a broader discussion," she added.

Burns concurred. Of the anticipated committee review, Burns said, "Several weeks ago, I asked Sheila what the status of it was, and she told me that she was getting together some background information on anything to do with the committee, how it was formed and so forth."

Burns said she has not yet received that information from Fuller.

"As far as I know, there has been no real direction from the supervisor on this," she said. "This is something I intend to ask her about this week. I anticipate something happening on this soon. Anything new coming forward will have to wait until a review is done about how we should proceed."

Fuller confirmed discussing the matter with the citizens' group, and said she hoped to meet with them, and with members of the traffic safety committee, before scheduling a board discussion.

"I've done it twice before," she said of such a joint meeting. "Maybe it's time to do it again."

Serious golfers



Lindsay Hough of Slingerlands and Jay Gallagher of Bethlehem aren't attempting a game in the snow, they're on their way to Golden Bear Golf Center in Latham to hit a few practice shots. *Jim Franco*

CASA volunteers help kids in court

By Ann Treadway

Grace Thompson figures she's made life a little better for about 200 children in the past five years by helping them to feel safe and loved, which she believes is every child's birthright.

The Slingerlands resident is a CASA (Court Appointed Special Assistants) volunteer, and mediation coordinator for the local CASA program. She's one of 14 volunteers currently being assigned to Albany County Family Court cases. They include the program manager and five recently sworn-in volunteers.

CASA volunteers are "the child's voice" in the court system, Thompson said. "There is such a need for helping these kids."

She said cases typically involve neglect or emotional, physical, and/or sexual abuse.

The contrast between the privileged lives of many suburban children and most of those in the court system is very sad, Thompson said. But while her experiences as a CASA volunteer have taught her not to be naive or overly optimistic, she also isn't about to stop trying.

"We know we can't change the world, so we concentrate on making one child's life a little bit happier and safer for a little bit longer," she said.

CASA volunteers do this by attending Family Court appearances, gathering information through talks with those involved in the child's situation, and writing reports for Family Court judges to use in making decisions. All case information is handled on a confidential basis.

Thompson signed up to be a CASA volunteer after seeing a public service announcement about the program on television. She was working for a Delmar real estate firm at the time, after a brief career as a paralegal.

Now working full time for the CASA program, which is a branch of the Center for Alternative Dispute Resolution in Albany, Thompson grew up in Elsmere and gradu-



Grace Thompson

ated from Bethlehem Central High School and SUNY Albany, where she earned a bachelor's degree in psychology.

In 1977, a judge in Seattle instituted the first CASA program, and there are now about 800 throughout the country. A CASA volunteer was featured in a recent "Dateline" TV program for her involvement in a case that led to the adoption of 10 siblings by one couple.

Since 1991 when the CASA program was started in Albany County, the number of child placements in foster homes has "skyrocketed," Thompson said, from about 300 to about 670. Some of that increase, she thinks, is because people are more willing now than in the past to report signs of children in trouble.

This is just one indication, she said, that the need for caring, committed people to become CASA volunteers has never been greater. Thompson said the skills needed are simply "the ability to recognize right from wrong" in a child's situation, and then provide factual information about that situation to the judge.

Not all Family Court cases result in removal of children from families, Thompson said. In fact, she said judges are cautious about infringing on parental rights, in accordance with the law.

She recalls one case she worked on that led to an unexpected result. The case can be discussed in general terms because it is closed.

The parents were divorced and the children, a 4-year-old girl and 5-year-old boy, lived with their mother. The girl was treated in a hospital that reported suspected sexual abuse. There were also signs of neglect at home. The

grandmother had offered to take the children.

After Thompson's investigation while the children were in foster care, several pertinent facts came to light. It turned out the grandmother had a long history of neglecting her own children. The boy had been sexually abused by a friend of his father's, and had copied that behavior with his sister.

The mother entered into an educational program that taught her how to protect and care for her children. Since the parents acknowledged the problems and took steps to prevent them in the future, according to Thompson, the mother was able to regain custody of her children.

Albany's Family Court judges have often expressed their appreciation for the work of local CASA volunteers.

"We get excellent reports from the CASA workers. They are very diligent and competent and helpful," Judge Beverly Tobin said.

And Judge Dennis Duggan said: "The assignment of a CASA volunteer to a family is the single most effective step that a judge can take to ensure the health, welfare and safety of the children in that family."

Judge Gerard Maney was just as quick to praise the CASA program. "All children have the right to a nurturing and permanent family environment," he said, "and the CASA people do a great job of assisting the court in trying to reach that goal."

The Bethlehem area is well represented in the CASA program. Darlene Ward is executive director of the New York State CASA Association and Bonnie Rosenberg is program manager of the Albany County program. Both are Delmar residents, as is volunteer Darlene Bell.

Thompson said she gets "a lot of personal gratification" from her work for CASA in Albany County Family Court proceedings.

"It can be very emotional and sometimes you need to set boundaries for yourself," she said.

But knowing you've helped make a positive difference in a child's life, she said, is worth all the hard work a case may require.

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Mondays offer quiet respite from weekends on alert

By Katherine McCarthy

Sure, we're all glad the kids have the week off.

They needed a break, their teachers needed a break, and it's great to have a week of not having to roust them from their beds and move them through breakfast,

kids home early the day before vacation left mothers sighing philosophically about the extra vacation time. We all agree that it'll be good to have a break, but by Wednesday we'll be yearning for that routine again.

This vacation is like an extra long weekend, and one of my nasty little mother secrets is that I love Mondays.

I'm always glad for Friday to arrive—the kids come home from school energized and excited, and it's nice to know I'll have them around for a couple of days.

But, too often, my ideal and real worlds collide on weekends. I imagine that we'll all get up at the same time, cheerful and refreshed and sit down together to a hearty country breakfast to discuss Great Thoughts and share insightful chuckles and family jokes.

Then, as one, we'll move on to some stimulating and invigorating outdoor activity. If that involves a car trip, we'll sing both coming and going. In the evenings, we'll gather around the spacious dining room table and enjoy another healthy and hearty meal, eaten on china, with candlelight streaming across the white tablecloth.

Reality check: until we hire a live-in cook, guess who's producing all those hearty country meals. By the time Christopher wakes me from my weekend slumber, and I get the pancakes made, he and his brother are entrenched in Saturday morning cartoons. Dad's got his shortwave radio on, listening to some soccer match from England, and everyone comes reluctantly to the table, where they talk not about great thoughts, but the details of Tom and Jerry.

Well, I figure, we've all worked hard all week, maybe I shouldn't impose my idealized view of how a family should be on them. Look at the positives — my husband and children are great at entertaining themselves. Chris has enough interests to fill four lifetimes, something that's lost in today's overprogrammed world. Christopher and Cormac have invented a game called "Planet Country" that they play for hours and seem to be able to pick up at any given time.

If only all that self-entertaining didn't involve so much strewing! Chris moves through the house with his radio, leaving bits of newspaper or pieces of work wherever

he finishes them. Toy figures are picked up and then discarded in the Planet Country game, along with, for reasons I cannot begin to fathom, pairs of socks.

I figure I ought to join in on the self-entertaining front, but an amazing thing happens. As soon as I sit down to write, or read a book, some need arises, generally having to do with finding things. There's also an ongoing need for lunch, snacks, and the one particular shirt that is in the dryer, not the drawer. And while Planet Country is mostly peaceful, unscripted in-terence squabbles arise at regular intervals.

So I remain mostly in "alert" mode, avoiding books, teasing myself with a glance at that just-finished article. It's like when the boys were little, and I never knew when I'd be needed for some kind of baby emergency, so I lived suspended in time. Eventually, though, I get restless, and make everybody go do something, generally under protest.

My family looks forward to being at home because they're out of it most of the week. On the other hand, I look forward to getting out on weekends because I'm in the house most of the week. Because the weekends tend to be more intense for me than the rest of the family, I try to steal a few hours on Monday to regroup.

I feel guilty about this, knowing that the boys are back in school, and Chris is back at his desk. Sure, I work, too, but working from home seems less intense somehow. Why are mothers so

tough on themselves? Why can't mother be a recognized profession?

Is it because being a full-time mother is associated with luxury? Is it because sometimes the routine work of mothering is so boring that you could scream? Is it because it's an unpaid position? Is it because eventually, children go to school?

We all need a break somewhere, and for me, it comes on Monday morning. After everyone has left, and I've walked the dog, and done the breakfast dishes, this lovely sort of quiet descends over the house. Soon, it will be time to glue myself to the seat in front of my keyboard, or go interview this week's feature subjects, or think about what to do at the next Cub Scout den meeting.

Before that, though, there's time for a second cup of coffee and a look at *The New York Times* book review section that somehow didn't get read when it arrived on Sunday. In those few minutes, my brain begins to settle and I laugh at my own indulgence. That short time alone in the quiet reminds me about what I love best, and I set about the things that fill my day till my chicks are back in the nest.

That's my conundrum of motherhood. For all of my protestations about wanting to be alone, and yearning for organization, I realize how much I love my family, strewn-about socks and all.

I might need these few little hours of quiet and good coffee, but I need their noise and companionship even more.



teeth-brushing, winter-dressing, backpack-finding and racing for the bus.

Even better is the break from the evening routine, when homework makes us spend a lot of our time saying, "Focus, honey," and, "Well, let's break it down," instead of just grabbing the pencil and multiplying 462 by 37.

We can relax a little bit with bedtimes, and let the kids catch it up the next morning. But still, a week is a long time, especially in the winter.

The snowstorm that sent the

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Neighbors view former Clarksville Tavern as eyesore

By Joseph A. Phillips

"I can remember, back when I was 18, actually going in there," said Bob Dunston, gesturing toward a boarded-up two-story building just across Tarrytown Road from his business, Superior Oil in Clarksville. "It was just a regular tavern."

The former Clarksville Tavern is only yards from the Delaware Turnpike as it turns uphill toward the Helderberg Escarpment. A tavern in the 1960s and '70s, it previously housed a barber shop and a succession of stores, dating back perhaps to the 19th century.

But nowadays, neighbors see only an eyesore and a safety hazard.

New Scotland code enforcement officer Paul Jeffers has fielded calls for years from Clarksville residents.

They complain, he said, of "juveniles inside the building, smoking. People are afraid if anyone goes in there and starts fooling around, a fire will start."

They worry about roofing and window boards blown down by the wind.

But his hands are tied, he said: "All we can do is clean up the property, remove the junk, remove any combustible material from the building and secure the building."

"I've been there 12 years, and when I first moved there, there was broken glass all over from the bottom windows," said Jean McMillen, who lives next door. "It's dangerous for the children. The roof is caving in. I've cut up and burned 500 boards that have blown down into my yard. It should've been taken down years ago."

"There's no septic system, and the basement is full up with water," Dunston said. "The town won't issue any permits to do anything to fix it up. It's kind of up in the air. There was a petition a couple years ago to tear it down. Ask anybody around here and they'll tell you, they want it down."

County tax rolls show Beverly Wilkie of Upper Flat Rock Road as the owner. But Albany County spokeswoman Monica Mahaffey said the property has been tax delinquent since 1994, to the tune of more than \$14,000.

Jeffers, Dunston and Mahaffey all say Wilkie wants no more to do with it.

So the former tavern remains, as it has been for almost 10 years, essentially abandoned.

Its future awaits the outcome of a pending foreclosure proceeding by the county Department of Finance, and the emergence of an interested buyer with some use for the property. That it still stands is testimony to liability jitters and red tape.

Its past is as murky as its future.

"I've got questions about that myself," said Bob Parmenter, New Scotland town historian, who is at work on a history of Clarksville and its buildings.

Some accounts say it once housed a shirt factory; others, that it has been a tavern from its earliest days.

One anecdote recounts thirsty teamsters "tarrying" there en route to Albany — hence Tarrytown Road.

Parmenter thus far has no evidence to support either theory.

"Only in its more recent existence was it a tavern," he said. "It may have had other uses before the tavern, but it was primarily a store. But I'd sure like to check the deeds and find out how old it is, who's owned it. If I had to guess, I'd say it probably dates to the late 1880s."

What does seem certain is its likely fate.

"Frankly, as much as I like to see buildings preserved, I think that one needs to be torn down. I don't think it's very sound," Parmenter said.

"Right now, it's reasonably secured," said Jeffers. "I haven't been down there myself in the past (few) weeks, but at that time, at least three of the four sides of the building seemed secure."

In the meantime, he said, "the town wouldn't get involved with anything having to do with foreclosure." That, he said, is up to the county.

For its part, the county, wary of environmental cleanup costs on abandoned property, sought the protection of hold-harmless legislation several years ago.

While waiting in vain for the state Legislature to pass it, said Mahaffey, "for a time," (Albany) county had declined to foreclose on property, to protect itself from any environmental liability that might come with any parcel.

This informal seizure moratorium created a five-year backlog of properties in legal limbo, broken only last year with the resumption of tax lien auctions. A



The old Clarksville Tavern on Tarrytown Road has seen better days.

Joseph Phillips

second round of foreclosures was launched last summer, the tavern property among them.

"We anticipate that the foreclosure proceedings will be completed within a couple of weeks," Mahaffey said.

The county does not plan to demolish the structure; rather, after foreclosure, the property will be listed for auction in the spring.

Unless, that is, a private buyer steps forward first.

"This particular property does not appear to fit the criteria for a private sale," Mahaffey said. "But if the municipality, or a nonprofit, or an adjoining property owner should have an interest in it, we might go to private sale before the auction."

"Who's gonna buy it?" McMillen asked.

The small lot and a lack of parking make it essentially useless to anyone except McMillen. "But,

it'll cost 10 or 20 grand to take the building down," she said, making it unlikely she'll bid on it.

Neither the town nor the historical association has expressed any interest in acquisition either.

"We just don't have the resources," said historical association president Ann Eberle.

So an unwanted eyesore waits. "It's to the point where I think it's too far gone to save," Dunston said. "But who knows?"

Joyelles Jewelers
Gem Talk
with *Mary Vail*

BIGGER IS BETTER

When it comes to cocktail rings, bigger is better. Rings with outsized gemstones are bound to stir up party conversation and catch roving eyes. Lapis lazuli fits this party-going role very well. When cut en cabochon in larger sizes, it fairly fills the eye with a deep blue color that goes well with sterling silver. Another blue gemstone, iolite, is possessed of a violet-blue hue that has been compared to sapphire. Speculating over the true nature of this beautiful gemstone is a favorite party game. Then, there is blue topaz, which is nearly indistinguishable from aquamarine. Large transparent, step-cut gemstones of either type are sure to draw admiring stares. They are also bound to set people talking. You can always count on JOYELLES JEWELERS to offer jewelry that makes a statement about yourself, jewelry that is unique and exciting. We know it's easy to make something that looks nice, but our pieces are designed to be eye-catching and extraordinary. If you don't see what you're looking for on our shelves, share in the fun of the creation of your own special jewelry. Tell us or bring a sketch of what you're dreaming of to 318 Delaware Avenue, in the Main Square Shoppes, and watch us bring it to life.

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CROSSGATES CARES

Matters of Opinion

Do the math

Bethlehem Supervisor Sheila Fuller and school Superintendent Les Loomis teamed up last week to make an impassioned argument for the need to attract more commercial ventures to town. At the chamber of commerce's monthly breakfast, the two town leaders stressed the fact that the tax base must be supplemented by business tax dollars.

Fuller asked that residents "keep an open mind" on pending projects and assured the audience that the town was not going "to give away the store," just to get businesses to move here.

Loomis explained that residential development simply does not pay its freight as far as the school district is concerned. In his 10-year tenure as superintendent, he said he has seen more than 1,000 new students enter the district. Loomis said the school district has been a drawing card for attracting new residents, but that the town should be a "drawing card for business as well."

Fuller and Loomis have also joined forces because of the impending sale of Niagara Mohawk's steam plant. The numbers tell the story: the plant is assessed as \$357 million, but its purchase price was a paltry \$47.5 million. What this would mean is a \$4 million loss to the school district every year. Although Fuller and Loomis don't expect the \$47.5 million to be the assessed value of the plant when the new owners take over, they admit they are concerned about the sale price vs. the current assessed value of the facility.

There's no question that new business is needed to offset undue burdens on residential taxpayers to maintain the status quo of town and school district services.

Door-to-door scams

The Bethlehem police blotter contained an alarming item last week. An elderly woman opened her door to a man, claiming to offer a home top-to-bottom cleaning service. He said he would return the following week, but wanted a \$25 deposit on the spot.

Unfortunately, the woman paid him for services not yet rendered. And unfortunately, this is not an uncommon scam in suburban towns throughout the region.

The day of door-to-door selling has past, probably because more and more "salesmen" turned out to be selling no more than a bill of goods to unsuspecting, trusting residents.

Today, police recommend not even opening a door to a stranger, since some scam artists working in pairs try to distract residents with a trumped-up excuse to use the phone. One stays outside while the other rifles through belongings looking for valuables and money.

Stay on the alert. Reputable sales persons do not conduct business at your doorstep. Keep your doors locked and report any suspicious "peddlers" to the police.

Editorials

Havana was once City of Enchantment

By Ruth McDowell

The writer is a Delmar resident.

The flames flickered as the logs burned in the fireplace, their reflection adding motion to the Cuban mob scenes on the TV screen.

Seeing the turmoil of a refugee child's return, I was reminded of a visit to Havana in the more hospitable times, the pre-Castro days, days when American ships were welcome in Cuban harbors.



The orchestra was playing "Anchors Aweigh" on a lower deck of the S.S. Shawnee while a blizzard of confetti flew in the air. We were leaving Pier 14 on the East River in New York, sailing for Havana, a popular cruise to what the tour books called the City of Enchantment.

As we reached the open sea, the ripples sparkled like the opening of a "Flipper" sequel with shimmering silver flying fish. Passing Florida and entering the Gulf of Mexico, we were fascinated by the glorious aquamarine-colored water, phosphorescent in the sunlight.

Like a pirate stronghold, the haunting majesty of the Morro Castle with its stone towers dominated the entrance to Havana Harbor. Young boys were yelling, "Pesos, pesos" and diving for the money as passengers tossed them coins from the decks.

A carnival-like atmosphere greeted us with tour directors and taxi drivers shouting for fares, promoters of attractions bustling about with literature and invitations, and an enterprising florist selling unusual corsages -- cypidium orchids entwined about bamboo sticks.

"Come, I take you to the Prado, Senor, you and your woman," said our eager driver.

In an ancient limo we headed for a main street with colonnaded shops in Moorish style and rows of mature royal palms. Was this real or were we observing an old

Point of View

movie set with Cecil B. DeMille calling, "Action!" An old trolley car went by with Coca Cola signs painted on its sides, and vintage American cars filled the street. Unbelievably, there was a big Woolworth's store with its familiar red and gold trim.

Cigars, and souvenirs were the main merchandising items of Cuba, and Woolworth's was extraordinary for the last. Not a 5 and 10 cents operation, but a wonderful array of handmade jewelry was for sale. My souvenir necklaces fashioned from native seeds of many colors and sizes attached to chains are still attractive and durable today.

Walking along the Prado we noticed an unusual mosaic on the pavement announcing that we had reached the important corner of the site of Sloppy Joe's, a world-famed bistro. Ernest Hemingway, who lived in Cuba for 20 years had immortalized the place in the movie, "To Have and Have Not" starring Humphrey Bogart. We didn't tarry here because it was almost time for a match at the Spanish ball game, jai alai.

Whoosh! The match was over and I thought it was just starting. It is an extremely speedy game, and I was very distracted by trying to study the rudiments of the game on the "cancha" (an area surrounded by three walls) and watching the bookmakers in red hats and white coats. But, I was mostly absorbed in the coconut ice cream being served in coconut shells. Ice cream can always get my attention.

In a setting of bright pink morning glories, brilliant hibiscus, vermilion flame trees, and white jasmine, with a background of ornamental palms and the sound of Spanish guitars, we were entertained by La Campana Distilleries at the Cuban Patio. It was a touch of Paris -- an outdoor cafe where delicious appetizers were served with a choice of rum sampling or complete cocktails. Small recipe books were given as mementos. I've never understood this direction: "Use some mysterious drops of absinthe."

Six thousand men, and what do you get? El Capitolio, a magnificent government building for this pseudo-republic.

Although Batista ruled, Cuba had a puppet president and Congress which met in the Italian Renaissance-styled edifice. Its glittering elegance has been noted by historians as unique in the world with its frescoed ceilings of triple-layered gold leaf, walls and floors of colored Italian marble, hand-carved furniture of Cuban mahogany, and large bronze doors and chandeliers.

At the entrance is a 38-foot statue of a Cuban Indian maiden covered with 22-carat gold leaf. You wonder if King Midas is lurking behind a golden column.

Nothing at Tiffany's could equal the gigantic 24-carat diamond set in onyx on the reception room

floor. This was donated by all the laborers who worked on the capitol. When Winston Churchill saw this building, he said, "I feel that I have sailed with Long John Silver and have found Treasure Island."

"You are entering The World of Tomorrow," announced our tour guide. Expecting a World's Fair type of presentation with the latest technologies in appliances and transportation, we gasped as we were ushered into a huge cemetery. It was certainly a singular place. A sarcophagus for each deceased member of a family was lined in a row above ground with the deceased's picture on top. It was like a family tree carved in stone. Old cathedrals and cemeteries were considered tourist attractions and some charged a fee for admission.

The Cathedral de la Habana was a picture of opulence and poverty together. A display of wealth was evident in the interior decorations. The main altar was made of marble lavishly inlaid with gold, silver, and onyx.

Because of its splendor it was named a national shrine; however, on the front steps were elderly mendicants and young children begging for money. Havana seemed to be a city of contrasts -- either poor or rich. That evening led us to a happier scene.

Pinning that orchid corsage with the bamboo-stick backing was no easy chore on a strapless evening gown. Dinner in the evening was formal wherever you chose to eat -- on shipboard or at a club or a hotel -- and Sans Souci was no exception. Between courses we were eager to try the steps of the cha-cha-cha that we had learned on the ship.

The sound of the steel drums and the castanets lured us to the dance floor. Halfway through the number, waiters began to light lanterns and the roof slowly moved away revealing a bright moonlit and starry night. No wonder they called this the City of Enchantment.

Later we tried the rumba at Montmartre, typical of the night clubs that advertised their show as an "extravaganza revue" in the Las Vegas genre. It amused us that so many night spots used French names.

It was time to say "adios" to this tropical island, but we couldn't set sail until after midnight because the Cuban polo team was going to the United States for a match and they couldn't arrive on board until midnight.

The men in their white riding pants, black shirts, and shiny boots, leading their horses up the ramps were quite a sight. The attraction kept so many passengers outdoors that the midnight buffet was served on deck.

Soon, all was quiet and we weighed anchor, gliding past the Morro Castle, eerie in the dark with its looming towers. As the lights on the shore receded we thought of all the wondrous things we had seen, but we felt a happy flutter in our hearts looking forward to the first sight of the Statue of Liberty, a sign that we were coming to the most wonderful place in the world -- home.

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Your Opinion Matters

Thanks to organizers of music showcase

Editor, The Spotlight:

On Saturday, Jan. 29, more than 150 young people from our community gathered at Bethlehem town hall to hear seven local bands.

The idea of creating a music showcase for local talent and for the youth of our community began at Bethlehem Community Partnership fall workshop.

It became a reality because Nancy Hallock spent several evenings working on the event with BCHS students, because Sheila Fuller graciously agreed to have the showcase at town hall, because many dedicated parent chaperones volunteered to help, and because committed young people planned and arranged light and sound equipment, refresh-

ments, publicity and other details.

I would like to thank the wonderful people who made the music showcase a great experience for all. Special thanks to Gary Hallock and Karen Rosenkrantz for their assistance.

Thank you, thank you to Bethlehem Opportunities Unlimited which generously provided start-up money.

We look forward to another successful music showcase event in March.

Mona Prenoveau
Coordinator
Bethlehem Networks Project

Letters policy

The Spotlight welcomes letters from readers on subjects of local and regional interest. Letters are subject to editing for fairness, accuracy, style and length.

All letters must include the writer's name, address and phone number.

Unsigned letters receive no consideration.

Write to Letters to the Editor, The Spotlight, 125 Adams St., Delmar 12054. Letters can be faxed to 439-0609.

Coaches deserve kudos for work with girls team

Editor, The Spotlight:

As the Bethlehem Lady Eagles Biddy B team finishes out the season, I am saddened that it's over.

Roy Pannucci, Kevin Conley and Kate Carey turned a group of girls that barely knew each other into what is definitely called a team.

Although they never won a game, Roy, Kevin and Kate taught them skill as well as good sports-

manship and the girls always had a good time.

My deepest gratitude and thanks go to Roy, Kevin and Kate for making my daughters first experience with basketball as good as it was.

I'm sure the entire team feels the same way!

Corinna Parker
Delmar

No Parking law now in effect

Bethlehem Police Department reminds residents that the town's No Parking ordinance will remain in effect through April 15.

The law prohibits vehicles from parking on town streets and roads between 1 and 7 a.m.

Vehicles parked in violation of the ordinance may be ticketed and/or towed at the owner's expense.

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Wine Lines

DELMAR WINE and LIQUOR

by Steve



HEARTY WINES

More than a dozen studies in recent years leave little question that moderate wine consumption is good for the heart. Up to one glass of wine or beer or one mixed drink a day for women, and up to two a day for men, may cut the risk of heart disease in half. At these levels, wine consumption raises the "good" cholesterol (HDL), which prevents fatty deposits from building up in artery walls. It also prevents blood clots from forming and enhances the factors that break up blood clots after they have already formed. Moreover, recent research suggests that consuming wine with meals prevents hardening of the arteries (atherosclerosis) by helping reduce the proliferation of smooth muscle cells within the arteries.

Wine is healthy. A little bit will go a long way, so don't overdo it. DELMAR WINE & LIQUOR has available a wide array of imported and domestic red and white wine that will be the perfect complement to whatever type of meal or party you are planning. We are very knowledgeable about the wines we carry so if you need assistance, please don't hesitate to ask. Come by and see us at 340 Delaware Ave. (439-1725). Please don't drink and drive!
Join us for a wine tasting, Saturday, February 26 from 2-6pm.

HINT: A 1998 Finnish study of middle-aged men indicates that consuming one to four glasses of wine per week may also reduce blood concentrations of Lp(a) lipoprotein, which, similar to LDL cholesterol, leads to the deposit of fat in blood vessels.

Bethlehem Chamber of Commerce

Annual Award Dinner

Friday, March 3, 2000 at 6:30 p.m.



The Big Arena, Delmar, NY

Help us honor this year's Award Winners!

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Robert C. Johnson

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Contact the Chamber at 439-0512

A Service of Healing

Ash Wednesday, March 8th 7:30 p.m.

The First United Methodist Church of Delmar
428 Kenwood Avenue Telephone 439-9976

All healing is of God. The Church's healing ministry in no way detracts from the gifts God gives through medicine and psychotherapy. It is no substitute for either medicine or the proper care of one's health. Rather, it adds to our total resources for wholeness.

Healing is not magic, but underlying it is the great mystery of God's love. God does not promise that we shall be spared suffering but does promise to be with us in our suffering. Trusting that promise, we are enabled to recognize God's sustaining presence in pain, sickness, injury and estrangement.

Likewise, God does not promise that we will be cured of all illnesses. A Service of Healing is not necessarily a service of curing, but it does provide an atmosphere in which healing can happen. The greatest healing of all is the reunion or reconciliation of a human being with God. When this happens, physical healing sometimes occurs, mental and emotional balance is often restored, spiritual health is enhanced and relationships are healed. For the Christian, the basic purpose of spiritual healing is to renew and strengthen one's relationship with the living Christ.

Please join with us for an hour of prayer, healing and renewal at the beginning of this Lenten Season

Shirley Ann Jackson, Ph.D.
Physicist, Research scientist,
President of Rensselaer Polytechnic Institute.

Hear her thoughts on **girls and technology**

Albany Academy for Girls invites you to join us for our 6th annual February Forum - Making Connections: Girls and Technology - free and open to the public.

Monday, February 28, 2000

140 Academy Road, Albany
5:30 - 7:00 pm
Complimentary light supper will be served

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Reserve your space!

RSVP by calling 463-2201 x101
or e-mail gattie@albanyacademyforgirls.org

ALBANY ACADEMY
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Library to host fund-raising dance

Get your dancing shoes. RCS Community Library will host its second fund-raising dance on Saturday, Feb. 26, from 8 p.m. to midnight at the Knights of Columbus Hall on Main Street in Ravena.

It will feature music by the blues band, Rhythm Methods. The band is comprised of A.W. Becker music teacher Ben Rau, school district occupational therapist Bob Zabinski, Bonnie Zabinski, Ric Yurczyk and Justin Joyner.

Tickets cost \$15 per person or \$25 per couple and include beer, wine, and snacks. No one under 21 will be admitted.

For information, call the library at 756-2053.

Fire auxiliary to serve Italian dinner

Selkirk Fire Company No. 3's auxiliary will serve an all-you-can-eat Italian dinner on Saturday, Feb. 26, from 4 to 7 p.m. at South Bethlehem firehouse on Route 396.

NEWS NOTES

Selkirk South Bethlehem
Linda Marshall
756-3520



The menu will include spaghetti and ziti, meatballs, sausage, a salad bar, rolls and dessert.

The cost is \$7.50 for adults, \$4 for children age 5 to 10, and free for children under 5. Takeouts will be available, but bring your own containers.

For information, call 767-9141.

Business group slates meetings

The Business Assistance Group holds its meetings the first Tuesday of each month from 7 to 9 p.m. at Bethlehem Public Library.

The free, informal, get-togethers are sponsored by Bethlehem Chamber of Commerce and Bethlehem Public Library, and feature speakers.

The remaining program schedule is as follows:

- March 7 — Making money on the Web.
 - April 4 — Hiring and keeping good employees.
 - May 2 — Web site blunders, and how to avoid them.
- Registration is not required.

Route 155 plan updated

By Joseph A. Phillips

Plans for reconstructing a key roadway into the village of Voorheesville are ongoing, and state Department of Transportation representatives recently presented an updated version of the proposal to village and town of New Scotland officials.

But the timetable for the project, originally slated to go to bid in 2002, may be extended a year due to the recent departure of a key designer on the project, according to DOT project manager Mark White of the Region One Design Group.

White met earlier this month with village Mayor Ed Clark, New Scotland Supervisor Martha Pofit, and town and village engineering and public works officials to update preliminary plans for the reconfiguration of Route 155. The road connects Route 85A, on the eastern outskirts of the village, with Route 20 in Guelderland.

The \$10 million plan, first presented at a public meeting last November, calls for reconstructing pavement and improving

drainage along the 5-mile stretch, bringing the road to current federal highway standards. Sight-distance improvements are also planned at several intersections.

But the two principal improvements would involve revamping Route 155's intersections with Route 85A and with Voorheesville Avenue, less than a mile north. The latter intersects diagonally with Route 155, but DOT proposes to realign the intersection to a more conventional right angle, a concept that has met with general approval so far.

White offered two design alternatives for replacing the current Y-shaped intersection of Route 85A and 155.

"Eliminating the Y is a given," he said, citing safety concerns. "We need to get rid of the Y. We're proposing either a European-style 'roundabout,' or a T intersection there."

A T would require a traffic signal, but a roundabout — where traffic would enter the circular roadway along a tangent and yield to vehicles already in the circle — would not, White said. "They generally take up a lot less space," he said. "It would allow us to pull traffic farther away from the homes along 85A."

The redesigned intersections in Voorheesville are the top priorities for the Route 155 project, White said, and if costs for completing the project all at once prove prohibitive, the Voorheesville portion might be split off from the rest and completed first.

Progress on the design, however, as well as the requisite environmental impact review, are on hold for the time being, while a new design engineer is brought on board.

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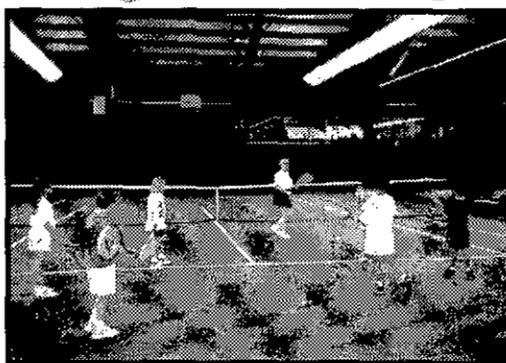
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School board to hold informational meeting

The Voorheesville school board will hold an informational meeting to discuss the proposed building project on Monday, Feb. 28, at 7 p.m. in the elementary school cafeteria.

The board encourages all residents of the district to attend the meeting so they will be fully informed when they vote on March 28.

Kiwanis baseball offers late registration

The New Scotland Kiwanis Club will hold late registration for spring baseball and softball on Tuesdays, Feb. 29 and March 7, from 6:30 to 8:30 p.m. at the elementary school.

Participants must live in the town of New Scotland or the Voorheesville school district.

Children must be 5 years old by, and not 13 before, Aug. 1.

The registration fee is \$20 for T ball and \$25 for all others, with a \$45 maximum for multiple family members.

The leagues and age requirements are: T ball — boys and girls age 5 and 6; big sticks T ball — boys and girls age 6 and 7; Pee Wee League — boys and girls ages 7 and 8; Minor League — boys and girls age 8 to 10; Major League — boys and girls age 10 to 12; and girl's softball — girls age 10 to 13, but not 14, by Aug. 1.

St. Matthew's men accepting applications

St. Matthew's Men's Association is accepting applications for its college scholarship until Feb. 27.

High School seniors who are members of the parish are eligible.

Nominations for the Jim McDonough service award are also being accepted until Feb. 27.

Forms for the scholarship and award are on tables at both entrances to the church on Mountaintop Street in Voorheesville.

NEWS NOTES

Voorheesville

Jane Norris
439-8532



Historical association seeks photos

New Scotland Historical Association members are working on a book about the town.

Photographs of the junior/senior high school under construction in 1956-58 and a photo of the old church on Center Street are needed.

To lend photos, call Bob Parmenter at 765-7203.

Firefighters ask for help

The fire department asks the community to help by removing the snow around fire hydrants.

Food pantry lists needed items

The New Scotland Food Pantry is in need of cereal, spaghetti sauce, canned tomato products, condiments, baking items, crackers, personal care items, paper products, laundry detergent and dish detergent.

For information, call 765-2805.

Extension offers tractor safety program

Cornell Cooperative Extension will offer a 4-H Tractor Safety Certification Program on Thursday, Feb. 24, at 7:30 p.m. at the extension on Martin Road.

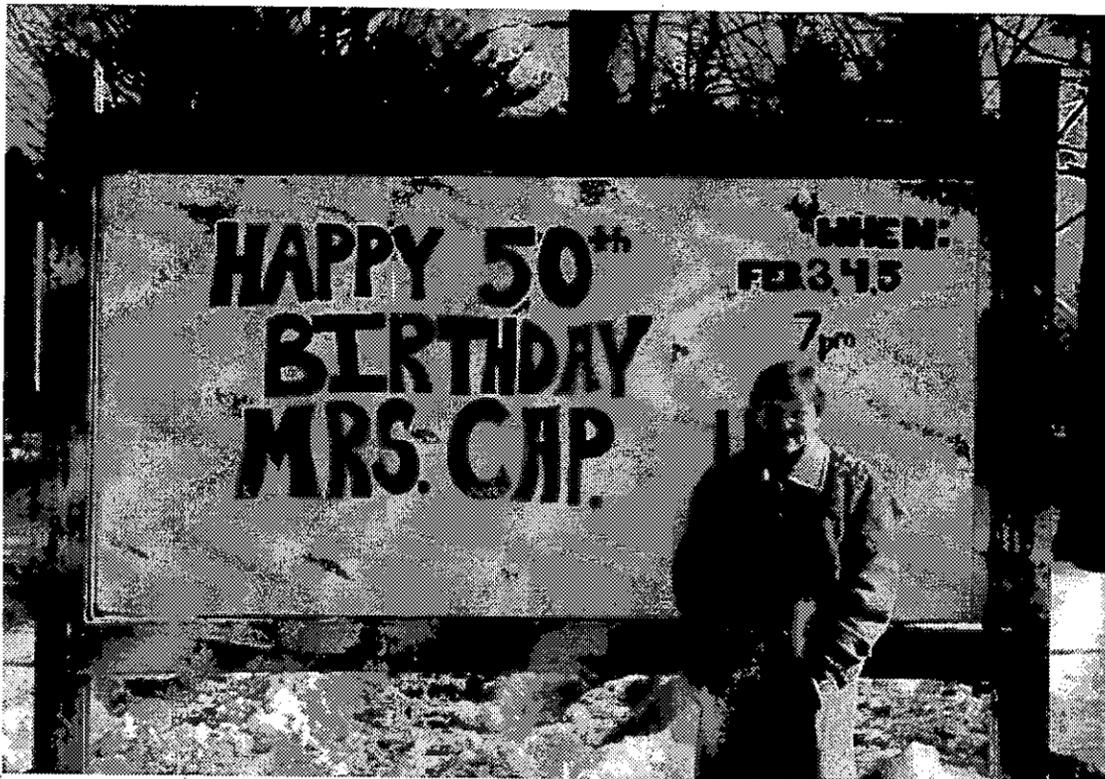
The program will continue Thursdays through April.

The class is geared to 14- and 15-year-olds who will be operating a tractor as part of a paying job.

However, anyone who wants to learn about tractor safety is welcome. For information or to register, call 765-3500.

*In Slingerlands
The Spotlight is sold at Falvo's
Price Chopper and Tollgate*

Greetings



Bethlehem Central Middle School assistant principal Mary Capobianco celebrated her birthday in style this year with a larger-than-life-size card from the students.
Joseph Phillips

Glenmont PTA to host craft fair

Glenmont Elementary School PTA will sponsor a craft fair on Saturday, March 4, from 10 a.m. to 4 p.m.

More than 70 vendors will exhibit handcrafted wares, including many spring and Easter items.

Admission is free.

Lunch, snacks and beverages will be available.

Kids can make an item in their own crafting area.

The school is on Route 9W in Glenmont, 2 miles south of Thruway Exit 23 and the end of I-787.

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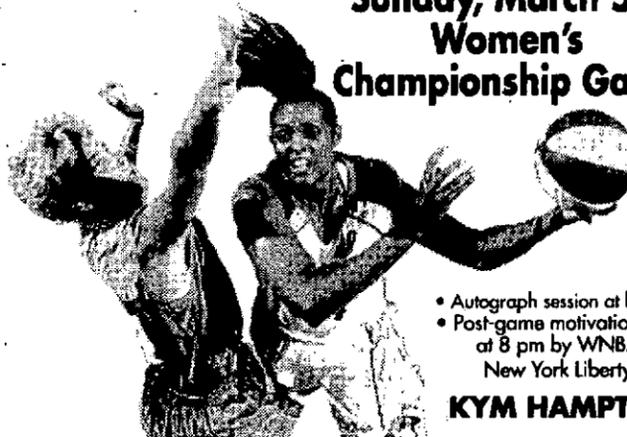
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Box Lots & Tray Lots

To Sell At 5:30 pm

Preview: Friday 10 a.m. until sale.

11D River Road, Glenmont (Albany), N.Y.

This auction will consist of over 500 lots of antique country and Victorian furniture, decorated stoneware, country small items, glass and china, old toys, plus a collection of over 50 Hummel figurines, and a collection of Danbury Mint and Franklin Mint collector automobiles from local estates in Albany and Troy, New York. Highlights to include: country step-back cupboard, country work tables in old paint, early cupboards, Mission Oak furniture, Art Deco 5 light chandelier, collection of old marbles and old toys and dolls, Norman Rockwell Figurines and plates, old prints, paintings and early mirrors plus a 1/2 plate tintype of a Civil War soldier found in the Van Dyck Homestead in Feura Bush, lots of costume and other jewelry plus much more. This is a sale you will not want to miss.

Box lots and tray lots to be sold at 5:30p.m. Over 75 lots of antique glassware, old crocks and jugs, country collectibles, linens, small items, old railroad books, plus more, you must come and preview to appreciate the amount of interesting items in this sale.

INFORMATION: Call Joan Bohl or Jon Lee at the Auction Gallery at 518-426-1353 for complete listing and information or you may visit our web site at www.auctiongallery2.com for complete listing and additional photos. You may also e-mail us at leeauc@albany.net for information.

TERMS OF SALE: Cash or approved check, all items sold "As Is" and to be removed day of sale. 10% Buyers Premium. Refreshments available.

DIRECTIONS: N.Y.S. Thruway to Exit 23, immediate right on route 9W South, go 2 traffic lights, left at 2nd light on route 32 and proceed to bottom of hill. The Auction Gallery is on the left hand side. From North and East, Route 787 to South Pearl Street exit. Go left 1 mile. From Albany, 1 mile South of Pepsi Arena.

Sunday concert features Eyres, Stander

A double-bill concert on Sunday, March 27, at 2 p.m. continues the library's Bethlehem Treasures series.

Folk singer/songwriter Peggy Eyres teams up with glass harmonica player Ed Stander for an intriguing musical afternoon.



Known as "the first lady of Adirondack music," Eyres has several recordings to her credit and has performed on public television and radio stations throughout the state.

Her live engagement venues have included the Chautauqua Festival, Clearwater Sloop Pumpkin Sail, folk festivals from Vermont to Fort Lauderdale and our own Evenings on the Green summer concert series.

Eyres' eclectic style easily accommodates blues, jazz, folk, and children's fare, to critical acclaim. Honors include participation in

the prestigious Songwriters Guild of America Showcase in New York City, and at Nashville's famous Bluebird Café as part of its "Songwriter's Round" music series.

Ed Stander brings another musical dimension to the afternoon. His instrument, called an angelica or glass harmonica, was invented in 1749.

It consists of a series of large-bowled glasses, which are tuned by filling them with varying amounts of water. The glass harmonica is played by rubbing one's fingers along the rims of the glasses.

The instrument's softly reverberating sound is nothing short of otherworldly—Mozart even composed a piece for it. After falling out of favor for supposedly inducing madness, the glass harmonica was revived in the 19th century.

Stander has studied and played this unusual instrument for about 18 years. The Delmar resident holds dual Canadian and U.S. citizenship and shuttles between countries for performances. He was a featured performer at Feestelijk Bethlehem '98.

Don't miss the latest install-

ment of "Sharps and Flats," media head Michael Farley's entertaining and informative Web page. Here you can find out about the library's newest media acquisitions, plus news, reviews and links to the wider world of the visual and auditory arts.

Go to our homepage, www.uhls.org/bethlehem and click on "Library Services for Adults."

Louise Grieco

Toastmasters to host speech contests

The Bethlehem Toastmasters Club will host the area F-1 international and tall tales speech contests on Monday, Feb. 28, in the community room of Bethlehem Public Library.

Three Capital District clubs—Bethlehem, Capital and Patroon—will participate.

Members who win move on to division, district, and regional contests to become eligible to compete in the world championships in Miami this summer.

For information, call Ray Bell at 439-0871.

Feline fanciers can hear tales of favorite pets

Cat lovers are invited to chat about America's favorite pet with veterinarian Susan Sikule of Just Cats Veterinary Clinic on Monday, Feb. 28, at 7 p.m.

A graduate of the University of Tennessee College of Veterinary

abundance of items to help out the New Scotland Food Pantry.

The library accepts food pantry donations year-round in a basket located by the circulation desk.

Readers, particularly those in the Winter Adult Reading Club, are reminded that book review forms are available at the library.

We appreciate your comments pro and con on what you've been reading and would like to keep a file of recommendations for patrons to peruse.

If you have read something you loved or hated, ask for a form and write a sentence or two about it.

Barbara Vink



Medicine she worked at Shaker Veterinary Hospital before opening her own practice on Western Avenue in Guilderland.

The program will include a question-and-answer period, so be prepared to discuss your problems or concerns. Bring a photo of your cat for a display at the library.

No sign up is necessary.

Have we got a deal for you! In an effort to reshelve some long overdue materials, we will have a Fine Free Week from March 1 through 7. No matter how long it's been lost, if you can find it, you can return it without penalty during that time.

Thank you to all patrons who took part in Food for Fines in January. The library collected an

St. Thomas announces spelling bee champ

Eighth-grader Evan Marsh of Selkirk recently won the spelling bee at St. Thomas School in Delmar.

He will represent the school in the regional spelling bee, to be held in March at the Egg at Empire State Plaza.

Other finalists included eighth-grader Meredith DeFlumer of Ravena and sixth-grader Ben Deer of Guilderland.

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Good Samaritan Senior Living
 by Lee Bormann President/C.E.O.
 LONG, PRODUCTIVE LIVES
 Recently, gerontologists from Harvard conducted the first large-scale study that compared the benefits of a rich social life and community involvement with the pluses gained from being physically active. This involved tracking the participation of 2,761 people in fourteen activities that fell into one of three categories: physical, productive, and social. The study's subjects, who were 65 years and older, were tracked for 13 years. At the end of the study, the most physically active seniors were up to a third less likely to die during the course of the study than their less active counterparts. More surprising was the fact that seniors who spent time socializing or volunteering improved their survival chances as much as the most fitness-oriented seniors.
 It seems that the research goes to prove what seems intuitively true: taking care of your heart and mind, body and soul, are essential to maintaining well-being. Ask us about what services we offer at the GOOD SAMARITAN LUTHERAN HEALTH CARE CENTER, 125 Rockefeller Road. Our residential community features assisted and independent living for 67 residents, skilled nursing services for 120 residents, and senior housing for 36 residents. Call 439-8116 for more information.
P.S. The good news for seniors too frail to exercise regularly is that social interaction can help extend life just as much as exercise.

Physically Speaking
 by Nick Valenze, P.T.
ALL IN THE WRIST
 Carpal tunnel syndrome (CTS) is the well-known occupational injury involving the passageway (carpal tunnel), composed of bone and ligament, through which a major nerve system of the forearm passes into the hand. These nerves control the muscles in this area, as well as the nine tendons that allow the fingers to flex. The wear and tear of repeated movements thickens the lubricating membrane of the tendons and presses the nerves up against the hard bone. CTS usually affects the dominant hand and begins with pain and tingling or numbness. To avoid this problem, those who work with their hands should keep their wrists straight, lift objects with the entire hand, and ease up when they begin to feel pain.
 While CTS is generally associated with individuals who use keyboards, anyone who works with their hands, such as carpenters, musicians, home repair buffs, and gardeners can experience pain, stiffness, and reduced dexterity. Don't shrug off these symptoms as inevitable, they are important signs that injury may have occurred; ask your doctor for a referral to our state-of-the-art physical therapy services. For your own convenience, we offer day and evening treatment hours, free parking, and wheelchair access. To learn more, please call the number listed below.
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Sports

Delmar native goes Goodwill hunting

By Norman L. Miller

Getting involved with the first ever Winter Goodwill Games, in Lake Placid, Feb. 16-20, was not an option for **Robert E. Bullock**. Destiny directed the former Delmar resident to volunteer when Gov. **George Pataki** asked the New York Air National Guard to support the most prestigious international multi-sport invitational in the world.

Major Bullock will be the officer in charge of a group of Air National Guard members who will be providing support for the Olympic Regional Development Authority. In addition to personnel from the Stratton Air National Guard Base in Scotia, will furnish 16 portable generators that power enormous lights to be used at five athletic venues to provide safe environments in parking lots and walkways.

The 1974 graduate of Bethlehem Central High School is no stranger to the Adirondack sports world. His father, **Robert L. Bullock** bought a second home in Lake Placid in the late 70's to accompany the family during their many extended stays in the historic city. Bullock, who is retired and now lives in Florida, was a member of the Lake Placid Olympic Organizing Committee that successfully brought the Olympics to the United States in 1980. During the games, he served as the director of management systems.

Bullock competed for a short time as a bobsled athlete, but decided that he was more competitive in the sport of biathlon. Bullock prepared for the Olympics and competed in the pre-Olympic trials, but another calling took him away. In July 1979, he entered officer training with the Air Force in San Antonio, Texas. Disappointed that he was unable to gain a release from the military to take part in the Olympics, he was forced to read about the events in newspapers.

Working at the Goodwill Games will be a special melodrama for son Robert, because of his father's connection to the 1980 Olympics. Bullock said, "I will have an opportunity to relive some of the Olympic excitement that I missed with my dad." Robert recently called his father to deliver greetings from many of his friends who worked with him during the

1980 Olympics and are back again helping with the Goodwill Games.

More than 500 of the world's best winter athletes from 19 countries, compete for cash. In total, \$647,600 in cash awards is up for grabs for competitors in the five skiing events, snowboarding bobsled, luge and short track speedskating.

Professional figure skaters, including **Oksana Baiul** and **Brian Boitano** received performance guarantees and competed for gold, silver and bronze medals. Skelton World Cup Champion **Jimmy Shea**, from Lake Placid, won the gold in this inaugural event.

This will be the first time the Goodwill Games, founded by Time Warner in 1986, are including winter sports.

Although, they are only a small part of the support system, Bul-

lock and his Air National Guard group will play a big role to ensure that participants and spectators will have a safe environment at Lake Placid sports venues.

Track registrations

Registration sessions for the Bethlehem Youth Track & Field (BYTF) Club 2000 season will be held at Bethlehem town hall auditorium from 7 to 9 p.m. on Tuesday, Feb. 29, in Room 106.

Registration is open to boys and girls born in 1993 or earlier. The fee is \$22, which includes membership in USATF. BYTF Club singles will be available for \$10.

Practices begin in April at Bethlehem Central High School.

For information, call **John Traylor** at 475-9561.

Finger roll



Voorheesville senior **Steve Brisson** lays in two points against Ravena-Coeymans-Selkirk. Despite Brisson's 16 points, the Blackbirds lost 54-51. RCS's **Chris Jones** led all scorers with 20 points. *Jim Franco*

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Pee-Wee skaters net tournament title

Bethlehem Youth Hockey's Pee Wee travel team won the New Hartford Invitational Hockey Tournament held in New Hartford Feb. 4 through 6. Over the three day weekend, the team went undefeated.

Friday afternoon's opener was a nail-biter against Auburn that began with the Eagles down two goals in the first period. Goalie **Doug McIver's** 19 saves psyched the team on toward three goals in the second period to take the lead. **Andrew Stanton** scored first on an assist from **Dillon McNiven**. **Ryan Bannigan** added two more goals with assists from Stanton and **Chris Dudek**. Bethlehem's offense kept up the pressure with 21 shots on goal in the last two periods while **Conor O'Shea**, the Eagles' goalie for the latter stages of the game, blocked 8 shots from Auburn's formidable line.

Auburn managed to score two

times in the third period but Stanton hammered one in on an assist from **Taylor Bourque** to tie it up. **Eric Russo's** final goal on a pass from **T.J. Webb** with less than four minutes remaining secured the 5-4 win for the Eagles.

Bethlehem advanced in the second game with a 3-0 shutout over the New Hartford "H" team on Saturday morning. Russo scored in the first period on a pass from Bannigan. Stanton made it 2-0 on a powerful slapshot with a minute and half remaining in the first period. **Zach Blau** ensured Bethlehem's victory with a final goal at 6:09 in the 2nd period. O'Shea and McIver were rock solid at the goal, blocking a total of 27 shots from New Hartford.

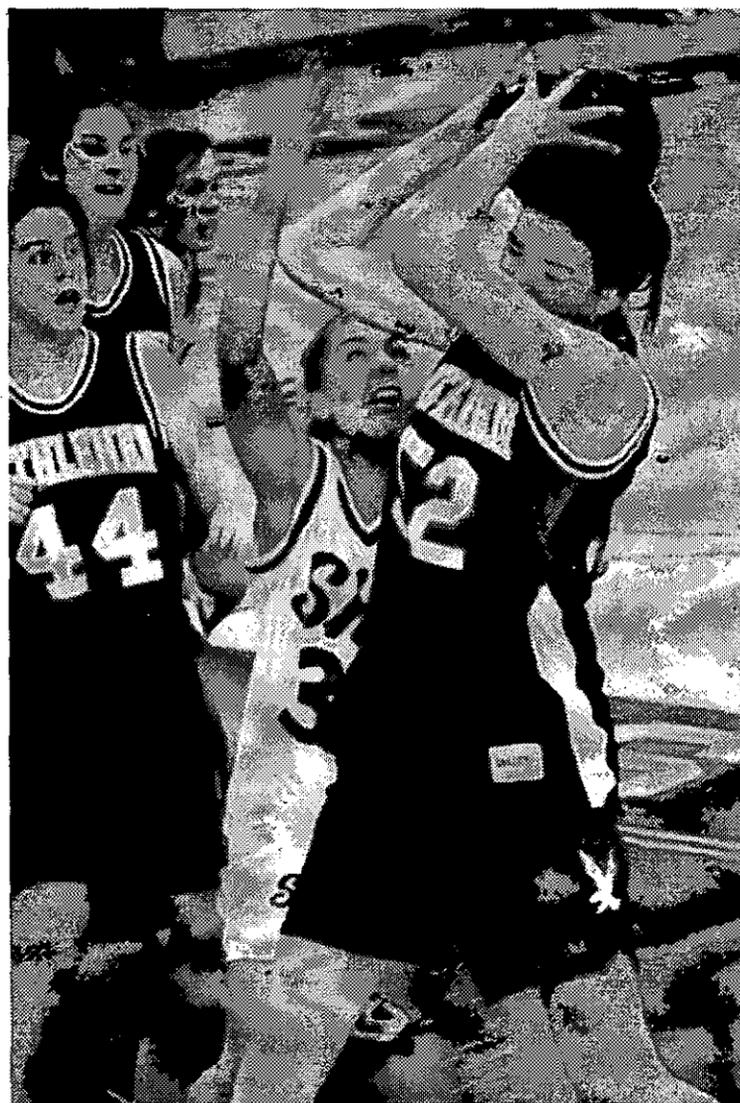
Saturday night's game against the New Hartford "M" team was another shutout with Dudek starting things off in the first period with a goal assisted by Bourque.

Bannigan made it 2-0 on a pass from Blau, and **Tim Moriarity** dumped one in on an assist from **Zach Wallens**. Dudek added the fourth and final goal in the third period on an assist from Stanton, securing a spot in the championship round for the Eagles.

The championship game brought Bethlehem up against Auburn again with the Eagles dominating once more in an 8-3 victory. Down 2-1 in the first period on a McNiven-assisted goal by Dudek, Bethlehem came back with three goals in the third period to take the lead 4-3.

The Eagles clinched their tournament victory by adding four more goals in the final period. Stanton had a hat trick with two goals in the second period and one in the third. McNiven also scored in the second period on a pass from Bourque. Bannigan put one in at 7:20 in the third period with help from Dudek and Stanton. Dudek scored on an assist from Bourque, and Bourque finished up the assault with a goal at 3:07 in the final period. Coach **John McNiven** and assistant coaches **Bruce Bourque** and **Danny Russo** praised the strong contributions of the entire Pee Wee team which also included **Sandro Gerbino**, **Dan Jakaitis**, **Will Hoback**, and **Chris Jerome**.

Chairwoman of the boards



Bethlehem Central High School's freshman center Caitlin Foley rips down a rebound in the consolation game of the Suburban Council girls basketball tournament. Despite Foley's tremendous effort and Bridget Murray's nine points, the Lady Eagles lost to Shenendehowa 52-34. The BCHS girls look to rebound in this week's Class A, Section II playoffs. *Jim Franco*

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Bethlehem Babe Ruth swings into action

Bethlehem Babe Ruth baseball is organizing free clinics in pitching, batting and catching for players aged 13-15. The clinics will be held at the All-Star Academy.

Additionally, Babe Ruth has openings in its Senior baseball division for players aged 16-18.

For information, call 449-2089.

Connie Mack registration slated

Bethlehem Connie Mack will be holding a registration and information meeting for eligible players on Saturday, Feb. 26. The meeting begins at 3 p.m. and will be held at Blanchard American Legion Post in Delmar. Eligible candidates must be between the ages of 16 and 18 years old and reside in the Bethlehem Central school district. For information, call **Tom Yovine** at 374-8461.

Basketball camp offers tryouts

Applications from boys and girls between 7 and 19 years old are currently being evaluated for admission to the Ten Star-All Star Basketball Camp. Players are selected by invitation only to the camp. For info, call (704) 372-8610.

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The odds of developing a tumor from an x-ray are extremely remote, even negligible. The likelihood of missing diagnosis of tooth decay or missing a cyst, abscess or tumor is high without routine diagnostic x-rays. Is it a good trade-off to risk these conditions rather than be cautious and have the diagnostic x-rays when needed? The ADA agrees that the merits of diagnostic x-rays far exceeds the possible consequences of not having them. An ADA informational pamphlet describes dental x-rays and their importance. These pamphlets are available in many dental offices, usually free of charge to patients.

Museum

(From Page 1)

Van Oostenbrugge has been involved with the museum since it first opened. When Ravena-Coeymans-Selkirk created School District No. 1 in 1962, the Cedar Hill and Selkirk schools closed.

"My brothers went to school here in the late '20s and '30s," Van Oostenbrugge said. "My mother and a group of people met when the schools consolidated, and decided the town should have a museum."

The museum had a charter by 1965, and the Cedar Hill School House continues to be a place of learning. Many of the board members, Van Oostenbrugge said, once taught there.

Mathusa laughingly said he became president of the historical association because he couldn't turn down his first-grade teacher, Marie Wheelman.

It's easy to see that the museum was once a school — half of the room is filled with chairs set in rows, evoking a classroom. Paintings and photographs hang on the walls, and display cases show off elements of the town's past.

An apothecary's chest, which Mathusa refers to as "yesterday's CVS" stands in one corner. A huge fishing net suspended from the ceiling reminds visitors of the importance of the nearby Hudson River. Old farm tools, china teapots, and toys from long ago round out the museum's current exhibits. Photographs show industries of the past, such as ice cutting, that only remain in black and white prints.

Getting artifacts hasn't been a problem so far, Mathusa said, pointing to boxes of clothing stacked high on shelves.

"The basement is full of things," he added.

On the museum's grounds are a carriage house, the toll gate that used to stand at the corner of routes 9W and 144 and, in the summer, an herb garden.

The tollgate has stood near the museum for nearly 10 years. "It took three hours to move it here in a flat bed truck," Van Oostenbrugge said.

The town put down the toll gate's foundation, and the historical association maintains the interior of the building and pays the insurance. The town also mows the lawn, trims the trees and keeps the parking lot clear of snow in the winter.

"(Town Supervisor) Sheila Fuller and Gregg Sagendorph (highway superintendent) are taking good care of the facilities," Mathusa said.

The museum has monthly membership meetings every third Thursday that are open to the public.

On March 16 at 2 p.m. Peter and Florence Christoph will talk about "Searching for Family History — Past & Present."

In April, William Bouck and Warren Broderick of the state Archives will discuss "Researching Industrial History — Potters and Pottery, Capital Region."

The bulk of the museum's budget comes from dues and donations. Membership ranges from \$15 for an individual to \$150 for lifetime membership.

The association holds a couple of fund-raisers every year, and auctioned a Bethlehem throw and some Santa dolls at Christmas-time.

The museum is open Sundays in the summer from 2 to 4 p.m. Groups can also call 767-9432 to make arrangements to visit.

Business

(From Page 1)

Southgate Commons, the last proposal for the site, drew opposition from a group that formed called Citizens Monitoring Southgate.

Many proposals like this have been on the map for a long time, Fuller said. "These are not run-away developers, but rather well thought out and planned proposals."

"There are many who want to do business here, and we are trying to do what's best for all. Look over the years, Price Chopper and a medical facility — I'd love to have a medical facility on every corner or tech parks, but you can't have that," she said.

Fuller, who also serves on the Local Government Council of the Center for Economic Growth, said Bethlehem has to begun to take a more regional approach toward attracting new business to its boundaries.

"We're making progress, but we need to move a little faster. We're here to encourage business — to put Bethlehem on the map," she said.

Loomis said one of the reasons, he was speaking at the meeting was to acknowledge "what our businesses do for our schools."

He also underscored his ongoing concern over the rate of residential housing in the town.

"This year, there were 158 (new homes), a record number," he said, adding that, "These developments represent problems" for the school district.

"At the moment, we're pretty

close to capacity," Loomis said about the number of students attending Bethlehem schools.

In Bethlehem, it costs roughly \$6,000 to educate each child. The district comes up short from residential tax revenue to the tune of \$1,600 for each child.

"Rapid enrollment tells a lot of the story. In the 10 years I've been here I've seen enrollment increase by 1,000 (students), Loomis said.

During the period of rapid residential growth, commercial development has failed to keep pace, which has a dramatic effect on the district budget.

"We know education is a drawing card, the town should be a drawing card for business as well," Loomis said.

Without mentioning any specific projects, Loomis said it was

critical to look at the overall public good when considering business proposals, adding that it was unfortunate that vocal minorities were often able to get their way in spite of the overall benefit to the town.

Book discussion group to meet at town hall

The Books in the Morning discussion group, sponsored by the Humanities Institute for Lifelong Learning, continues its program with *The Assistant* by Bernard Malamud on March 10 at Bethlehem town hall.

Ralph Ellison's *The Invisible Man* will be the topic on March 31. The group meets from 10:15 a.m. to 12:15 p.m. and is led by Helen Adler. For information, call 439-9661.

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Youth Network

A BETHLEHEM NETWORKS PROJECT

Psychologist to present workshop

Randy Cale is a licensed psychologist in private practice in Albany. He is an author, trainer and parenting coach who has worked with a wide range of challenging family problems.

On Thursday, March 16, Cale will present a parenting workshop which will provide parents with a philosophy of parenting which allows them to maximize the potential for their children to learn from their choices, while insuring that parental values are supported and maintained.

They will also be given practical tools which help nurture a child's sense of responsibility and self-esteem.

Parents often become caught up in the day-to-day details of managing their children's lives. They can get lost in the press and hurry of orchestrating all their children's daily activities. This workshop will help them learn how to parent with wisdom.

Join Cale on Thursday, March 16, from 6:30 to 8:30 p.m. in Bethlehem middle school auditorium on Kenwood Avenue in Delmar.



Bethlehem Networks Project

Column sponsored by



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Obituaries

Elvira E. Ronk

Elvira E. Ronk, of Delmar died Saturday, Feb. 19, at Albany Medical Center Hospital.

Born in Kingston, she was a longtime resident of Delmar.

Mrs. Ronk was a graduate of the State University at New Paltz. She did graduate work at New York University and the University of Wisconsin.

She taught in a one-room school in Ashokan. She later taught at Albany Academy and was head of lower school academics.

After she retired, she was a consultant and substitute teacher at the school. She was named faculty emeritus in 1975.

Mrs. Ronk was a member of the Bethlehem Women's Republican Club, a former member of the Elsmere Fire Co. auxiliary, and a member of St. John's Lutheran Church in Albany.

She was the widow of Archie G. Ronk.

Survivors include two daughters, Katherine R. McLaughlin of Albany and Lois R. Young of Dover, Mass.; a sister, Ella S. Beneshan of Denville, N.J.; five grandchildren; and four great-grandchildren.

Services are scheduled today, Feb. 23, at the Tebbutt Funeral Home in Albany.

Burial will be in Memory's Garden in Colonie.

Contributions may be made to Albany Academy Scholarship Fund, Academy Road, Albany 12208.

Arlee Woldar

Arlee Rosenberg Woldar, 96, of Delmar died Friday, Feb. 18, at Good Samaritan Lutheran Health Care Center in Delmar.

Born in Poland, she was a Capital District resident since 1944.

Mrs. Woldar was a member of Temple Israel in Albany and a member of Hadassah.

She was the widow of Emil Woldar.

Survivors include her cousins, Stephen Roberts of Albany, Lenny Roberts of Brookfield, Conn., Roberta Gallagher of Scarsdale and Jehuda Shapir of Long Island.

Services were from the Levine Memorial Chapel in Albany.

Burial was in Temple Israel Cemetery in Guilderland.

Contributions may be made to Temple Israel, 600 New Scotland Ave., Albany 12208 or to Hadassah.

Elizabeth Dascher

Elizabeth Katherine VanDeloo

Dascher, 89, of Delmar died Thursday, Feb. 17, at St. Peter's Hospital in Albany.

Born in Albany she was the widow of Alfred Frederick Dascher.

Mrs. Dascher worked for the former New York Telephone Co. for 25 years before she retired. She was a member of the Telephone Pioneers.

She was a member of the Bethlehem Garden Club and enjoyed traveling.

Survivors include a daughter, Joyce Dascher of Delmar; and five grandchildren.

Services were from the Norman E. Dascher Funeral Home in Albany.

Burial was in St. Matthew Cemetery in Glenmont.

Contributions may be made to Evangelical Protestant Church, 82 Clinton St., Albany 12202 or Capital City Rescue Mission, 50 Hudson Ave., Albany 12207.

Lawrence Kavanaugh

Lawrence G. Kavanaugh, 56, of Sandhill Road in Greenfield Center and formerly of Delmar died Monday, Feb. 7, at his home.

Born in Buffalo, he was a graduate of Bethlehem Central High School.

He also was a graduate of Fredonia State College and received a master's degree from Syracuse University.

He was an Army veteran of Vietnam, serving as a medic. He was a recipient of the Bronze Star and the Silver Star.

Mr. Kavanaugh was a social worker at Wilton Developmental Center. He retired from Capital District Developmental Disabilities Service Office in Saratoga Springs.

He was a member of the American Legion Post in Saratoga Springs.

Survivors include his parents, Lawrence V. and Jane Cabana Kavanaugh; a daughter, Laura Kavanaugh Johnson of Arizona; a sister, J. Karen Kugelman of Queensbury; and two brothers, Richard Kevin Kavanaugh of Albany and Robert B. Kavanaugh of Saratoga Springs.

Services were from the Simone Funeral Home in Saratoga Springs.

Burial was in Bethlehem Cemetery in Delmar.

Contributions may be made to the American Heart Association, 440 New Karner Road, Colonie 12205 or the American Diabetes Association, NYS Memorial Processing Center, PO Box 31160, Hartford, Conn. 06150.

Margaret A. Condon

Margaret A. Condon, 77, of Rarick Road in Selkirk died Saturday, Feb. 19, at St. Peter's Hospital in Albany.

Born in Hudson, she was a homemaker.

Mrs. Condon worked for the former Town & Tweed in Delaware Plaza.

She was the widow of Reid W. Condon.

Survivors include a son, Reid G. Condon of Greenville; a sister, Dorothy Woolsey of Santa Ana, Calif.; and a brother, John Boice of Broad Brook, Conn.

Burial will be in Mt. Pleasant Cemetery in South Bethlehem in the spring.

Arrangements were by the Caswell Funeral Home in Ravena.

Arthur J. Hannan

Arthur J. Hannan, 84, of Campagna Drive in Colonie and formerly of Delmar, died Monday, Feb. 14, at St. Peter's Hospital in Albany.

Born in Albany, he lived in Delmar for 50 years before moving to Colonie.

Mr. Hannan was a machinist for Mohawk Brush Co. before it became Fuller Brush Co. When he retired, he worked in maintenance for the Bethlehem school district and Seton Hall in Troy.

He was husband of the late Lillian M. Bonaker Hannan.

Survivors include a brother, Harry Hannan of Wynantskill; and a sister, Marie McGinn of Colonie.

Services were from the W.J. Lyons Funeral Home in Rensselaer and St. Joseph's Church.

Burial was in Holy Sepulchre Cemetery in East Greenbush.

Contributions may be made to St. Joseph's Church Restoration Fund, 1620 Third St., Rensselaer 12144.

Marjorie Whitman

Helen Marjorie Kimmey Whitman, 90, of Slingerlands died Tuesday, Feb. 15, at Nelson House in Albany.

Born in Brooklyn, she was a graduate of the former St. Agnes School and Simmons College.

She was the widow of Benjamin Whitman Jr.

Survivors include two daughters, Judith M. Kerr of Windsor, Conn., and Helen M. Warner of Glenmont; a brother, Jack Kimmey of Columbia, S.C.; five grandchildren; and nine great-grandchildren.

Services were from St. Stephen's Episcopal Church in Elsmere.

Arrangements were by the Meyers Funeral Home in Delmar.

Contributions may be made to St. Stephen's Episcopal Church.

Elsmere Avenue and Poplar Drive, Delmar 12054.

Margaret M. Dorgan

Margaret M. Dorgan, 86, of Good Samaritan Nursing Home in Delmar died Saturday, Feb. 19, at the home.

Mrs. Dorgan was a teacher in the Jordan Central School District for 27 years before she retired. She also taught knitting at Syracuse State School.

She was the widow of William J. Dorgan.

Survivors include a daughter, Patricia D. Dorgan of Olney, Md.; a son, Michael J. Dorgan of Delmar; a sister, Sr. Anna Mae Doran; and seven grandchildren.

Services were from the Church of St. Thomas the Apostle in Delmar.

Arrangements were by the Applebee Funeral Home in Delmar.

Contributions may be made to the Medical Mission Sisters, 8400 Pine Road, Philadelphia, Pa. 19111.

Open house Feb. 28

Bethlehem Preschool will hold a kindergarten open house on Monday, Feb. 28, from 4 to 6 p.m. for families who want to explore their kindergarten options for September.

Bethlehem Preschool offers full- and half-day kindergarten and a kindergarten enrichment program for children who attend half-day public schools.

The school offers computers, field trips, math and language arts, science discovery, and dramatic play in a small, nurturing environment.

Bethlehem Preschool is at 397 Route 9W in Glenmont, near the corner of Feura Bush Road, and is open year-round from 7 a.m. to 6 p.m.

For information, call 463-8091.

Holy Names to host open houses

Academy of the Holy Names in Albany will hold an open house for prospective students in prekindergarten through eighth grade, on Thursday, March 2, at 7 p.m. in the lower school.

It will hold an open house for students in grades nine through 12 on Wednesday, March 8, at 7 p.m. in the upper school.

The evening will include tours of the school and an opportunity to meet faculty members.

The entrance/scholarship examination will be held on Saturday, March 11, at 8:30 a.m. at 1065-1075 New Scotland Road.

All students in grades two through 12 who are applying for admission must take the exam.

To register, call the admissions office at 438-7895.

Scam artists 'prey' to clean house

By Joseph A. Phillips

Last week's snowstorm notwithstanding, fairer weather is surely coming, and with it, a parade of would-be scam artists preying on the yen for spring cleaning. And a police complaint filed last week by a Selkirk resident confirms that spring is in the air.

"Once the snow goes away and the nice weather comes, they come out of the woodwork," said Bethlehem police Lt. Fred Holligan. "They offer to clean your house, repoint your chimney, re-seal your driveway." But they may be less interested in what they can do for their victims than what they can get from them.

Sometimes the scam involves providing some service and then running up the charges. "The driveway resealers are the worst," Holligan said. "They'll offer to re-seal your driveway for \$50 to \$100, put down an inferior product, then demand an exorbitant amount of money for having completed the job." In some cases, the scam is simply an excuse to case the house while negotiating — often by a team working in pairs.

The scammers don't necessarily wait for fair weather either, and their pitch may have a ring of authenticity. The individual cited in last week's complaint, filed with Bethlehem police by an Elm Avenue resident, even had business cards at the ready, offering a "complete house cleaning service." After a high-pressure pitch, he secured a \$25 cash "deposit" for a promise to return this week — and no services as yet rendered.

"He appears to go to elderly people at their residences and get in under the guise of being a cleaning service," said Holligan. "He's kind of aggressive about the offer. And people have noticed items of value missing afterward."

No charges have yet been filed in the incident, and Bethlehem police have so far been unable to contact the alleged cleaning man. But police investigators confirmed that he lacked a license from the town clerk to solicit, for either himself or his business — a required permit for door-to-door solicitation in Bethlehem.

Moreover, Holligan said, State Police at the New Scotland substation are investigating a similar complaint in the town of Coeymans against the same individual. And an anonymous phone call to the *Spotlight* last week from a third party, about the same individual, echoed the police accounts.

The rash of incidents was sufficient for Bethlehem Director of Senior Services Karen Pelletier to issue a warning last week about this and similar scams preying on elderly residents. Holligan echoed the warning.

"With nice weather coming, people should be aware of this activity," he said. Similar scams involve alleged chimney-cleaning services, roofers, and other home-maintenance services.

Door-to-door solicitations are illegal in Bethlehem without a license. But a simpler way to avoid being taken is not to accept services unasked for — or simply not to open the door to a stranger.

Death Notices

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

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

In Memoriam, and Cards of Thanks will also be printed for \$25.

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Katherine Brand and Alexander Kahn

Brand, Kahn engaged

Katherine Elizabeth Brand, daughter of Harry Brand of Highland, Ulster County, and Shirley Brand of Delmar, and Alexander Elliott Kahn, son of Andrew and Frances Kahn of Burnt Hills, are engaged to be married.

The bride-to-be is a graduate of Bethlehem Central High School, Hudson Valley Community College and SUNY Oswego.

She is a microbiologist at CryoLife in Kennesaw, Ga.

The future groom is a graduate of Burnt Hills-Ballston Lake High School, Arizona State University and Quinnipiac School of Law.

He is a staff attorney for the Ayco Co. in Atlanta, Ga.

The couple plans a Sept. 3 wedding.

Dean's List

Boston College — Ryan Venter of Delmar.

Clarkson University — Kenneth Halvorsen and Brian Corrigan, both of Glenmont, and Kevin Fournier of Selkirk.

Duke University — Amy Venter of Delmar.

Rensselaer Polytechnic Institute — Melissa Bruno, Ryan Colasurdo, Todd Heim, Scott Hill, Timothy Huang, Patrick Hughes, Alan Kimball, Scheherazade Lacy, Krista Wilkie and Timothy Wilson, all of Delmar.

And, Jennifer Adams, Brandon Holcomb, Bradley Junco, Charles Peters and Scott Rider, all of Slingerlands; Brian Belemjian, Sarah Janssen and Peter Losee, all of Selkirk.

And, James Adams, James Cooper, Bryce Fortran, Michael Robichaud, Larina Suker and Anastasia Warner, all of Voorheesville; and Clarissa D'Ambrosio of Glenmont.

Roger Williams University — Pamela Brannock of Glenmont.

Sage Junior College of Albany — Thomas Ringler of Delmar.

SUNY Fredonia — Christine Merges, Marielle Postava-Davignon and James Slingerland, all of Delmar.

SUNY Potsdam — Adam Williamson (president's list) and Leah Everhart, both of Delmar.

University of Delaware — Jodi Heim and Kerry VanRiper, both of Delmar, and Nicole Schallehn of Voorheesville.

University of Rochester — Daniel Di Paolo of Delmar.



Kelly and Thomas O'Rourke

Donohue, O'Rourke marry

Kelly Ann Donohue, daughter of Edward and JoAnn Donohue of Voorheesville, and Thomas Patrick O'Rourke, son of Thomas O'Rourke of Port Jefferson Station, Suffolk County, and Kathleen O'Rourke of Port Jefferson Station, were married Sept. 25.

The ceremony was performed by the Rev. Arthur Toole at the Cathedral of the Immaculate Conception in Albany.

A reception followed at Western Turnpike Golf Course in Guilderland.

The matron of honor was Carey Lawson, sister of the bride.

Bridesmaids were Lynn Meade, Nicole Solomas, Alison Valdes, Kara Morelli and Andrea Pandori.

The best man was Kevin O'Rourke, brother of the groom.

Ushers were Michael O'Brien, Scott Annicelli, Joseph Reynolds, Stephen Lemke and Patrick Boyce.

The bride is a graduate of Clayton A. Bouton High School and SUNY Geneseo.

She works at New York Physical Therapy in St. James, Suffolk County.

The groom is a graduate of Comsewogue High School.

He is a sergeant in the New York City Police Department.

After a wedding trip to Aruba, the couple lives in Ronkonkoma, Suffolk County.

State Street Chapter BPW to award scholarship

The State Street Chapter of the National Federation of Business and Professional Women's Clubs has doubled the amount of its annual scholarship to a \$2,000 award.

The Cornelia A. Bregman Memorial Scholarship will assist one woman in a career-related study during the coming academic year.

To be eligible, applicants must be: a woman 25 years of age or older; a permanent resident of Albany, Schenectady, Rensselaer, Saratoga, Columbia, Schoharie, Greene or Washington counties; and be enrolled or accepted for full- or part-time study in a program leading to an academic, technical or vocational degree or certificate.

The goal of the scholarship program is to aid women who are changing or starting careers due to under-employment, lack of education, changes in their household earning capacity or other circumstances which have hampered or delayed their earning capacity or job stability.

The application deadline is April 30 and a personal interview is required of the finalists. The successful candidate will be notified on or before June 30.

For a copy of the application form, send a stamped, self-addressed, business-size envelope to the State Street BPW Scholarship Committee, PO Box 491, Voorheesville 12186.

Mail weddings, engagements

The Spotlight would like to publish your engagement, wedding or anniversary announcement and photo. There is no charge for this community service.

Black and white photos are preferred, but color photos are acceptable. Polaroid photos cannot be printed.

For information and submission forms, call 439-4949. Mail announcements to PO Box 100, Delmar 12054.

Here's to a Wonderful Wedding!

JEWELRY
Harold Finkle, "Your Jeweler" 1585 Central Ave., Colonie. 456-6800. Diamonds - Handcrafted Wedding Rings & Attendant's Gifts.

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INVITATIONS
Paper Mill Delaware Plaza. 439-8123 Personalized invitations & announcements for weddings, showers, bar mitzvah, new baby, graduation.



Church to dish up venison stew dinner

Onesquethaw Reformed Church on Tarrytown Road in Feura Bush will serve a venison stew donation dinner on Saturday, Feb. 26, at 6 p.m.

The menu features venison stew, a relish tray, Waldorf salad, Italian bread and butter, a variety of homemade pies, and coffee, tea and milk.

Proceeds benefit the youth group special activities fund and Camp Fowler Scholarship Fund.

There is only one sitting, and reservations are required. To reserve seats, call 768-2213.

Berkshire Museum gets buggy

Museum hosts exhibit featuring small worlds of wonder

By JOHN BRENT

There is a world within us and around us — a world of strange, exotic creatures that can be both helpful and harmful to our own species. A world with life forms as bizarre as aliens from a science fiction movie. It is the world of microbes and now, the Berkshire Museum in Pittsfield, Mass., is offering an unusual show to give kids and families a peek into this fascinating world.

Microbes: Invisible Invaders and Amazing Allies opened in January at the museum and continues through May 14.

This is a high-tech, interactive exhibit that includes computer games, hands-on experiences and eye-popping special effects such as 3-D imagery and video that will engage the whole family.

Those attending the 4,000 square foot exhibit will learn what microbes are, what they look like and how they can be helpful and harmful.

Invisible to the unaided eye, microbes make it possible for life on earth to exist while at the same time holding the deadly potential to wipe out millions of people through disease. Microbes live on us and in us. They share our

beds and live in our food.

Visitors to the exhibit will be able to learn about the history of disease, emerging diseases and how research is fighting the diligent battle to stay one step ahead of the invisible invaders.

One can see a crypt in the catacombs below the streets of Paris, where a character named Dr. Beak describes the devastating effects of the bubonic plague. Killing about 56 million Europeans from 1340 to 1420, the disease was believed to be caused by poison gas rising from the earth.

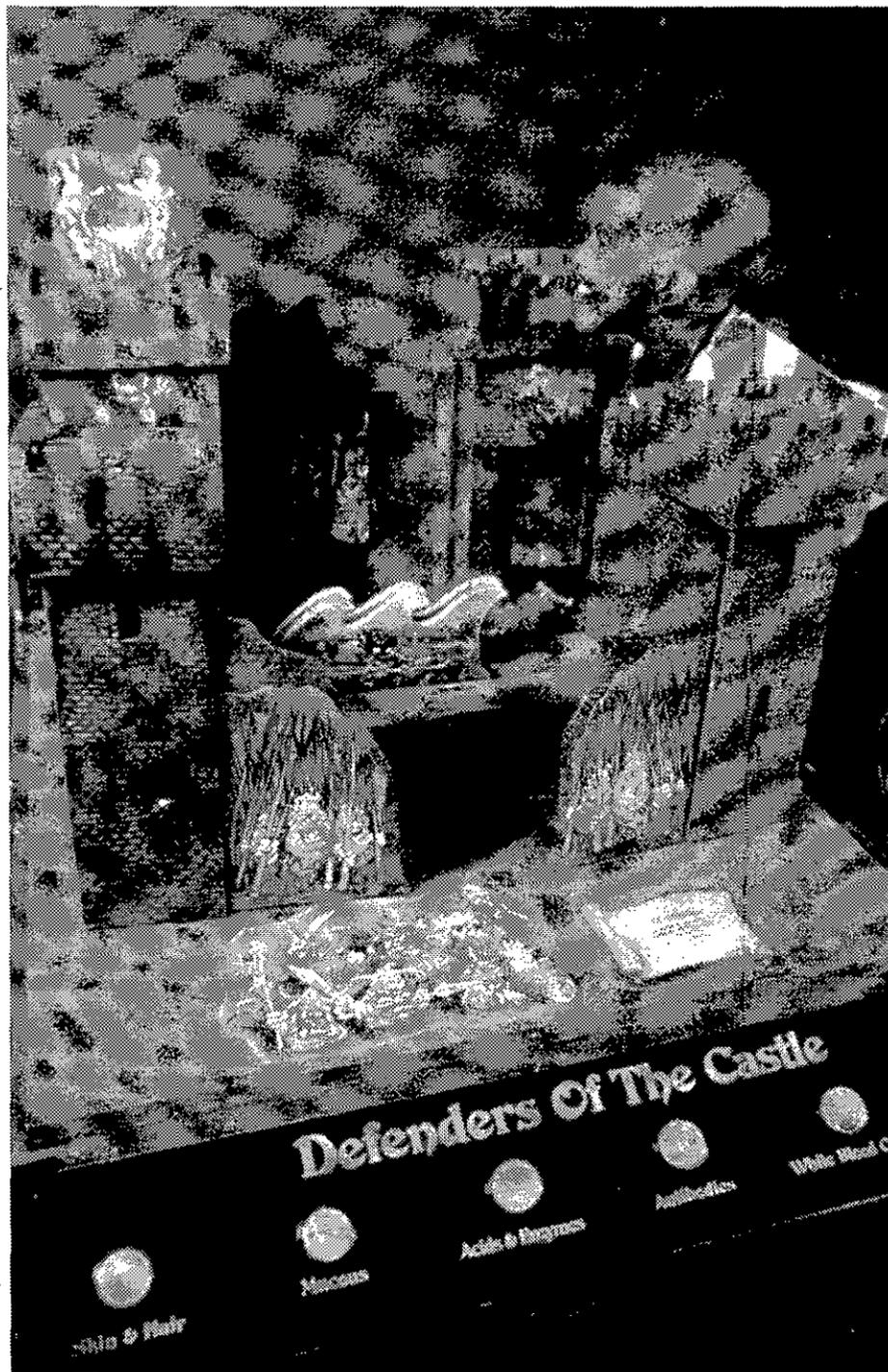
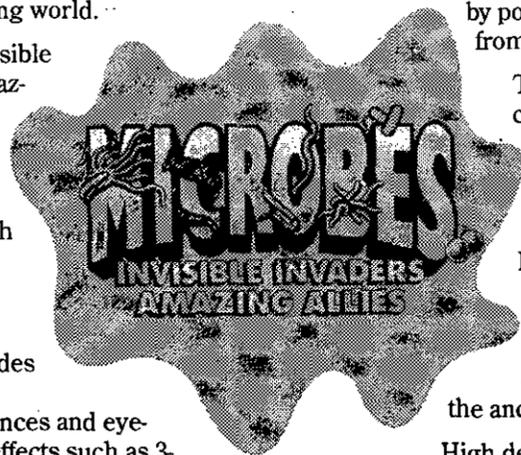
There's also a re-created Egyptian tomb where one can see a photo of the unwrapped mummy of Ramses V showing pockmarks from the smallpox virus that probably killed the ancient-world ruler.

High definition volumetric displays bring to life the viruses and bacteria that seem to float in space. Visitors can also view crystallography of the HIV, herpes and polio viruses represented in full color with 3-D photography.

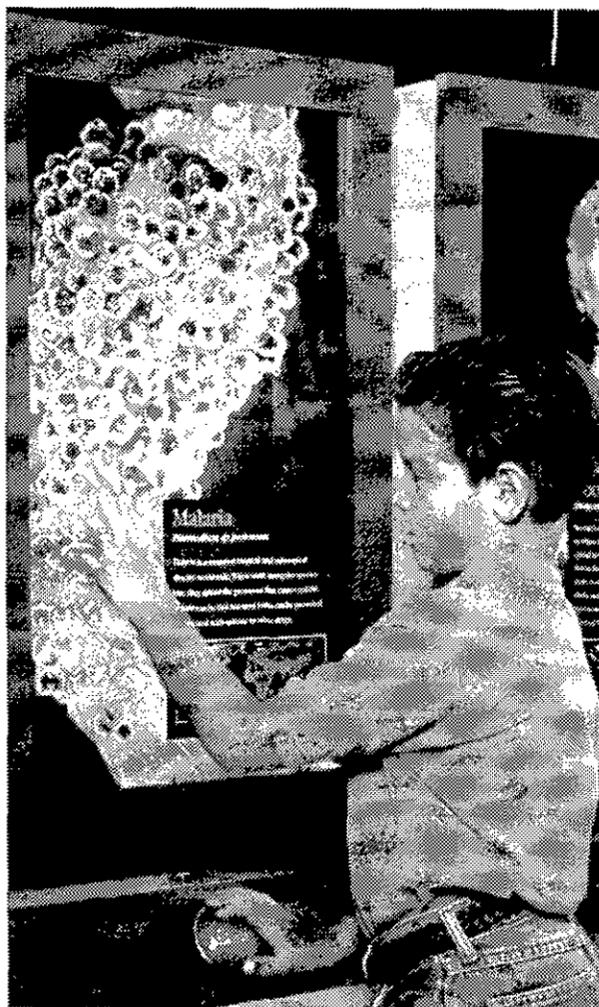
With high-tech video games, families can help antibiotics combat bacteria and participate in a question/answer quiz show that will demonstrate some of the positive contributions made by our microbe allies. There will also be an opportunity to meet researchers in 3-D holography and talk with them about their careers on the frontiers of science.

"It is so thrilling to debut a high-tech and interactive science exhibit of this caliber in New England," said Berkshire Museum director, Sharon Blume. "Once again, we are glad to be able to offer highly engaging and stimulating exhibitions for families." The hour-long drive (from Albany) to Pittsfield and the time spent at the museum can provide a welcome relief during the cold winter months for families with a February-March case of cabin fever.

Additionally, visitors will be able to conduct their own scientific experiments. Kids and parents can carry out lab work exercises that focus on the growth, appearance and transformation of microbes. When the projects are concluded, participants will be given a "Lab to Go" kit with experiments and activities to do at home.



Kids can enjoy the exhibits like this Monday through Saturday from 10 a.m. to 5 p.m., and Sundays from noon to 5 p.m. Tickets are \$6 for adults and \$4 for children.



Kids can enjoy getting a bird's eye look at microbes.



The travelling exhibit is sponsored nationally by Pfizer Inc. and presented at Berkshire Museum by First Massachusetts Bank and the Stratevest Group.

"The exhibit separates fact from fiction about microbes," said C.L. Clemente, senior vice president -

corporate affairs for Pfizer Inc. "By understanding how microbes can hurt us and also how they help us, families can make smarter choices about their health and learn about the strides we're making in research." For information and directions, call 1-413-433-7171



ARTS and ENTERTAINMENT

Theater

NORA
Bergman adaptation of Ibsen's "A Doll's House." Capital Repertory Theatre, 111 N. Pearl St., Albany, through Feb. 27, \$25 to \$35. Information, 455-7469.

CATS
long-running Broadway musical, Proctor's Theatre, State Street, Schenectady, Feb. 25 at 8 p.m., Feb. 26 at 2 and 8 p.m., Feb. 27 at 2 and 7 p.m., \$36.50 to \$42.50. Information, 346-6204.

CHICAGO
Broadway musical, Proctor's Theatre, State Street, Schenectady, Feb. 29 at 8 p.m., March 1 at 8 p.m., \$42.50 to \$49.50. Information, 346-6204.

THE ROBBER BRIDEGROOM
country musical, Schenectady Light Opera Co., 826 State St., March 3 to 5 and 9 to 12, \$16, \$8 for children under 13. Information, 356-0343.

ANGEL STREET
melodrama/comedy, The Egg at Empire State Plaza, March 3 to 5, 7:30 p.m., \$20, \$16 for seniors, \$13 for children under 13. Information, 473-1845.

THE OPHELIA PROJECT
original student-written play about teenage girls, Performing Arts Center at University at Albany, Feb. 23, 24, 25 and 26 at 8 p.m., \$10, \$7 for students, staff and seniors.

THE WAITING ROOM
feminist drama presented by Siena creative arts department, Route 9, Loudonville, Feb. 23 to 26 at 8 p.m., Feb. 27 at 2 p.m., \$10, \$8 for students and seniors. Information, 783-2527.

SMASH MOUTH
with Luscious Jackson, Alumni Recreation Center of Siena College, Route 9, Loudonville, Feb. 26, 6:30 p.m., \$15. Information, 783-2527.

JAZZ QUITAR SUMMIT
with Bucky Pizzarelli, Frank Vignola, Gene Bertocini and Howard Alden, The Van Dyck, 237 Union St., Schenectady, Feb. 26, 7 and 9:30 p.m., \$20. Information, 381-1111.

THE WOLFE TONES
Irish nationalist band, Empire State Plaza Convention Center, March 2, 7:30 p.m., \$15 and \$20. Information, 482-5028.

FIONA APPLE
Palace Theatre, Albany, March 2, 7:30 p.m., \$25 and \$35. Information, 465-4663.

PAT METHENY TRIO
jazz guitarist, Troy Savings Bank Music Hall, State and Second streets, March 3, 8:30 p.m., \$24. Information, 273-0038.

BLACK 47
with Seven Nations, Empire State Plaza Convention Center, Albany, March 9, 7 p.m., \$20 in advance, \$25 at the door. Information, 479-3177.

Visual Arts

NEW YORK STATE MUSEUM
Looking Back: The New York State Museum in the Year 2000, through March 12; Trains that Passed in the Night, The Railroad Photographs of Winston O. Link, through March 12, plus permanent collections, Empire State Plaza, Madison Avenue. Information, 474-5877.

ALBANY INSTITUTE OF HISTORY AND ART
Milestones of the Millennium: Albany in the 20th Century, through March 24, 63 State St. Information, 463-4478.

ALBANY CENTER GALLERIES
Bill Botzow, Jeri Lynn Eisenberg, Shaw Fici and Nicole Peyrafitte, plus recent work by Laura Moriarty, through Feb. 25, 23 Monroe St. Information, 462-4775.

ALBANY INTERNATIONAL AIRPORT GALLERY
Lake Placid: Winter Sports Capital, memorabilia of 1932 and 1980 Olympic Games, through March 25. Information, 242-2222.

bassoon players, rehearsals on Mondays at 7:30 p.m. at town hall, Route 9, Newtonville. Information, 356-4331.

COLONIE CENTENNIAL BRASS CHOIR
openings for trumpet players, rehearsals on first Wednesday and third Tuesday of the month, at 7:15 p.m., town hall, Route 9, Newtonville. Information, 384-1924.

AUDITION
for Capitol Hill Choral Society. All voice parts. Information, 465-3328 or 374-4399.

MONDAY MUSICAL CLUB WOMEN'S CHORUS
invitation for new members to join in singing classical and popular songs, Third Reformed Church, 20 Ten Eyck Ave., Albany, Tuesdays, 7:30 p.m. Information, 477-4454.

SINGERS NEEDED
for upcoming David's Tabernacle 300-voice choir performance of Handel's "Messiah." Information, 459-3152.

CAPITAL COMMUNITY VOICES
rehearsals at Columbia High School, Luther Road, East Greenbush, 7 to 9 p.m., Tuesdays. Information, 477-8308.

DANCE CLASSES
ongoing, all levels, ballet, jazz and modern, New School of Ballet, 1098 Parkwood Blvd., Schenectady, Mondays to Thursdays and Saturdays. Information, 346-1096.

ART CLASSES
watercolor and oil, beginner and advanced, taught by Kristin Woodward. Information, 783-1828.

MAGIC MAZE CAT

C	K	H	E	B	Y	V	S	P	M	J	H	E	B	Y
V	T	Q	O	L	I	W	G	D	B	Y	W	T	R	P
M	K	I	F	D	B	H	Y	W	U	S	Q	O	M	K
I	F	R	D	B	E	I	Z	X	W	T	U	S	Q	O
N	K	L	A	W	S	S	L	J	Y	H	H	F	D	C
A	Y	W	L	L	K	U	V	L	T	S	G	Q	P	
N	L	K	A	I	G	E	E	O	I	I	H	O	I	F
E	C	N	A	T	K	R	S	B	M	P	Z	D	Y	F
W	D	T	V	T	U	S	U	S	A	D	A	D	R	Q
P	N	U	M	E	L	J	O	B	F	I	N	N	H	F
E	D	G	D	R	I	B	H	R	E	N	N	A	C	S

Find the listed words in the diagram. They run in all directions - forward, backward, up, down and diagonally.

- | | | | |
|-----------|--------|---------|----------|
| And dog | Family | Island | Tails |
| And mouse | Fight | Litter | Walk |
| Bird | Gut | Scanner | Whiskers |
| Burglar | House | Skill | |

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Comedy/Magic

ROBERT SCHIMMEL
comedian, Glen Sanders Mansion, Scotia, Feb. 25, 8 p.m., \$20. Information, 374-7262.

Dance

MERCE CUNNINGHAM DANCE CO.
modern dance pioneers, The Egg at Empire State Plaza, Albany, Feb. 26, 8 p.m., \$25, \$21 for seniors, \$15 for children under 13. Information, 473-1845.

Family Fun

FAIRY TALE CASSEROLE: A PRINCE GROWS UP
Actors' Collaborative Inc. production, Hart Theater of the Egg at Empire State Plaza, Feb. 23 at 7 p.m., \$8, \$5 for children. Information, 474-2806.

Call For Artists

DELMAR COMMUNITY ORCHESTRA
openings in the string, horn and percussion sections. Information, 439-1603.

COLONIE TOWN BAND
openings for percussion, tuba and

Classes/Lectures

MUSIC CLASSES
in many folk instruments, Old Songs, ROI Center, Route 155, Guildland. Information, 765-2815.

MUSEUM ART CLASSES
ongoing, Albany Institute of History & Art, 125 Washington Ave. Information, 463-4478.

Music

REGINA CARTER QUINTET
Troy Savings Bank Music Hall, State and Second streets, Feb. 25, 8 p.m., \$20. Information, 273-0038.

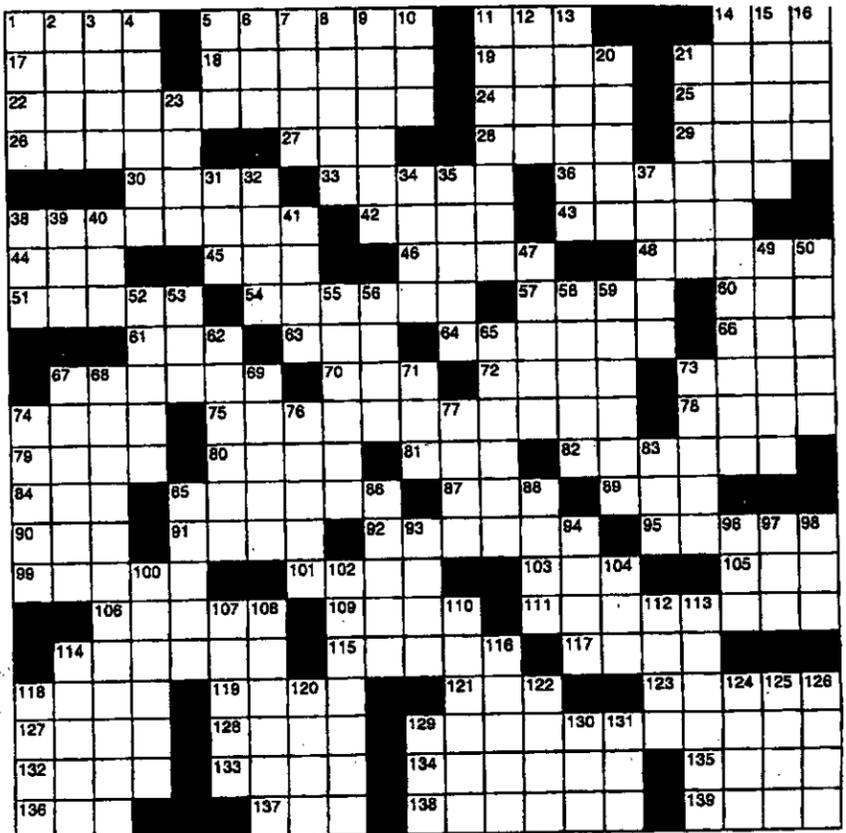
RICHIE HAVENS
folksinger, The Van Dyck, 237 Union St., Schenectady, Feb. 25, 7 and 9:30 p.m., \$27. Information, 381-1111.

DAVID FINCKEL AND WU HAN
cellist, pianist play works by Strauss, Prokofiev and Mendelssohn, Memorial Chapel of Union College, Feb. 26, 8 p.m., \$20. Information, 372-3651.

Spotlight classifieds work for you
call Susan at 439-4940
to place your advertisement

The Super CROSSWORD

- | | | | |
|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| ACROSS | DOWN | DOWN | DOWN |
| 1 Like the Kalahari | 1 Turkish title | 39 Word on a pump | 93 German's lady |
| 5 Jungle birds | 2 Tim of "Simon & Simon" | 40 Nutritional abbr. | 94 German valley |
| 11 Mythical monster | 3 "Picnic" playwright | 41 PDQ, politely | 96 D-Day craft |
| 14 RN's specialty | 4 Showy flower | 47 Tolkien character | 97 — Cruces, NM |
| 17 Actress Rowlands | 5 — jacket | 49 Renaissance painter | 98 Goller Alcott |
| 18 Lawrence's locale | 6 Geometry term | 50 Velocity | 100 Least humid |
| 19 Chantouse Edith | 7 First base man? | 52 Play ground? | 102 '58 Everly Brothers hit |
| 21 Queens stadium | 8 Helps a hood | 53 Spell | 104 Antique auto |
| 22 Grace Kelly's final film | 9 Shrivel up | 55 "— Cupid" ('58 hit) | 107 Pie nut |
| 24 Money drawer | 10 Utter | 56 Othello's ensign | 108 Do Europe |
| 25 Semester | 11 Best | 58 "— you so!" | 110 Strut |
| 26 Fred's sister | 12 Journalist Jacob | 59 — fin | 112 Cuban currency |
| 27 Ultimate | 13 "La Divina" | 62 Rice's vampire | 113 Erle's colleague |
| 28 Capt., for one | 14 Gary Cooper's final film | 65 Like a cobra | 114 Neighbor of Jordan |
| 29 Cabell or Slaughter | 15 Artist Neiman | 67 Dreiser's "Sister —" | 116 See 95 |
| 30 Native Peruvian | 16 Machine parts | 68 Henry Fonda's final film | Across |
| 33 Blood component | 20 Meat on the bones | 69 Musical Dinah | 118 Employees |
| 36 Off course | 21 "Tristram Shandy" author | 71 Wrong | 120 "Green Mansions" girl |
| 38 Jean Harlow's final film | 23 Dispatched | 73 Mysterious | 122 Actress Nielsen |
| 42 Tabula — | 31 Bul's beloved | 74 It makes candy dandy | 124 — Carlo Menotti |
| 43 Button part | 32 '58 Pulitzer winner | 76 Worth or Papas | 125 Punta del — |
| 44 Assist | 34 Fury | 77 Greek cheese | 126 Prepare prunes |
| 45 Director Craven | 35 Seize | 83 Chianti color | 129 Darjeeling export |
| 46 Chasm | 37 Subdues Simba | 85 Store | 130 "Yo!" |
| 48 TV's "Boy — World" | 38 HS exam | 86 "Pal Joey" author | 131 Metallurgist's concern |
| 51 Rubbish | | 88 Adroit | |



Spotlight CALENDAR

Wed. 2/23

BETHLEHEM

"LOOK IT UP: BETHLEHEM"

Introduction to library's online resources, focusing on Bethlehem area. Bethlehem Public Library, 451 Delaware Ave., Delmar, 10 a.m. Free. Register, 439-9314.

YOUTH EMPLOYMENT SVCS.

Parks and Recreation Office, Elm Avenue Park, 6:30 - 9 p.m. See also Tues., Thurs. Information, 439-0503.

SOLID ROCK CHURCH

1 Kenwood Ave., evening prayer and Bible study, 7 p.m. Information, 439-4314.

TOWN BOARD

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

BETHLEHEM TOASTMASTERS

The Clubhouse, Adams Station Apts., 1 Juniper Drive, Delmar, 7:30 p.m. Information, 439-0871.

BINGO

Blanchard American Legion Post, 16 Poplar Drive, 7:30 p.m. Information, 439-9819.

BOY SCOUT TROOP 58

Elsmere Elementary School, 247 Delaware Ave., 7:30 to 9 p.m.

TESTIMONY MEETING

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

NEW SCOTLAND

"SCHOOL'S OUT-LIBRARY'S IN"

February vacation program. "Rise n' Shine Breakfast Fun," with silly stories and songs, a video, pancakes, fruit juice and granola. For ages 4 and up. Voorheesville Public Library, 51 School Road, Voorheesville, 10 a.m. Information, 765-2791.

FAITH TEMPLE

Bible study, New Salem, 7:30 p.m. Information, 765-2870.

MOUNTAINVIEW EVANGELICAL FREE CHURCH

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

NEW SCOTLAND SENIORS

Wyman Osterhout Community Center, New Salem, call for time. Information, 765-2109.

AA MEETING

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

AL-ANON MEETING

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

Thur. 2/24

BETHLEHEM RECOVERY, INC.

self-help for chronic nervous symptoms, First United Methodist Church, 428 Kenwood Ave., 10 a.m. Information, 439-9976.

PROGRAM AT FIVE RIVERS

Indoor story and outdoor walk for children grades Pre K-3; parents must accompany. Participants should dress for outdoors. Five Rivers Environmental Education Center, 56 Game Farm Road, Delmar, 10 a.m. & 2 p.m. \$1. Information, 475-0291.

BETHLEHEM SENIOR CITIZENS

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

YOUTH EMPLOYMENT SVCS.

Parks and Recreation Office, Elm Avenue Park, 2 to 4:30 p.m. Also Tues. Information, 439-0503.

HOMework HELP CENTER

Bethlehem Public Library, 451 Delaware Ave., 6 to 8 p.m. p.m. Information, 439-0503.

CHILDREN'S PERFORMANCE

Harlequin Players present "The Book that Saved the Earth" by Claire Boiko, appropriate for children aged 4 and up and families. Bethlehem Public Library, 451 Delaware Ave., 7 p.m. Registration, 439-9314.

BETHLEHEM LUTHERAN

children's choir, 6:30 p.m., senior choir, 7:30 p.m., 85 Elm Ave. Information, 439-4328.

CLASS IN JEWISH MYSTICISM

Delmar Chabad Center, 109 Elsmere Ave., 8 p.m. Information, 439-8280.

AA MEETINGS

Slingerlands Community Church, 1499 New Scotland Road, noon, and Delmar Reformed Church, 386 Delaware Ave., 8:30 p.m. Information, 489-6779.

Fri. 2/25

BETHLEHEM TASTE TESTING

Delmar Progress Club Health Fitness Group, Community Room, Bethlehem Public Library, 451 Delaware Ave., 11:30 a.m. Information, 439-3916.

AA MEETING

First Reformed Church of Bethlehem, Route 9W, 7:30 p.m. Information, 489-6779.

CHABAD CENTER

Friday services, discussion and kiddush at sunset, 109 Elsmere Ave. Information, 439-8280.

NEW SCOTLAND YOUTH GROUP MEETINGS

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

Sat. 2/26

BETHLEHEM SNOWSHOE WORKSHOP

Morning program on basics of snowshoeing, 10 a.m., including history of snowshoes, how to choose the right one. Afternoon beginners' walk accompanied by Center naturalists, 2 p.m.; must pre-register. Five Rivers Environmental Education Center, 56 Game Farm Road, Delmar, Information, 475-0291.

FIFE AND DRUM CORPS

Adamsville Ancients, Delmar-based fife and drum corps, seeking new members; no experience necessary. Informational meeting, Bethlehem Public Library, 451 Delaware Ave., 1-3 p.m. Registration, 439-8727 or e-mail at AdamsAnc@aol.com.

AA MEETING

Bethlehem Lutheran Church, 85 Elm Ave., 7:30 p.m. Information, 489-6779.

NEW SCOTLAND VENISON STEW DINNER

To raise funds for youth programs; by donation. Venison stew, relish tray, Waldorf salad, bread, butter, homemade pies. Onesquethaw Reformed Church, Tarrytown Road, Feura Bush, 6 p.m. serving. Information, 768-22133.

Sun. 2/27

BETHLEHEM ST. THOMAS THE APOSTLE

Masses — Saturday at 5 p.m. and Sunday at 7:30, 9, 10:30 a.m. and noon, 35 Adams Place. Information, 439-4951.

ST. STEPHEN'S EPISCOPAL

Holy Eucharist, 8 and 10:30 a.m., coffee and fellowship, nursery care provided, church school, 9:25 a.m., Juniper Drive and Elsmere Avenue. Information, 439-3265.

BETHLEHEM LUTHERAN

85 Elm Ave., Delmar, worship services 8 a.m. and 10:30 a.m. Sunday School and Bible classes 9:15 a.m., infant and nursery care, assistive listening devices, handicap accessible, coffee/fellowship. Information, 439-4328.

DELMAR REFORMED

Sunday School and worship service, 9 and 11 a.m. T.G.I. with children's program, 10:15 a.m. Sunday school through 5th grade provided at both services. 386 Delaware Ave. Information, 439-9929.

BETHLEHEM COMM. CHURCH

New hours for worship services: 9 & 10:45 a.m.; nursery and Sunday School through 5th grade provided at both services. 201 Elm Ave., Delmar. Information, 439-3135.

SOUTH BETHLEHEM UMC

Sunday school, 9:30 a.m., worship service, 11 a.m., followed by coffee hour, 65 Willowbrook Avenue. Information, 767-9953.

DELMAR FULL GOSPEL

Sunday service, 9:30 a.m., with Sunday school and nursery, home group, women's Bible studies and youth group, 292 Elsmere Ave. Information, 439-4407.

FIRST REFORMED OF BETHLEHEM

Church school 9:30 a.m., worship 11 a.m., fellowship hour after worship; child-care provided, Vespers 7 p.m. Wednesdays, Route 9W, Selkirk. Information, 767-2243.

FIRST UMC OF DELMAR

Sunday school and worship service, 9:30 a.m., adult classes and fellowship 11 a.m., child-care provided, 428 Kenwood Ave. Information, 439-9976.

MOUNT MORIAH MINISTRIES

Sunday school, 9:45 a.m., morning worship, 11 a.m., youth group, 6 p.m., evening service, 7 p.m., Route 9W, Glenmont. Information, 426-4510.

UNITY OF FAITH CHRISTIAN FELLOWSHIP

Sunday school and worship service, 10 a.m., 436 Krumkill Road. Information, 438-7740.

FIRST CHURCH OF FIRST, SCIENTIST

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

BETHLEHEM CONGREGATION OF JEHOVAH'S WITNESSES

Bible lecture, 10 a.m., Watchtower Bible study, 10:55 a.m., Elm Avenue and Feura Bush Road. Information, 439-0358.

SLINGERLANDS COMMUNITY UMC

worship service and church school, 10 a.m.; fellowship hour, nursery care provided, 1499 New Scotland Road. Information, 439-1766.

DELMAR PRESBYTERIAN

worship service, church school, nursery care, 10 a.m., fellowship and coffee, 11 a.m., adult education, 11:15 a.m., family communion service, first Sunday, 585 Delaware Ave. Information, 439-9252.

GLENMONT COMM. CHURCH

Sunday school and worship service, 10:30 a.m., child-care available, 1 Chapel Lane. Information, 436-7710.

SOLID ROCK CHURCH

worship service, 11 a.m., 1 Kenwood Ave. Information, 439-4314.

TREASURES CONCERT SERIES

Glass harmonica player Ed Stander and folksinger Peggy Eyles, Bethlehem Public Library, 451 Delaware Ave., 2 p.m. Information, 439-9314.

NEW SCOTLAND HOME-STYLE BREAKFAST

Sponsored by Onesquethaw Volunteer Fire Co.; Clarksville Fire House, County Route 301, Clarksville, 7 a.m.-noon. Adults \$5, Children 3, under 5 free.

ST. MATTHEW'S RC CHURCH

Masses Saturday at 5 p.m. and Sunday at 8:30 and 10:30 a.m., Mountain View Road, Voorheesville. Information, 765-2805.

FIRST UNITED METHODIST

early worship, 8:30 a.m., worship celebration, 10 a.m., church school classes for nursery through high school, 10 a.m., choir rehearsals, 11:15 a.m., 68 Maple Ave., Voorheesville. Information, 765-2895.

BETHEL BAPTIST CHURCH

Sunday school, 9:15 a.m., worship service, 10:15 a.m., Auberge Suisse Restaurant, Route 85. Information, 475-9086.

UNIONVILLE REFORMED

Sunday school, 9:15 a.m., worship service, 10:30 a.m., followed by fellowship, Delaware Turnpike. Information, 439-5001.

CLARKSVILLE COMM. CHURCH

Sunday school, 9:15 a.m., worship service, 10:30 a.m., followed by coffee hour, nursery care provided, Route 443. Information, 768-2916.

MOUNTAINVIEW EVANGELICAL FREE CHURCH

worship service, 9:30 a.m., nursery care provided, Route 155, Voorheesville. Information, 765-3390.

ONESQUETHAW REFORMED

worship service, 9:30 a.m., Sunday school, 10:45 a.m., Tarrytown Road, Feura Bush. Information, 768-2133.

FAITH TEMPLE

Sunday school, 10 a.m., worship service, 7 p.m., New Salem. Information, 765-2870.

JERUSALEM REFORMED

worship service, 10:30 a.m., followed by coffee hour, child-care provided, Route 32, Feura Bush. Information, 439-0548.

PRESBYTERIAN CHURCH IN NS

worship service, 10:30 a.m., Sunday school, 9:15 a.m., nursery care provided, Route 85. Information, 439-6454.

UNITED PENTECOSTAL CHURCH

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

FAMILY WORSHIP CENTER

Sunday Worship 10:30 a.m., nursery and Sunday School available, Thursday night prayer and praise at 7 p.m. Information, 768-2021.

THE DRAGON'S EGG

Welsh language group of the Saint David's Society of the Capital District, New Scotland Presbyterian Church, 2010 New Scotland Road, 2:30 to 5 p.m. Information, 861-6976.

Mon. 2/28

BETHLEHEM

REGISTRATION AT ST. THOMAS

Registration for all new students for September, K-8; St. Thomas The Apostle School, 42 Adams Place, Delmar, 8:30 a.m. - 2 p.m. Information, 439-5573. Also Tues, Wed.

MOTHERS' TIME OUT

Christian fellowship group for mother's of preschool children, Delmar Reformed Church, 386 Delaware Ave., nursery care provided, 10 to 11:30 a.m. Information, 439-9929.

PRESCHOOL OPEN HOUSE

Bethlehem Preschool open house for families interested in full- and half-day kindergarten, enrichment programs. 397 Route 9W, corner Feura Bush Road, Glenmont. 4-6 p.m. Information, 463-8091.

DELMAR KIWANIS

Days Inn, Route 9W, 6:15 p.m. Information, 439-24377 or 439-6952.

TAI CHI CLASS

Instructor Josie Brooks; advance registration required. Sponsored by To Life!, 278 Delaware Ave., 2nd Fl., Delmar, 7-8 p.m. Registration, 439-5975 or e-mail, info@tolife.org.

TALL TALES SPEECH CONTEST

Bethlehem Toastmasters Club sponsors Area F-1 International contest, featuring Bethlehem, Capital District and Patroon clubs; open to public. Community Room, Bethlehem Public Library, 451 Delaware Ave., call for time. Information, 439-0871.

INDOOR PISTOL SHOOTING

Albany County Pistol Club, Winne Place, 7 to 9 p.m. Also Tuesday. Information, 439-0057.

EXPLORER POST 157

For boys and girls 14-21, focusing on environmental conservation. Weekly, 310 Kenwood Ave., Delmar, 7:30-9 p.m. Information, 439-4205.

DELMAR COMM. ORCHESTRA

rehearsal, town hall, 445 Delaware Ave., 7:30 p.m. Information, 439-1603.

AA MEETING

Bethlehem Lutheran Church, 85 Elm Ave., 8:30 p.m. Information, 489-6779.

NEW SCOTLAND CAT PROGRAM AT LIBRARY

Dr. Susan Sikule of Jest Cats Veterinary Clinic to discuss and answer questions about America's favorite pet. Bring a photo of a feline loved one for a photo display at the library. Voorheesville Public Library, 51 School Road, Voorheesville, 7 p.m. Information, 765-2791.

QUARTET REHEARSAL

New Salem Reformed Church, Route 85, New Salem, 7:15 p.m. Information, 765-4410.

Tue. 2/29

BETHLEHEM REGISTRATION AT ST. THOMAS

Registration for all new students for September, K-8; St. Thomas The Apostle School, 42 Adams Place, Delmar, 8:30 a.m. - 2 p.m. Information, 439-5573. Also Wed.

TREASURE COVE THRIFT SHOP

First United Methodist Church, 428 Kenwood Ave., 9 a.m. to 6 p.m.

YOGA CLASS

For adults 50 and over, Sponsored by Parks & Recreation Dept., Bethlehem Town Hall, 445 Delaware Ave., 1-2:15 p.m. \$20 fee. Pre-register, 439-4131

TAKE POUNDS OFF SENSIBLY

Glenmont Community Church, Weiser Street, 6 p.m. weigh-in, 6:30 p.m. meeting. Information, 449-2210.

BINGO

at the Bethlehem Elks Lodge, Route 144, 7:30 p.m.

DELMAR ROTARY

Howard Johnson's, Route 9W. Information, 439-9988.

Wed. 3/1

BETHLEHEM OPPORTUNITIES UNLIMITED

Board meetings first Wednesday of each month, open to public. Bethlehem Town Hall, 451 Delaware Ave., Delmar, 4 p.m.

BETH. BUSINESS WOMEN

Normanside Country Club, Salsbury Road, Elsmere, 6 p.m. Information, 439-3791.

Spotlight on Dining



Le Caravelle RISTORANTE
at the Italian American Community Center

For Over 25 Years Open to the Public
Serving Traditional Italian Cuisine
Open Daily for Lunch & Dinner
(Closed Mondays)

Full Banquet Facility serving from 20-350 guests
257 Washington Avenue Extension, Albany
(518) 456-0292
~ Reservations Recommended ~

COUPON

Italian American Community Center

LE CARAVELLE RISTORANTE
Buy 1 Dinner, Get 2nd at Half Price

Not to be used with any other discounts/coupons • Offer Ends 6/30/2000

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

LEGAL NOTICE**LEGAL NOTICE
ARTICLES OF
ORGANIZATION OF EAST
HILLS BUILDERS LLC**

Under Section 203 of the Limited Liability Company Law of the State of New York (SSNY). FIRST: The name of the limited liability company is: East Hills Builders LLC. SECOND: The county within the state in which the office of the limited liability company is to be located is Albany.

THIRD: The latest date on which the limited liability company is to dissolve is December 31, 2050. FOURTH: The Secretary of State is designated as agent of the limited liability company upon whom process against it may be served. The post office address within or without this state to which the Secretary of State shall mail a copy of any process against the limited liability company served upon him or her is: 623 New Loudon Road, Latham, New York 12110.

FIFTH: The effective date of the Articles of Organization shall be the date of filing with the Secretary of State.

SIXTH: The limited liability company is to be managed by 1 or more members.

IN WITNESS WHEREOF, this certificate has been subscribed to this 14th day of February, 2000, by the undersigned who affirms that the statements made herein are true under the penalties of perjury.

S/ E. J. Vandergrift, Attorney in Fact
(February 23, 2000)

**LEGAL NOTICE
CONVERSION OF WESTERN
AVENUE ASSOC. TO
WESTERN AVENUE LLC**

1. The name of the partnership was Western Avenue Assocs.
2. The name of the limited liability company is Western Avenue LLC.

3. The partnership was in accordance with the provisions of the Limited Liability Company Law duly converted to the limited liability company upon the filing of the Certificate of Conversion of the partnership to a limited liability company on January 4, 2000.

4. The county within the State in which the office of the limited liability company is to be located is: The County of Albany.

5. The Secretary of State is designated as the agent of the limited liability company upon whom process against it may be served. The post office address within and without the State to which the Secretary of State shall mail a copy of process against the limited liability company served upon him or her is Western Avenue LLC, c/o Burns Management, 1732 Western Avenue, Albany, New York 12203.

6. The limited liability company is to be managed by a manager.
7. The purpose of the Company are to engage in the real estate business, and in any lawful activity for which limited liability companies may be organized under the Limited Liability Company Law.

8. The limited liability company shall continue indefinitely.
Dated: February 7, 2000

COOPER, ERVING, SAVAGE,
NOLAN & HELLER, LLP
Attorneys for Western Avenue LLC

39 North Pearl Street
Albany, New York 12207

(February 23, 2000)

**LEGAL NOTICE
EXECUTIVE WOODS
AMBULATORY SURGERY
CENTER, LLC**

has been formed as a limited liability company in NY. The Articles of Organization were filed with the Secretary of State of New York (SSNY) on January 11, 2000. The company's office is in Albany County. SSNY has been designated as agent of the company upon whom process against it may be served. SSNY shall mail a copy of any process to c/o The Company, 3 Atrium Drive, Executive Woods, Albany, NY 12205. The company has been formed to engage in any lawful business purpose or purposes for which limited liability companies may be formed.

(February 23, 2000)

**LEGAL NOTICE
NOTICE OF FORMATION**

of Limited Liability Company. Articles of Organization of Prudent Leasing, LLC ("LLC") were filed with Sec. of State of NY ("SSNY")

LEGAL NOTICE

on 1/11/2000.
Office Location: Albany County. SSNY has been designated as agent upon whom process against the LLC may be served. SSNY shall mail a copy of any process to: The LLC, c/o R. M. White, 18 Corporate Woods Blvd., Albany, New York 12211. Purpose: Any lawful business purpose.
February 11, 2000
(February 23, 2000)

LEGAL NOTICE

Notice of formation of Verona LLC a NYS limited liability company (LLC). Formation filed with SSNY on 01/20/2000. Off. Loc.: Albany Co. SSNY designated as agt. of LLC, upon whom process may be served. SSNY shall mail copy of process to: 65-08 Boelsen Crescent, Rego Park, NY 11374. Purpose: All Lawful purposes.
(February 23, 2000)

LEGAL NOTICE

The Annual Meeting of the Bethlehem Soccer Club will be held on March 6, 2000 at 7:00 pm at the Bethlehem Town Hall. Members will be asked to vote on the election of several Directors. Anyone interested in serving on the Board of Directors should submit their name, address, phone number and a statement of why they are interested in serving on the board, in writing, ASAP, to:

Bethlehem soccer Club
c/o Lynne Thibdeau
Post Office Box 305
Delmar, NY 12054

Thank you,
Marilyn Kacica, Publicity Chairman, Board of Directors,
Bethlehem Soccer Club
Phone (518)439-2005
(February 23, 2000)

**NOTICE OF FILING OF
ARTICLES OF
ORGANIZATION OF C.R.
WASHINGTON ASSOCIATES,
LLC**

SECTION 206 OF THE NEW YORK LIMITED LIABILITY COMPANY LAW

1. The name of the Limited Liability Company is C. R. Washington Associates, LLC (the "Company").

2. Articles of Organization were filed with the New York Secretary of State on January 27, 2000.

3. The County within the state in which the office of the Company is to be located is Albany County.

4. The Secretary of State is designated as the agent of the Company upon whom any process against it may be served. The post office address within the state to which the Secretary of State shall mail a copy of any process against the Company served upon him is Peter J. Millock, Esq., Nixon Peabody LLP, One Key Corp Plaza, 9th Floor, Albany, New York 12203.

5. The business purpose for which the Company is formed is to engage in any lawful act or activity for which limited liability companies may be formed under the Limited Liability Company Law.
(February 23, 2000)

**NOTICE OF FILING OF
ARTICLES OF
ORGANIZATION OF
ELIZABETH C. BARRA,
D.D.S., PLLC**

Under Section 203 of the Limited Liability Company Law of the State of New York

1. The name of the Company is Elizabeth C. Barra, D.D.S., PLLC.
2. The articles of organization were filed on December 15, 1999.
3. The office of the Limited Liability Company is located in Albany County.

4. The Secretary of State is designated as the agent of the Company upon whom process against the Company may be served. The post office address to which the Secretary of State shall mail a copy of any process against the Company served upon him is: 1070 Loudon Road, Cohoes, New York 12047

5. There will be no specific date of dissolution.
6. The purposes for which the Company is formed are as follows:

For the practice of the profession of Dentistry, or any interest therein, wherever situated; and To engage in any lawful act or activity for which limited liability company may be organized under the PLLC of the State of New York. The Company is not formed

LEGAL NOTICE

to engage in any act requiring the consent of any state agency without such consent first being obtained.

7. The organizer of the limited liability company was Elizabeth C. Barra, as sole organizer, 1070 Loudon Road, Cohoes, New York 12047.
(February 23, 2000)

**NOTICE OF FORMATION OF
A DOMESTIC LIMITED
LIABILITY COMPANY (LLC).**

The name of the LLC is MOMROW ASSOCIATES, LLC. The Articles of Organization of the LLC were filed with the NY Secretary of State on February 7, 2000. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 592 New Loudon Road, Latham, New York 12110.
(February 23, 2000)

**NOTICE OF FORMATION OF
D AND H PRODUCTS, LLC**

(PURSUANT TO SECTION 203 OF THE LIMITED LIABILITY COMPANY LAW)

NOTICE IS HEREBY GIVEN that the Articles of Organization of D AND H PRODUCTS, LLC (the "Company") were filed with the Secretary of State of the State of New York on February 2, 2000. The Company is being formed to engage in the developing and marketing of hardware and automotive products for consumers to be distributed through wholesalers to retailers, and to engage in any other lawful act or activity for which limited liability companies may be organized under the LLC.

The office of the Company is to be located in the County of Albany, State of New York. The Secretary of State has been designated as the agent of the Company upon whom process against the Company may be served. The post office address to which the Secretary of State shall mail a copy of any process against the Company served upon such Secretary of State is Post Office Box 13596, Albany, New York 12212-3596.
(February 23, 2000)

**NOTICE OF FORMATION OF
LIMITED LIABILITY
PARTNERSHIP**

NAME: Knapek & Gabriele, LLP. Certificate of Registration was filed with the Secretary of State of New York (SSNY) on 1/24/00 with an existence date of 1/24/00. Office location: Albany County. SSNY has been designated as agent of the LLP upon whom process against it may be served. SSNY shall mail a copy of process to the LLP, 21 Everett Road Ext., Albany, New York 12205. Purpose: For the practice of certified public accounting.
(February 23, 2000)

**NOTICE OF FORMATION OF
LIMITED LIABILITY
COMPANY ("LLC")**

Name: Pay Docs Now, com, LLC Articles of Organization filed with Sec. of State of NY ("SOS") on 1/7/2000. Office location: Albany County. SOS is designated as agent of LLC for service of process. SOS shall mail copy of process to LLC, c/o David N. Goldin, Esq., c/o McClung, Peters, and Simon, 41 State Street, Albany, New York 12207. Purpose: any lawful business purpose.
(February 23, 2000)

**NOTICE OF FORMATION OF
A DOMESTIC LIMITED
LIABILITY COMPANY (LLC).**

The name of the LLC is ARMART, LLC. The Articles of Organization of the LLC were filed with the NY Secretary of State on January 20, 2000. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 135 Euclid Avenue, Albany, New York 12203.
(February 23, 2000)

LEGAL NOTICE**NOTICE OF FORMATION OF
PROFESSIONAL LIMITED
LIABILITY COMPANY.**

Name: TODAY'S DENTAL CARE PLLC. Articles of Organization were filed with the Secretary of State of New York (SSNY) on 09/07/99. The latest date of dissolution is 12/31/2098. Office location: Schenectady County. SSNY has been designated as agent of the PLLC upon whom process against it may be served. SSNY shall mail a copy of process to the PLLC, 2310 Nott Street East, Niskayuna, New York 12309. Purpose: For the practice of the profession of Dentistry.
(February 23, 2000)

**NOTICE OF FORMATION OF
LIMITED LIABILITY
COMPANY**

Articles of Organization of UNITED PANEL & TRUSS COMPANY, LLC ("LLC") filed with the Secretary of State of New York ("SSNY") on January 7, 2000, effective upon the date of filing. Office location: Albany County. SSNY has been designated as agent of the LLC upon whom process against it may be served. SSNY may mail a copy of any process to the LLC c/o 4 Norman Drive, Albany, New York 12205. The purpose for which the LLC is formed is to engage in any lawful act or activity for which limited liability companies may be organized under the LLC.
(February 23, 2000)

**NOTICE OF FORMATION OF
LIMITED LIABILITY
COMPANY.**

NAME: CAP COM FINANCIAL SERVICES, LLC. Articles of Organization were filed with the Secretary of State of New York (SSNY) on 12/17/99, having an existence date of 12/31/1999. Office location: Albany County. SSNY has been designated as agent of the LLC upon whom process against it may be served. SSNY shall mail a copy of process to the LLC, Four Century Hill Drive, Latham, New York 12110. Purpose: For any lawful purpose.
(February 23, 2000)

**NOTICE OF FORMATION OF
LIMITED LIABILITY
COMPANY**

Articles of Organization of TNT Landscaping, Excavation & Blacktopping, LLC ("LLC") filed with the Secretary of State of New York ("SSNY") on January 14, 2000, effective upon the date of filing. Office location: Albany County. SSNY has been designated as agent of the LLC upon whom process against it may be served. SSNY may mail a copy of any process to the LLC c/o 89 Consaul Road, Albany, New York 12205. The purpose for which the LLC is formed is to engage in the conduct of a landscaping, blacktopping and excavation business and for any lawful act or activity in furtherance thereof, in connection therewith, or incidental thereto, for which limited liability companies may be formed under the Limited Liability Law of the State of New York.
(February 23, 2000)

**NOTICE OF FORMATION OF
M. C. HANDICRAFTS, LLC**

a NYS limited liability company (LLC). Formation filed with SSNY on 01/06/00. Off. Loc.: Albany Co. SSNY designated as agt. of LLC, upon whom process may be served. SSNY shall mail copy of process to: 46 State St., 5th Fl., Albany, NY 12207. Purpose: All Lawful purposes.
(February 23, 2000)

**NOTICE OF ORGANIZATION
OF PEAK PERFORMANCE
CHIROPRACTIC L.L.C.**

Peak Performance Chiropractic L.L.C. has been formed as a Limited Liability Company in the State of New York. The Articles of Organization were filed with the Secretary of State of New York (SSNY) on January 18, 2000. The company office is in Albany County. SSNY has been designated as agent of the company upon whom process against it may be served. SSNY shall mail a copy of any process to:

Peak Performance Chiropractic L.L.C.
340 Northern Boulevard
Loudon Plaza
Albany, NY 12208

LEGAL NOTICE

The company has been formed to engage in any lawful business purpose or purposes for which a Limited Liability Company may be formed.
(February 23, 2000)

NOTICE OF PUBLICATION

NORTHWAY CONSULTING LLC was filed with SSNY on 2/8/00. Office: Albany County. SSNY designated as agent of LLC whom process against may be served. The P.O. address which SSNY shall mail any process against the LLC served upon him: The LLC, 46 State St., 3rd Floor, Albany, NY 12207. Purpose: any lawful purpose.
(February 23, 2000)

NOTICE OF PUBLICATION

Ramsden Enterprises LLC was filed with SSNY 12/13/1999. Office: Albany County. SSNY designated as agent of LLC whom process against may be served. The P.O. address which SSNY shall mail any process against the LLC served upon him: c/o The LLC, 46 State Street, 3rd Floor, Albany, NY 12207. Purpose: any lawful purpose.
(February 23, 2000)

NOTICE OF PUBLICATION

HYDROTWO LLC was filed with SSNY on 1/31/00. Office: Albany County. SSNY designated as agent of LLC whom process against may be served. The P.O. address which SSNY shall mail any process against the LLC served upon him: The LLC, 46 State St., 3rd Floor, Albany NY 12207. Purpose: any lawful purpose.
(February 23, 2000)

NOTICE OF PUBLICATION

ADDEX IT SERVICES LLC was filed with SSNY on 1/25/00. Office: Albany County. SSNY designated as agent of LLC whom process against may be served. The P.O. address which SSNY shall mail any process against the LLC served upon him: THE LLC, 46 State Street, 3rd Floor, Albany, NY 12207. Purpose: any lawful purpose.
(February 23, 2000)

NOTICE OF PUBLICATION

DYNAMIC FISHING MANAGEMENT LLC was filed with SSNY on 1/25/00. Office: Albany County. SSNY designated as agent of LLC whom process against may be served. The P.O. address which SSNY shall mail any process against the LLC served upon him: THE LLC, 46 State St., 3rd Floor, Albany NY 12207. Purpose: any lawful purpose.
(February 23, 2000)

NOTICE OF PUBLICATION

INTERPROGRESS LLC was filed with SSNY on 1/20/00. Office: Albany county. SSNY designated as agent of LLC whom process against may be served. The P.O. address which SSNY shall mail any process against the LLC served upon him: THE LLC, 48 State St., 3rd Floor, Albany, NY 12207. Purpose: any lawful purpose.
(February 23, 2000)

NOTICE OF PUBLICATION

I.T.B. International Tyre Business LLC was filed with SSNY on 1/14/00

LEGAL NOTICE

Office: Albany County. SSNY designated as agent of LLC whom process against it may be served. The P. O. address which SSNY shall mail any process against the LLC served upon him: c/o The LLC, 46 State St., Albany, NY 12207. Purpose: any lawful purpose.
(February 23, 2000)

NOTICE OF PUBLICATION

NEW CENTURY GARDENS, LLC was filed with SSNY on 1/7/00 Office: Albany County, SSNY designated as agent of LLC whom process against may be served. The P. O. address which SSNY shall mail any process against the LLC served upon him: The LLC, 589 Fifth Avenue, New York, NY 10017. Purpose: any lawful purpose.
(February 23, 2000)

**NOTICE PURSUANT TO
SECTION 206 OF THE
LIMITED LIABILITY
COMPANY LAW IN
REFERENCE TO HOLLAND
TRUCKING, LLC.**

1. The name of the Limited Liability Company is Holland Trucking, LLC.
2. The date of filing of the Articles of Organization with the Secretary of State was December 22, 1999.
3. The County within the State in which the Limited Liability is to be located in Albany County.
4. The Secretary of State has been designated as Agent of the Limited Liability Company upon process against it may be served and the Post Office address within the State to which the Secretary of State shall mail a copy of any process against it is Terry A. Rupert, 34 Green Meadows Drive, Loudonville, New York 12211.
5. The purpose of the business if such Limited Liability Company is to engage on any lawful act or activity for which Limited Liability Companies may be organized under the Limited Liability Company Law.
Dated: December 30, 1999
(February 23, 2000)

**PUBLICATION NOTICE OF
ORGANIZATION OF LIMITED
LIABILITY COMPANY**

FIRST: The name of the Limited Liability Company is B. A. PARK GROUP, LLC (hereinafter referred to as the "Company").
SECOND: The Articles of Organization of the Company were filed with the Secretary of State on December 29, 1999.
THIRD: The county within New York State in which the office of the Company is to be located is Albany.
FOURTH: The Secretary of State has been designated as agent upon whom process against the Company may be served. The post office address to which the Secretary of State shall mail process is: B. A. PARK GROUP, LLC, c/o British American Development Corp., 4 British American Boulevard, Latham, New York 12110.
FIFTH: The latest date on which the Company is to dissolve is December 31, 2050, unless said period is further extended by amendment of this Agreement or sooner terminated in accordance with this Agreement.
SIXTH: The purpose of the business of the Company is any lawful activity pursuant to Section 203 of the New York Limited Liability Company Law.
(February 23, 2000)

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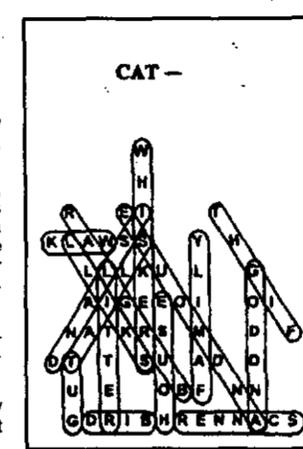
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BOOKS 50 cents, books and tapes 75 cents. Primary level teacher helper books \$1 each. Retired teacher, 765-4652.

CAN'T USE IT? SELL IT... and look for the treasures YOU can find in Spotlight CLASSIFIEDS! Call Susan, 439-4940.

CARDIOFIT: Full body workout machine. Excellent condition. Anxious to sell, \$45. Call Michelle, 377-1108.

CD PLAYER: Sharp Digital Compact Disc player, \$85. Call 785-0950.

CLARINET: Wooden student model, recently reconditioned. Excellent condition, \$100, 373-0306.

DINING ROOM SET: Yield House solid pine, honey finish, 60" drop leaf table, sideboard, bench, \$700, 439-9751.

ETHAN ALLEN: Buffet and Sideboard, 18th Century Mahogany Collection. Mint condition, was \$6,000, asking \$4,200. Other fine furnishings available. 439-0936, mornings.

ETHAN ALLEN: Coffee table, \$100. Also, KITCHEN PANTRY: Locks, lots of shelves, \$50. Call 478-0070.

Answer to Super Crossword

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

FLUTE: Silver plated, excellent student line flute. Excellent condition, \$300, 373-0306.

FREEZER: Upright, Frigidaire 15.7 cu. ft., frost-free, white, 8 months old. Locks, interior light. Paid \$700, asking \$300, 478-0070.

KITCHEN CABINETS: Oak, with counter. Excellent condition, \$950, or best offer. Call 346-6285.

MERCHANDISE FOR SALE: \$10 for 2 weeks, 1 week free (One item per ad. Must be priced under \$1000. Price must be stated in ad. Private party ads only. No vehicles, garage, lawn or antique sales. Price is for a 16 word ad. Add \$1 for each additional line.)

SNOWBLOWER: 8HP, Craftsman. Good condition, \$350. Call 356-0124.

TABLE SAW: Skill, Excellent condition, includes 10" carbide blade, fence, miter. \$170, new \$85, firm. 374-3659.

TRAFFIC SIGNALS: Used. Will accept any reasonable offer. 438-6664, Monday-Friday, 8:00 a.m. - 4:00 p.m.

VIOLIN: German made for William Lewis & Sons; bow and case included. \$425 or best offer. 785-0950.

18" DIRECTV SATELLITE SYSTEMS. Single system only \$59. Two box systems available. Ask about free programming. Authorized dealer. www.integratedsatellite.com 1-800-325-7836.

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MUSIC LESSONS

GUITAR LESSONS: Beginner and Intermediate. Your house or mine. Experienced teacher, 783-6528.

MUSIC

STRING INSTRUMENT REPAIR: Bow rehairing, instruments bought and sold, 439-6757.

NOVENAS

PRAYER OF Application to the Holy Ghost: You who solve all problems, who light all roads, so that I may obtain my goals; You who give me the divine gift to forgive all evil against me and in all instances of my life, you are with me. I want, in this short prayer, to thank you for all things and to confirm once again that I never want to be separated from you even in, and in spite of, all material illusions. I wish to be with You in eternal glory. Thank you for your mercy toward me and mine. (The person must say this prayer for 3 consecutive days. After 3 days, the favor requested will be granted, even if it may appear difficult. This prayer must be published immediately after the favor is granted, without mentioning the favor. Only your initials should appear at the bottom.) hmr

"NEVER FAIL NOVENA: May the Immaculate Heart of Mary and the Sacred Heart of Jesus be praised, adored and glorified throughout the whole world, now and forever. Most Sacred Heart of Jesus, pray for us, St Theresa of the Child Jesus, pray for us, St Jude of helpless cases, pray for us and grant us this favor. (Say this prayer 9 times for 9 consecutive days and publish). fed

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ALL-TIME PAINTING: Dependable, hardworking painter with extensive experience in Delmar area. Sheetrocking, taping, plastering, stain. Covering water damage, repair basements, foundation waterproofing. Also available for small odd jobs. Have problems painting because of hectic schedules. A convenient time (convenient for you) can

Traditional Japanese Karate, Traditional Okinawan Weaponry, Starr's Cardio Kick Boxing. Call about our New Student Program, Family rates and College student discounts. Classes for all ages, 4 years and up. No Experience Necessary. Birthday parties available. Latham School 782-7049; Greenville School 756-6085.

TAX SERVICES

TAX PREPARATION: 30 years experience, my home office or yours. Fully computerized, competitive rates. Free estimate, Colonie/Niskayuna. Allen Appel, 869-3248.

THRIFT SHOP

YANKEE PEDDLER Thrift Shop: February SALE! February 2nd - 29th. 50% Off Most Clothing, 10% Off Most Jewelry, 20% Off Most Furniture. 265 Osborne Road, Loudonville, 459-9353. Open: Monday - Friday, 10:00 a.m. - 7:00 p.m., Saturday, 10:00 a.m. - 4:00 p.m., Sunday, Closed.

TILEWORK

HERITAGE Masonry & Tile: Ceramic Tilework, Bathroom Remodeling, All Masonry Work (including restorations). Tom Dootz, 768-8018, Fully Insured.

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ABSOLUTE BEST prices for old costume jewelry and real jewelry, antiques of all types and contents of estates. Call ROSE, 233-1195.

FOR MY COLLECTION, old fishing lures. Cash paid. Mike 370-8796.

VIOLIN'S, VIOLA'S, CELLO'S: High cash prices paid! Any condition. 356-2549.

WANTED TO BUY Pre 1920 telephones, telegraph items, electric fans, sewing machines, microscopes, volt meters, amp meters; pre 1950 television sets, plastic table radios, microphones; pre 1960 men's wrist watches, cameras; pre 1920 postcards, tin pictures; pre 1960 old metal airplane models, or toy motorcycles, or race cars, or toy boats. Any condition for above items. Please call 745-8897.

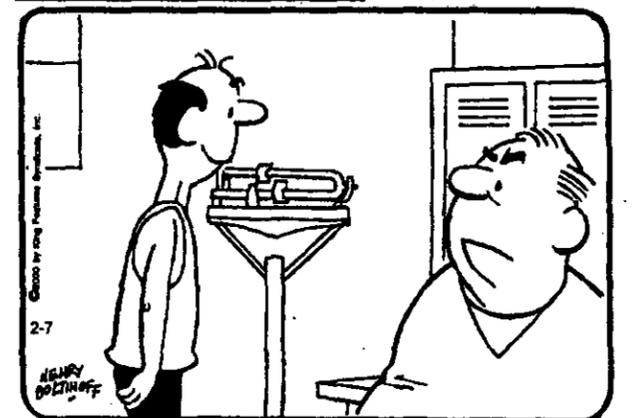
WANTED TO BUY: Advertising signs, clocks, thermometers; railroad items, fishing lures, reels, bait pails, etc. Baseballs, bats, gloves, masks; Halloween items, horse racing glasses, gas pump salt & pepper shakers, Pez, old fountain pens. Tins: spice, peanut butter, cocoa, baking powder, tobacco, medicine, etc. Old golf clubs & balls, furniture, bottles, jars, mixing bowls, beaters, shakers, canisters, churns, Postcards. Call 439-8302.

WWII U.S. ARMY AIR CORPS: Insignia, Wings, Watches, etc. By collector, 370-0183.

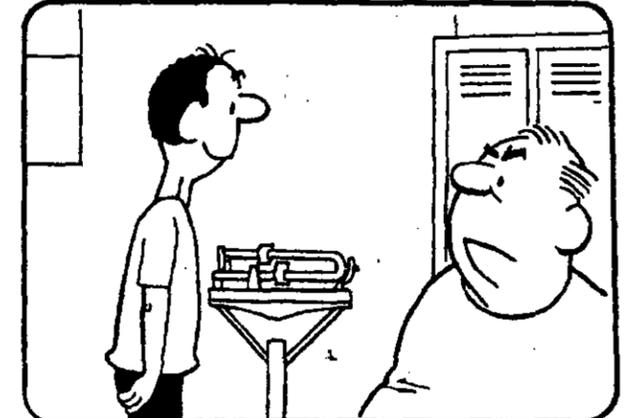
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HOCUS-FOCUS BY HENRY BOLTINOFF



Find at least six differences in details between panels.



Differences: 1. Shirt is different. 2. Hair is different. 3. Scale is short. 4. Table is removed. 5. Lockers are taller. 6. Collar is different.

Real Estate CLASSIFIEDS

REAL ESTATE FOR RENT

ALBANY: Desirable New Scotland neighborhood, 3 Bedroom flat, 1-3 people, no pets, \$650+, 439-4895.

DELMAR: 3 Bedroom Cape with A/C, 2 car garage. Available April 1st, 783-6607.

DELMAR: Quiet dead-end, near 4 corners. Two bedroom, one floor duplex, attached garage, new kitchen & bath, hardwood floors. \$650+ utilities, security, 439-9277.

FEURA BUSH: \$525, 2 bedroom, no pets, security. \$400, 1 bedroom, no pets, security. 465-2239 or 765-3125.

RAVENA: Duplex apartment, living room, kitchen, 2 bedrooms, 1 1/2 baths, basement. Residential area, no pets, \$625+. Available May 1st, 756-8685.

FURNISHED APARTMENT

SHARE MY HOME: \$500 per month, security deposit, split utilities. Kitchen/ Laundry privileges exchanged for house and yard upkeep help. 439-6022.

REAL ESTATE FOR SALE

COLONIE VILLAGE: Excellent starter home, convenient location. 2 bedroom, 1 bath, 2 car detached garage, \$78,000. Owner, 439-4873.

DELMAR: 3 Bedroom, 1.5 Bath, large Family room, Hardwood floors. Fenced yard. Open Sunday, February 27, 1:00-3:00 p.m. \$114,900. Call 439-3944.

LAKE GEORGE Property sales: Cabins/ Castles, Land. Also, other Lakes. Real Estate Innovations, (518) 448-8874.

RAVENA: For Sale by Owner. 4 bedroom Cape on beautifully landscaped tree-lined yard in private neighborhood. 3/4 acre, large inground pool, 11'x22' poolside enclosed patio, 2 full ceramic tile baths, finished basement with family room (carpeted and paneled), heated garage and laundry area. Low taxes. Must Sell, \$129,900. Call days, 756-6161, ask for Bob Albano. After 7:00 p.m., 756-2756.

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Automotive CLASSIFIEDS

AUTOS FOR SALE

Chevrolet: 1984 Horizon Camper Van, 52K, self-contained. Excellent condition, 355-9245.

CHRYSLER: 1996 Concorde LX. Automatic, power steering, power windows & locks, keyless entry. Air-conditioned, TracControl, \$6,000. Call 664-4808.

VW: 1991 Jetta Carat, 76K, 5 speed, sunroof. Excellent condition, \$5,300, 439-8356, evenings.

ROOMMATE WANTED

MALE ROOMMATE: Clifton Park. Rent free private room for male roommate in exchange for a.m. assistance (9:00-11:00 a.m.) for disabled male, some lifting. Available March 1st. References. 371-7456.

LAND/LOTS

SLINGERLANDS: Building lot, 100'x300'. Town water. Call before 8:00 p.m., 765-9026.

LAND WANTED

LAND WANTED: Serious cash buyer seeks quality rural acreage 200 acres and up for immediate purchase in the Central/Southern Tier or Catskills region of NY state. Fast closings! Broker inquiries welcome. Call 607-563-8875, ext. 24 anytime.

come. Call 607-563-8875, ext. 24 anytime.

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DELMAR/ALBANY: Secure Self Storage, Varied sizes, also outdoor. Boats, trailers, mobile homes, 461-8963.

VACATION RENTALS

MAINE: 3 Bedroom lakefront house, sleeps 6-8. \$550 per week. Call 346-0898.

MARTHA'S VINEYARD: 4 bedroom, 2 bath home, sleeps 8-10, 2 miles from beach, \$1500 per week. Some Ferry tickets available. Call 439-7356.

MARTHA'S VINEYARD: Charming cottage in woods, sleeps 5. Call 439-6473, evenings.

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Martha Martley
Listing Leader



Doris Reed
Sales Leader

BLACKMAN & DESTEFANO
Real Estate

439-2888
http://www.bdrealestate

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VACATION RENTALS

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FOR CHARTER: 1998 Privilege 42 Catamaran Sailing Yacht located in Tortola, BVI. Comfortably sleeps 8 with 4 cabins and 4 heads. Available as either a bareboat or with captain. For additional information, call 475-9677.

REAL ESTATE FOR SALE

LAKE GEORGE Property sales: Cabins/ Castles, Land. Also, other Lakes. Real Estate Innovations, (518) 448-8874.

VACATION RENTALS

MARTHA'S VINEYARD: Charming cottage in woods, sleeps 5. Call 439-6473, evenings.

VACATION RENTALS

MARTHA'S VINEYARD: 4 bedroom, 2 bath home, sleeps 8-10, 2 miles from beach, \$1500 per week. Some Ferry tickets available. Call 439-7356.

VACATION RENTALS

MARTHA'S VINEYARD: Four bedroom house near Edgartown, available weekly, June - September, \$850 - \$1400. Call for flyer, 439-5287.

Selling or renting Vacation Property?
To advertise call Susan at 439-4940

MARTHA'S VINEYARD: Four bedroom house near Edgartown, available weekly, June - September, \$850 - \$1400. Call for flyer, 439-5287.

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with 40'x14' screened patio. Landscaped lot. Fully furnished. Move-in condition. \$30,000 negotiable. 340-778-3964 or 914-339-6654.

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ALL NEW GMC Sierra 2WD Regular Cab
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Rosemarie Mosmen is offering her special report "29 Essential Tips That Get Homes Sold Fast - And For Top Dollar." Vital reading for anyone selling a home now or in the near future.

In this special report Rosemarie shares many of the tips that professionals utilize to help maximize a home's potential and actual worth - and most importantly help you drive up the selling price. You'll learn many important things you need to do, but more important may be the things it tells you not to do - things that could cost you dearly at the negotiating table.

To get your free copy of this report, call 448-5340. There's no obligation.

BLACKMAN & DESTEFANO
Real Estate

Rosemarie Mosmen

Safety

(From Page 1)

"Our staff is not the kind of staff that camps out in their classrooms. They have a presence. They know the students by name," he said. "Still, they can't cover it all — the building's too large."

Currently, one additional monitor position is listed in the tentative Priority 2 additions. Each position pays \$22,780. The board will continue to deliberate the issue.

All budget decisions are tentative until the board adopts a final budget on March 29. At the Feb. 16 session, the board voted to tentatively approve \$265,935 in Priority 1 additions. The funds will pay for implementing the new house plan at the middle school, additional staffing, and support for the technology replacement program so that no computer in the district is more than eight years old.

The board also voted to increase the transportation dispatcher position to full time, another Priority 1 addition. Growth in the routes, fleet and number of bus drivers facilitate such a need, said Transportation Supervisor

Nancy Wescott. New state transportation standards also require that the district keep careful watch of its bus drivers.

"We have to assure that every day, every time, a driver gets behind the wheel — that driver is not under the influence of some drug or alcohol," Wescott said.

Tentative Priority 2 additions total \$248,840 — a number that will probably change in the coming weeks. So far, the highest ticket items are musical instruments and stereo equipment, Regents for All funding, and continuation of the vehicle replacement plan for operations and maintenance. The board will revisit many of the items on the list during the coming weeks.

Greg Nolte, district director of facilities and operations, also presented his budget requests. Slightly more than \$80,000 of the fundamental operating budget's proposed total of \$47,015,476 is set aside for maintenance needs, Loomis said. Additional funding comes from project budgets.

The board tentatively approved most of the items dealing with

health and safety, and structural elements that need repair. Board members will tour the sites sometime in March to better acquaint themselves with existing problems.

One of the more costly repairs is needed to improve drainage at the building used for operations and maintenance. The department has already lost stock at the warehouse as a result of flooding, Nolte said. The area around the building needs to be paved to redirect water away from the building, he added. The approximate cost is \$21,000.

The board will also consider gradually replacing bubbled rubber flooring at Slingerlands Elementary with tile. The cost is estimated at \$15,000. Loomis hopes to use the floor repair at Slingerlands as a pilot for other schools needing similar repairs. After visiting Slingerlands Elementary, the board will decide at a later date how to proceed with the issue, which is facing all the schools.

Among other maintenance items, the board gave tentative approval to repair the roofs at Slingerlands and Elsmere schools, add fire alarm horns at the middle school, install a sidewalk between the old and new wings of Hamagrael Elementary and add proper drainage at the front entrance walk at Glenmont Elementary. At the high school, the board gave tentative approval to remove carpeting and install tile in one room, and to replace faulty pool filter valves and fittings.

In other business, board mem-

bers heard the latest status report on the progress of high school construction funded by the recent bond issue. According to architect Mike Fanning of Dodge Chamberlin Luzine & Weber, Phase I — the track, tennis courts and weight room — is planned for completion in fall 2000.

Fanning said his firm has tried to mesh construction dates with most of the athletic schedule so that students can begin to use some of the facilities this fall. However, Loomis said, the district has no expectation that facilities will be complete for the first day of classes.

"It's not going to happen," Loomis said. "But we're going to push the architect and everyone else that we can just as hard as possible."

Loomis said athletic events should move forward as scheduled, although some — such as tennis matches — may have to take place off campus for the fall season.

The firm is also working on construction plans for Phase II, which includes the addition of five classrooms and a virtual arts room at the high school, Fanning said. If all goes well with the state approval process and bidding award, he said, construction should begin in September for an August 2001 completion.

Also at the meeting, Loomis announced that social studies Supervisor John Piechnick has been selected as the outstanding social studies supervisor in New York state. Piechnick will receive an award on March 24 from the New York State Council for Social Studies.

The board also congratulated high school senior Rebeccah Maskin, whose photograph was featured in "Parade" magazine as one of the top 100 photographs in its annual competition.

The next board meeting and budget session is scheduled for Wednesday, March 1, at 8 p.m. The board will discuss the special education and athletic budgets. It has postponed discussion of the bus replacement plan until March 8.

The March 8 meeting will begin at 8 p.m., which is a change from the previously scheduled time. Both meetings will be held at the District offices, 90 Adams Place, Delmar, and are open to the public. Budget books, that include details, are available for the public to peruse at the district offices.

Parents group slates college presentation

Parents for Excellence will sponsor a panel discussion entitled "Choosing the Right College: Tips on Selection" on Thursday, March 2, from 7 to 9 p.m. in the community room at Bethlehem Public Library

The program is for high school students who have not yet applied to college, and their parents.

Middle school students and their parents are also welcome.

A six-member panel will present ideas and issues surrounding the admissions process and answer audience questions.

Gail Sacco, president of Parents for Excellence, will moderate the panel discussion.

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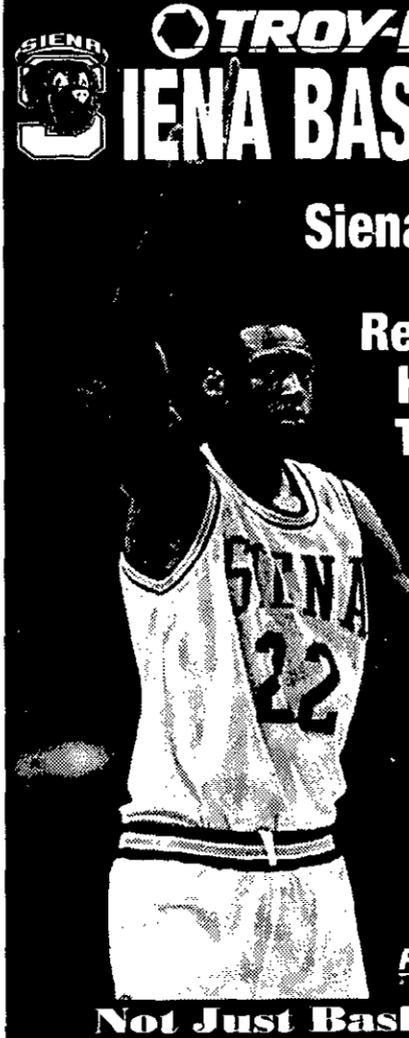
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- UPHOLSTERY
- ORIENTALS AND AREA RUGS

439-0409
Tim Barrett

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• GE Capital Information Technology Solutions Family Fun Zone begins at 6 pm

• Senior Night - First 2500 fans will receive a poster of the five seniors courtesy of Charter One Bank

PEPSI ARENA

Not Just Basketball ... Siena Basketball!

UPDATE 2000

PART THREE

Spotlight on BUSINESS

Volume 17, Number 3 • Spotlight on Business • Fall 2000 • Page 9

Area businesses give back to the community

Some of the largest businesses in the Capital District may be known more for how they enhance our lives rather than for what they actually produce. And in this age of high-tech revolution and continual manufacturing evolution, most industry leaders say it is as important to build infrastructure as it is to build community relations.

For example, according to GE Plastics spokeswoman Chris Horne, employees in Selkirk give to the community in many ways throughout the year. This year they have pledged \$654,000 to the Good Neighbor Fund and local United Way organizations, but financial support is only the beginning.

In 1999, GE Plastics workers spent thousands of hours painting a barn and cleaning trails for

□ BUSINESSES page 9



UPDATE 2000 PART 3 • A SUPPLEMENT TO SPOTLIGHT NEWSPAPERS

spotlight on BUSINESS

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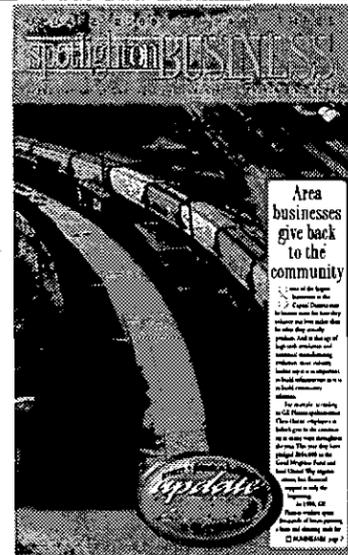
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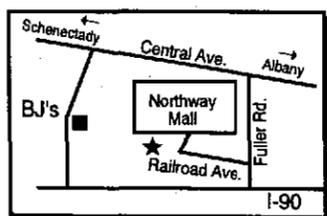


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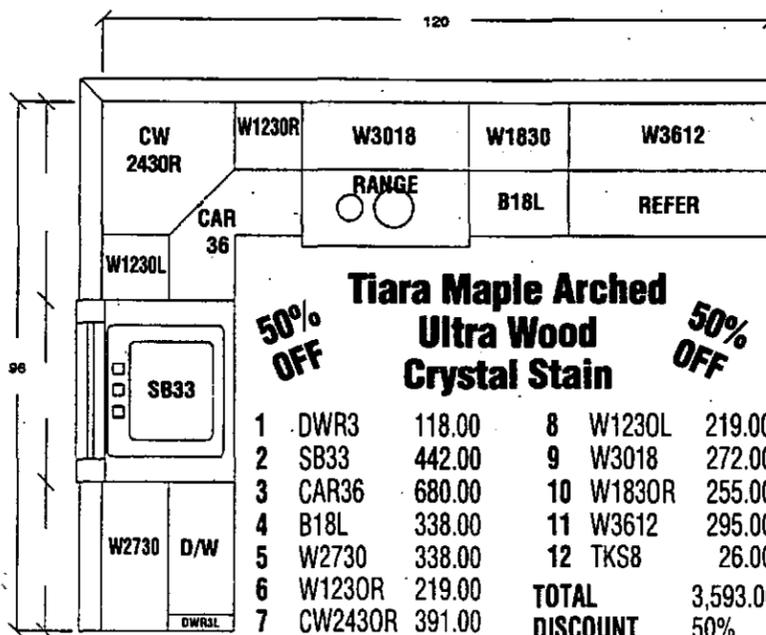
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Zoller's Plush Lawns prepares for spring production of healthy grass

BY KATHERINE MCCARTHY

If winter has worn you down, you can daydream about your lush green lawn this summer and call Zoller's Plush Lawns to take the first steps toward spring.

President Peter Zoller said his company can usually begin soil testing in



the first week of April. "That's a pre-emergent test for crabgrass and early spring fertilizer," Zoller said.

"After that, we use an Integrated Pest Management approach, depending on what the lawn needs," he said "We'll fertilize, but only what's needed to treat that one lawn. We try not to blow fertilizer onto every nearby lawn, since everybody's lawn is different."

After that, Zoller uses a five-treatment program, with applications every four to six weeks. Zoller pays attention to the environment when deciding how to treat lawns.

"Last year, during the heat of the summer, we spaced those applications out," he explained. "We want to make sure we're doing the right thing for the customer."

In its four years of business, Zoller's Plush Lawns has stressed customer relations. Although keeping a well-groomed lawn may look like an effort to keep up with those perfect Joneses, Zoller said it's healthier to have grass than weeds.

"A good strand of turf helps cool the atmosphere," he said. "It lets out oxygen so we can breathe it in."

Zoller said he uses high-quality products. "We use primarily granular fertilizers," he said, "which are a slower release, professional-grade fertilizer."

Zoller said he offers organic programs. "It's actually more beneficial to apply a straight granular fertilizer with no pesticides," he said.

"It promotes the best growth. To get a good turf, we need to aerate, overseed, and apply a straight synthetic fertilizer. Whether it's a synthetic or organic fertilizer, it'll contain nitrogen, phosphorous, potassium and some other micro-nutrients that I use," he said.

When the weather breaks, Zoller suggested calling for a free proposal for a lawn or landscape program or both.

Zoller and his six-person team, who

have 45 years of experience, will "work to resolve the problem, and get the lawn or landscape back in shape. We try to build a relationship, be responsive, and get

back to people if they have a problem." Plush Lawns is located on Petra Lane in Colonie. The phone number is 456-6700.

Stepping out



Ursula of Switzerland gowns are the toast of the town. Ursula of Switzerland is a local designer of special occasion gowns suitable for mother of the bride, ballroom dancing and cruises. The Ursula Company Store in Waterford is open to the public.

Latham gift store offers quality and service

BY PHILIP SCHWARTZ

For many, finding that perfect present is a daunting, dreadful task that takes the joy out of gift giving. Wading through crowded shopping malls, looking for that right store with that right gift, soon becomes more pain than pleasure.

However, away from the malls and away from the crowds is Clearly Yours.

Located in Newton Plaza on Route 9 in Latham, Clearly Yours is a specialty gift shop that sells personalized gifts for all occasions, including a wide variety of corporate gifts.

Mary Jo Johnson, who took over ownership of the store six years ago, proudly said that all the gifts in the store are "unique as your name."

Offering both monogramming and engraving, the staff at Clearly Yours can personalize any gift.

In addition, the shop recently acquired a new state-of-the-art engraving machine that enhances and expands their ability to personalize merchandise for their clientele.

Johnson said that the new engraving machine will help them

increase their corporate business as well.

Johnson said that it is tough to compete in the retail business, especially with the lure of local shopping malls.

However, she feels that by providing quality products and superior services, Clearly Yours has managed to be successful in the competitive world of the contemporary retail business.

Specialty stores can only succeed in today's tough retail environment with personalized service.

Mary Jo Johnson

"Specialty stores can only succeed in today's tough retail environment with personalized service," she said, adding that this is what sets them apart from stores at the shopping malls.

And the staff at Clearly Yours is experienced and willing to be accommodating to all their customers' needs.

"Our staff is always willing to help you choose the right gift for the right occasion," Johnson said.

In fact, the staff has remained the same since Johnson took over the store six years ago. So customers can feel confident that they are being served by an

experienced, knowledgeable employee.

Johnson attributes Clearly Yours' success to the superior service the store provides.

She said that specialty stores not only have to provide superior products, but also personalized service.

Johnson contends that the service Clearly Yours provides cannot be found

elsewhere.

Additionally, Johnson said, "This is a fun place to shop." And it provides a break from crowded shopping malls.

Johnson and company also offer free gift wrapping for their customers, while offering shipping services for those who want to mail gifts.

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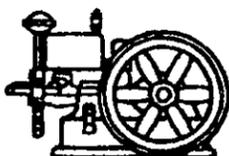
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Clark Music is the only area dealer to sell new interactive piano

BY ELIZABETH BYRNS

Many parents and educators agree that music can make the learning process more rewarding for some children. Clark Music, a piano dealership with stores in Latham, Guilderland and Syracuse, is adding a new instrument to its collection with an eye toward making every note count for kids. It is the Van Koevering interactive piano.

The interactive piano will be showcased at a new store Clark Music is opening on the second level of Crossgates Mall. Van Koevering district sales manager Sean O'Shea said the Van

Koevering interactive piano is unique and there will only be one place locally to get it.

"Clark Music saw the product in Los Angeles, Calif., in January of 1999, fell in love with it and decided to be the area's only dealer," said O'Shea.

To envision the new instrument, picture a beautiful piano and then add features usually associated with a computer, including a touch screen where the sheet music would be, the ability to play CDs from the piano and access to some Windows-based teaching, composing and performance software.

The Van Koevering also can record more than 200 tracks of your music and can remember what you played and print

the sheet music for you. In addition to the interactive piano's performance, the growing field of musical therapy has discovered that this invention can help autistic children and others who need to work on concentration and basic responsive skills.

Clark spokeswoman Paula Ledwith said she knows the new interactive piano will be popular in the Capital District.

She says the interactive piano is a welcome addition, but that Clark will continue to sell and service the finest acoustic pianos as they have for more than 100 years in their showroom in Latham.

Clark Music has a long history in this area and is upstate New York's largest piano dealership.

Customers include the Saratoga Performing Arts Center, Tanglewood, the University at Albany, Skidmore, RPI and The College of Saint Rose, area orchestras, musical organizations, and thousands of individuals.

Ledwith said many people don't know that pianos can be very affordable.

Clark Music offers flexible payment plans. Clark also has a rent-to-own plan so that after six months the customer has the option of purchasing any piano in the store.

Ledwith says a piano should be thought of as an investment and that a quality new piano will serve a family for up to 50 years.

In addition to being the only dealership in this area to offer the Van Koevering interactive piano, Clark Music also represents the two best names in console pianos, Steinway and Baldwin.

Clark is one of only a handful of dealerships in the U.S. to be awarded both lines.



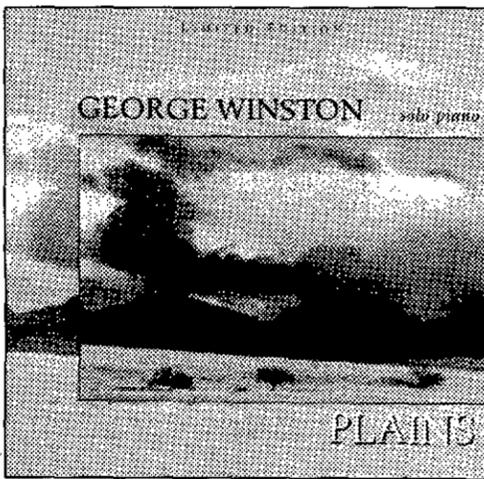
In addition to selling pianos, Clark Music offers other services including, piano tuning and maintenance, rebuilding, piano moving, piano lessons, teacher referrals and master classes and workshops.

For information on the interactive piano, visit the Clark Music Van Koevering Interactive Piano Center in Crossgates Mall or the Clark Music showroom on Troy-Schenectady Road in Latham, or call 785-8577.

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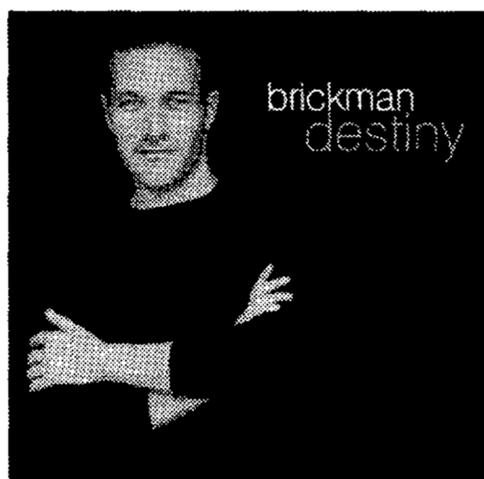
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Jim Brickman



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Delmar Health and Fitness marks 15 years

Fifteen years ago Mike Mashuta opened his doors to offer the community a new health club in Delmar.

Delmar Health and Fitness is now two-and-a-half times larger and boasts state-of-the-art equipment.

The club is now in a brand-new building on Hudson Avenue with nearly 11,000 square feet of space.

The new facility is bright with large windows and southern exposure.

The building is airy and allows for great air quality exchange. Delmar Health and Fitness offers taekwondo and kick-boxing and one of its big draws remains the step class.

The health club blends strength training with aerobics, step, group sculpting and cardio karate.

Additionally Delmar Health and Fitness offers golf, including indoor hitting and lessons with golf pro Frank Mellet.

Also Dick Bogden, a world-renowned club-fitting expert, has set up shop and will be available for club fitting and equipment testing.

After 15 years, the club remains a favorite with Capital District residents because it has been able to attract the top instructors in the area for its aerobics programs.

This winter, the club is offering instructional boxing with heavy bags speed bags, jump rope routines and combination boxing.

And lastly for parents who want more than just babysitting for their youngsters, Delmar Health and Fitness offers an enriching alternative.

Instructor Carol Butler has developed a successful musical program for toddlers.

The club is located at 28 Hudson Ave. For information, call 439-1200.

Amish furniture inspires trend at Country Outlet

BY KATHERINE MCCARTHY

When customers first remarked on an old cabinet used as a display case at Encore Quality consignment in Delanson, now called Country Outlet, it gave Kevin Soucy the idea that has become the backbone of his business.

"When this was only a consignment shop," Soucy said, "my wife and mother-in-law put switchplates in the old gun cabinet my father-in-law had made. So many people asked if it was for sale, that it lit a spark in me. I said, imagine if we could get more things like this."

Soucy thought of the Amish population, and headed for Pennsylvania, where he started heading down side roads, and asking a lot of questions. The result is Country Outlet's first floor full of Amish furniture, crafts and gifts.

"I'm in my second year of being Sherlock Holmes," Soucy said, "and investigating all the possibilities."

Soucy is pleased with what he and his wife, Brenda, have created so far at Country Outlet. "What we have is unique," he said. "Nobody has what we do. I believe I'm a pioneer, and I want to continue to bring unique products up from Pennsylvania."

Soucy figured he's taken more than 20 trips to Amish communities in Pennsylvania and Ohio. "The first trip was just exploratory," he said, "but it turned out to be wonderful. Once I got to know a few of the Amish families, it became a domino effect, and now I'm able to be more picky about the furniture we sell."

The furniture at Country Outlet, Soucy said, is usually made of finished or unfinished pine, and they are beginning to introduce a whole different line of oak.

Some of the pieces are corner hutches, double hutches, curio cabinets, and vegetable bins, and Soucy said you can immediately tell the difference between his furniture and that sold in big furniture stores.

"It's handcrafted, and well-made," Soucy said. "When you pick it up, you know it's a piece of furniture. It's solid wood throughout."

Country Outlet still carries consigned clothes for women and children. "That's been open for four years," Soucy said.



The clothes are upstairs in the gabled barn that houses Country Outlet.

"There's nothing stained, ripped, or with broken zippers," Soucy said. Consignors to Country Outlet receive 50 percent of the selling price of the clothing; 60 percent if they spend it in the store.

Consignors should call for an appointment, and the clothes need to be ready to go on the shelf or already be on hangers.

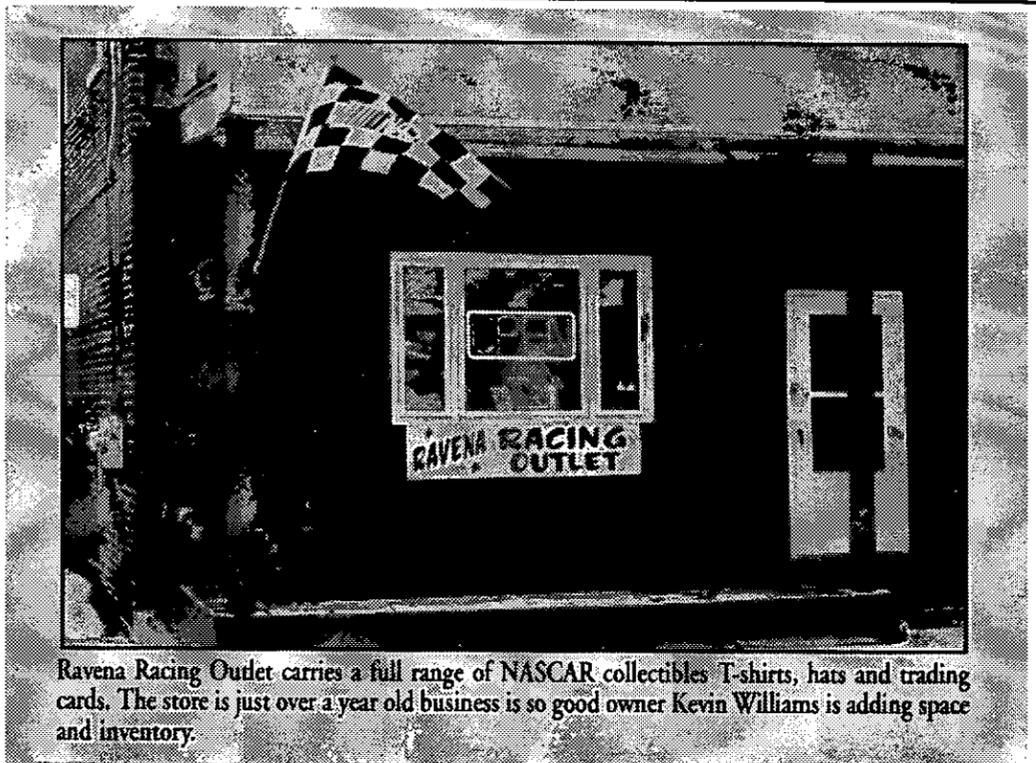
Country Outlet is currently contracting with catalogues and department stores to buy out clothes that they've termed "obsolete," which often means there's unseen damage to the clothing, or the store is getting ready to discard items.

"The clothes are not outdated," Soucy said, "but the prices are quite low." Soucy is also trying to get local crafters to sell their goods at Country Outlet.

"We scout out local craft fairs and attend the gift shows in Pennsylvania, New York and Boston," Soucy said, emphasizing his desire to keep prices reasonable. "We want to bring in things that are unique, but the price has to be right."

Soucy said they hope to expand their present location in the near future.

Country Outlet is located at 10057 Western Turnpike in Delanson, and is open Tuesday through Thursday from 10 - 5; Friday 10 - 7, and Saturday and Sunday from 10 - 4.



Ravena Racing Outlet carries a full range of NASCAR collectibles T-shirts, hats and trading cards. The store is just over a year old business is so good owner Kevin Williams is adding space and inventory.

Mailboxes Etc. offers a variety of services

BY JENNIFER B. MILLER

Located on Delaware Avenue across from Delaware Plaza in Elmsere, Mailboxes Etc. serves everyone from the small business owner to the average resident.

Mailboxes owner Richard Schaefer and his wife Marcia purchased the store in 1996. Schaefer said he bought the franchise because he liked the concept of a business helping other businesses.

And that's just what they do. Known primarily for packing, shipping and copy services, Mailboxes also offers computer time rental, document scanning,

Internet time and e-mail. Schaefer said the business also has the opportunity to be creative.

"Someone like an artist can come in and use our color copy machine to make Christmas cards," he said.

Although the prices for shipping tend to be a little higher than they would be for someone simply going to the post office or to UPS, Schaefer said that's because the customer is buying a service.

"You have the option of all three shipping methods when you come to us," he said. "And we're the expert so we can tell you the best way to ship something." Schaefer added that Mailboxes takes full responsibility for any complications and

does all the legwork if there happens to be a problem with a shipped item — something which saves the customer a lot of time.

"We hope there's never a problem, but if there is you're glad you came to us," he said. Schaefer said they have been successful because of all the community support.

He said a fire in 1997 damaged the store and Schaefer said without the support of the community they wouldn't have come back as strong as they did.

In 1999, their store had the highest franchise sales in the Capital District and was also very high on the list for regional sales.

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Joy riding



Bill Weisheit and his 20 month old son Eric show off a Simplicity tractor at their Glenmont store. Weisheit also sells lawnmowers and what everyone needs this year snowblowers. Jim Franco

Crisafulli Brothers remains family business

BY LEIGH G. KIRTLEY

When a customer calls, they'll always get a Crisafulli on the phone," said Andrea Crisafulli Russo, part owner and operations manager for Crisafulli Brothers Plumbing and Heating Contractors.

Russo's grandfather, Carmelo Crisafulli, founded the plumbing and heating business out of his home in 1939.

Since then, the business has expanded its services to include air conditioning, and they now have more than 70 employees and a fleet of vehicles serving the greater Capital District.

Successive generations of Crisafulli's have stepped in to run the business and carry on Carmelo's dedication to personalized customer service. Russo is just one of several third generation Crisafulli's to inherit the business and, she added, there are plenty of great-grandchildren to carry on the tradition.



"Without them, we're not going anywhere," she said.

Part of Crisafulli Brothers' growth can be attributed to last year's merger with Merit-M&B Plumbing.

The merger reunited Joe Crisafulli, Russo's brother, with the family business after six years on his own.

While the idea of a family-run business may seem old-fashioned, Crisafulli Brothers is proud to offer personalized service in an era when the trend is for smaller companies to be bought out by conglomerates.

However, when it comes to technology, Crisafulli Brothers is anything but old-fashioned.

They outfit their fleet of service vehicles with state-of-the-art supplies and equipment to ensure that customers get prompt, expert service.

The company recently increased the size of their warehouse by six thousand square feet so customers would not have to wait for parts.

"We're very well stocked," Russo said.

To keep staff current with new technology, Crisafulli Brothers maintains a training trust. This ensures that funds are always available for training.

For example, employees attend bimonthly training direct from the manufacturers.

Whether they are servicing an older home or a new home, customers can feel confident that a contractor from Crisafulli Brothers is well-trained and knowledgeable.

"We also train employees in whatever they are interested in," Russo said. Russo also said that they strive for same day or nearly same day service. Their trucks are radio-dispatched giving them a 90 percent success rate for same day service.

Crisafulli Brothers offers more than service, repair and regular maintenance.

They also offer new installation and can help you update your current heating, cooling and plumbing system. One call can address all these needs for your home.

"It's nice for customers to have one supplier for everything. We can keep all those records for you," Russo said.

For information on heating, cooling or plumbing for your home, call Crisafulli Brothers at 449-1782.

A Crisafulli will answer the phone and be happy to help.

Sherrie Jones' Cleaning Service offers busy homeowners relief

BY HEATHER BROCKBANK

For all of those mothers who rush through their morning routine, wishing they had the extra help to wash the sticky floor or scrub the kitchen sink, Sherrie Jones' Cleaning Service can offer just that and more.

With her 15-step cleaning process, Sherrie Jones and her crew have pleased customers throughout the Capital District by providing thorough cleanings of the home or office.

"We're always called 'fast and efficient' when we leave," said Jones.

"(Our customers) can tell it's clean just by the smell when they walk in. It smells clean."

Jones' services are particularly helpful to the elderly, working families with kids at home or those just coping with a busy lifestyle. A good house-cleaning, Jones says, can give individuals time to focus upon other things.

"If they don't have housework, it gives them plenty of time to organize their home," Jones said. "Nowadays with kids and homework and other demands upon time it's unbelievable!"

Sherrie Jones' Cleaning Service crew will load the dishwasher, change the

sheets, remove cobwebs, vacuum, dust, clean appliances, clean countertops, wash and polish cabinets, clean bathroom fixtures, wash and wax floors, clean patio and entry doors, and remove the trash. They also provide other services.

"We have a 15-step cleaning process, but that's not all we do," said Jones. "We are a heavy-cleaning service—no doubt about it." Jones said they use scrub brushes rather than sponges to clean the bathrooms. She said not only are they non-abrasive, but they keep mildew from building up.

All of the cleaning supplies that Jones uses she supplies herself. But even

her careful selection of cleaning chemicals, Jones said, does not account for her success.

"The trick to it is elbow grease," she said. "There is no chemical that makes this job any easier."

Jones describes her job as doing "aerobics all day long." Not only does her job offer "health" benefits, she also enjoys the immediate pay-back for a job well done when customers see their clean home with appreciation.

"We're very appreciated by our customers. We all work hard to do a good job," she said.

Five years ago, Jones began her cleaning service from her home. Now her business has grown to include six employees whose services cover a large area throughout the Capital District. She recently opened her services to include the Delmar area.

For the typical two to four bedroom home, Jones' prices range from \$85-115 plus tax. Free estimates are available. For information, call 732-2612 or 732-0278.

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CINNAMON SQUARES	Lb.	\$3.49
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Ethnic cuisine



Farmer Boy Diner owner Mike Eurpidou poses inside his Central Avenue Colonie establishment. Farmer Boy Diner caters to multi-cultural cuisine of traditional American, Greek and Italian foods. — Jim Franco

Play it Again Sports trades on its success

BY NOAH FEIT

The world of business, like sports, is filled with winners and losers. In no business field is this comparison truer than in retail. Competition runs high in the world of retail, particularly in the sporting goods sector.

While there is a wide variety of local sporting goods stores for a consumer to choose from, no one venue offers as much, in a unique way as Play It Again Sports.

Located at 952 Troy-Schenectady Road in Latham, Play It Again Sports (PIAS) is on top of the standings among local sporting good stores.

Owned by area resident Dottie Vonk, PIAS offers consumers a whole new ball game when it comes to sporting goods. Since opening three years ago, PIAS has drastically altered area merchandising.

What separates PIAS from the pack isn't just its major league quality, expansive selection, or its friendly atmosphere. PIAS is unique in that it truly offers the consumer an opportunity to play it again. Proving it's multi-dimensional, PIAS not only sells sporting goods, but it also buys, trades and consigns them.

PIAS gives everyday people the chance to pretend that they are George Steinbrenner. At PIAS, people can trade their own equipment, like general managers do players. Outgrown, unused and unwanted sporting good equipment no longer needs to inhabit the back of your closet or collect dust in your attic. Like that overpriced outfielder, PIAS offers the opportunity to get rid of unwanted merchandise.

PIAS works in three distinct ways. Used sporting goods can be swapped for cash, traded for an upgrade in equipment, or consignment in store credit. With this surplus of used merchandise, PIAS sells top of the line brand new sporting goods in addition to the used paraphernalia.

In addition to the ability to swap

goods, PIAS is equipped with state-of-the-art technology to repair and service any sports equipment that is in need of repair or tuning.

Another special quality about PIAS that makes it different from other sporting good stores is that it is a locally owned and operated facility.

A former state employee, Vonk bought a franchise from the nationwide chain of more than 800 stores three years ago. It is no coincidence that there is a family feel to PIAS since it is a family operated outlet.

"I had seen one on a vacation and thought that it was a neat idea," Vonk

said. "We have a mom and pop feel."

PIAS has even more to offer in its specialized fields of hockey, skiing, snowboarding, golf, lacrosse, soccer, inline skating and general exercise equipment since a store wide expansion last March.

Now PIAS offers more new and used inventory.

Not only does PIAS offer a much-needed service, it is also affiliated with a number of area schools and youth programs, providing equipment for underprivileged children.

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Many advantages offered by using vinyl for decks

BY ANN TREADWAY

Lynn and Vicki Munger own and operate Vinyl Deck and Dock Distributors on North Broadway in Schenectady and they really believe in their product. Lynn can reel off lots of reasons he believes vinyl decks are superior to wooden decks, but he emphasizes one in particular, safety.

Wooden decks and docks are usually made with pressure treated lumber, he said and the treatment used is copper chromium arsenic.

That is a scary word and Lynn says rightfully so because the toxicity doesn't wear away completely and like lead paint can be dangerous to young children who might ingest the flakes.

Areas such as the Adirondacks and the state of Connecticut and other areas near waterways are starting to ban the use of this lumber treatment, he said.

He started his company four years ago to sell Dream Deck and Dream Railing products made of vinyl by Thermal Industries in Pittsburgh.

The Schenectady business does not install decks or docks but instead sells the materials to do-it-yourselfers. They are also able to recommend local contractors that can build them to specification, or convert old wooden decks to the safer product.

Lynn says there are other advantages of vinyl decks.

They are maintenance-free and come with a lifetime guarantee, Lynn said.

Wooden decks require cleaning, sealing, and painting at least every few years, he pointed out.

So while vinyl deck may cost 30 to 40 percent more than a wooden one initially, all those ongoing costs and the time they take are eliminated.



Lynn said their local vinyl deck business attracted a lot of traffic at the Home Show in Albany in early February, where they had three booths and gave away a lot of samples as in past years.

Every year, new features are added to the vinyl products that they sell, he said.

For example the railings now come in three shades, white, beige, and gray, and there is now even a glass railing available.

As an indication of his products' growing popularity, Lynn said that when he first started

selling them four years ago, one contractor he supplied made the vinyl decks out of a total of 60.

Last year, that same contractor also made 60 decks this time though half were vinyl.

For information about Vinyl Deck and Dock Distributors access their Website at www.vinyldeck.com.

It contains descriptions, photos, and recommended contractors.

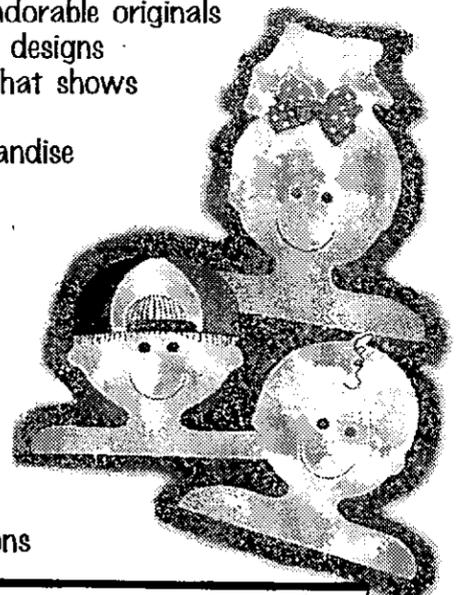
Vinyl decks are maintenance-free and come with a lifetime guarantee.
Lynn Munger

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Sweet treat



Peanut Principle's Kathryn Casimeris (right) stands with candy maker Shannon Vincent at the store on Route 9 in Latham. The Peanut Principle opened in November 1988 as a retirement project and has turned into a thriving, friendly business. Jim Franco

Kugler's Red Barn sells quality furniture

BY JENNIFER ARSENAULT

Family owned and operated for more than 20 years, Kugler's Red Barn has been helping Capital District residents fill their homes with high quality, well-crafted furniture.

"We're still small and family-owned and we carry top-of-the-line furniture," said Scott Henderson, manager and son of the store owners.

"A lot of the stuff we have you just don't see everywhere," he added.

The store celebrated its 22nd anniversary in September. Kugler's Red Barn sells Shaker style and country primitive style furniture for every room of the house, from occasional furniture to entertainment centers.

"We've stuck with the country look while other stores have gone with trends," Henderson said.

The store's stock is supplied mainly by other small family-owned businesses, like upholstery from the 101-year-old New York based Hallagan Co., or dining room furniture from 105-year-old S. Bent and Bros.

The store proudly features a new line of mattresses from the family owned Kingsdown company. Kingsdown is a 95-year-old North Carolina company, and the largest independent bedding manufacturer in the United States.

They have six manufacturing and distribution facilities across the country and international distribution to more than 17 countries in Asia, the Middle East, Canada, South America and Australia.

Kingsdown products are handcrafted and go through rigorous check systems before they reach the consumer.

The Flexatron cushioning used in their mattresses is produced from only man-made fibers and baked in ovens at 350 degrees to be allergy-free, mildew-resistant and odorless.

Kingsdown's full-coil box springs are designed to contour to the body's curves

and create orthopedic support and better sleep.

The Kingsdown company recently opened a 10,000-square-foot research center to help identify the scientific elements of sleep system ergonomics.

Information about their products is available through the company's Website, www.kingsdown.com, or at Kugler's Red Barn.

"They are a step above, and offer more mattress for your money" Henderson said.

He noted that because the company has no franchise fees, the cost to the customer is reduced by 30 to 40 percent over some bigger mattress companies.

Kingsdown sleep systems and other home furnishings are available for purchase at Kugler's Red Barn, 425 Consaul Road in Colonie.

Air-Tite gives homeowners' needs priority

At Air-Tite, they say they are not in the business of selling windows, siding and doors, but are instead in the business of helping the customers buy. Air-Tite Windows, Siding & Doors has the region's largest variety of custom products on display at its store at 1529 Central Ave., Colonie.

They pride themselves on service, greeting customers and then guiding them through the store and giving them all the information they need to make an educated decision on windows, siding and doors for their homes.

Whether a customer needs one window or a whole house-full, Air-Tite has a wide selection of the newest and best products from all the top

manufacturers.

If you are unsure about mixing and matching, Air-Tite can help you by showing you product lines materials and designs that go together.

After the customer is greeted at the store, Air-Tite staff will measure what they need to measure and figure out with the customer's input exactly what the best choices are for each customer.

Air-Tite can show customers how to make the most of their budget and they offer a payment plan with creative financing opportunities.

In addition to the product, Air-Tite also is proud of its labor. They stand behind everything they sell, backing all their manufacturers' product warranties.

Air-Tite has a full-time service department to respond to any situation and they have developed time proven ways to solve things quickly and efficiently.

Air-Tite representatives say the policy is one that helps in the long run.

They say they know that window, siding and door projects are usually done one at a time over many years.

Air-Tite representatives say they hope to serve current and future needs of their customers. In fact, they want their customers to be happy members of what they call an ever growing Air-Tite family.

As they say at Air-Tite Windows, Siding and Doors, you are going to see a big difference.

SuperValu Foods celebrates five years of customer service

BY KATHERINE MCCARTHY

Shortly after SuperValu Foods opened in Voorheesville five years ago, owner Elaine Nichols began hearing people say that they took a little longer with their shopping because they were meeting so many of their friends and neighbors in the village's only supermarket.

Today, SuperValu Foods has become an even more important part of the community. "Our niche is that we're here in Voorheesville, filling the need of a supermarket and different kinds of services," Nichols said.

In addition to filling the larder, there's a long list of things you can accomplish while you're grocery shopping at SuperValu. "We provide photocopying, faxing and UPS service," Nichols said. "We provide dry cleaning, and we sell stamps, money orders, gift certificates, and lottery tickets. We also do catering."

SuperValu has been so successful in its first five years that it is in the midst of an expansion. "We broke ground last November," Nichols said, "and plan to have our 7,000 square foot addition finished by September." That will bring SuperValu's total space to 27,000 square feet.



The main occupant of the addition will be a pharmacy, the first one in Voorheesville in four years. "We're also going to have a bigger seafood department," Nichols said. "Right now, our deli, bakery and catering area are all in one place, and we'll be able to expand those into separate areas."

Nichols had high praise for their employees. "We have a nice management team," Nichols said, "who run the deli, the bakery, the produce section, and the front end of the store. Some of them have been with us since we opened."



SuperValu employs between 85 and 95 people, and one of the benefits it provides for their employees is a scholarship program for student associates. "We bank a certain amount of money, based on the hours a student works, and it accumulates interest," Nichols explained. SuperValu is very involved in the Voorheesville community.

During last year's Centennial Celebration, SuperValu sponsored the fireworks, and ran the concession stand in the park. SuperValu also helps out with fund-raisers that different community groups.

In turn, Nichols feels that the community supports SuperValu. "We're still an independent store," Nichols said, "which is hard in the world of chain stores. But we have a very supportive community. They take care of us, and we take care of them."

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Air Products provides more than bottled gases

Air Products and Chemicals Inc. was founded in 1940 in Detroit, Mich., on the strength of a simple, but then revolutionary idea: the on-site concept of producing and selling industrial gases, primarily oxygen.

At the time, most oxygen was sold as a highly compressed gas product in cylinders that weighed five times more than the gas itself. Air Products proposed building oxygen gas generating facilities adjacent to large volume users, thereby reducing distribution costs.

The concept of piping the gas directly from the generator to the point

of use proved sound and technically solvable.

From a company with a single product line and first year sales of \$8,300, Air Products has become a major international supplier of a broad range of industrial gases and related equipment and services, and selected chemicals. The company has annual sales of \$5 billion and 17,000 employees around the globe.

Through subsidiaries and a growing number of international joint ventures, Air Products has operations in more than 30 countries and exports to 100 others. Air Products employs 85 people at its two industrial gas production and

distribution facilities in New York's Capital District, Glenmont and Latham.

Air Products is one of the world's largest industrial gas producers, supplying a broad range of industrial gases chiefly oxygen, nitrogen, argon, hydrogen and helium and related equipment for its production, distribution and use to 100,000 customers throughout the world. These gases are used in most industries, including food and metal processing, semiconductor manufacturing, medicine, aerospace and chemical production.

For information about Air Products visit the company's Web site at www.airproducts.com.

M&P Floor Sanding takes pride in a job well done

BY MEL HYMAN

When Michael Willwerth was 12 years old he was doing some of the same things he does today — sanding floors.

He used to accompany his father on weekends to the homes of people who wanted their hardwood floors refinished.

Now, at age of 47, he spends less time stripping, sanding and buffing and more time giving estimates, scheduling jobs and doing the book work.

Things have changed quite a bit since 1978 when Willwerth started M&P Floor Sanding with his brother Phillip. The machines are more sophisticated and efficient, and Phil is no longer with the company. Although four new employees are on board to handle the growing workload.

Actually, floor refinishing goes back even further in Willwerth's past.

"My grandfather did floors when he was in New York City," he recalled. "Then he came up to this area and gave it up."

Willwerth has been working for Owens-Corning Fiberglass Corp. in Selkirk for just about the same amount of time as he's had his floor sanding business — 23 years.

He manages to juggle his two jobs by working a three-day on, three-day off shift at Owens Corning. On his three days off, he runs M&P.

Besides installing, sanding and refinishing, Willwerth also works with customers on custom designing the type of floor they'd like to see.

That includes decorative inlays, borders and medallions.



Custom designs are more common in the larger cities and on the West Coast, he says, but every now and then there are requests from people in the Albany area.

There is one main thing that separates M&P from the rest of the pack, according to Willwerth.

"Workmanship. We take the extra time to do the job right the first time."

And for the growing number of people unhappy with the use of chemicals in their homes, Willwerth says he tries to steer clear of chemically based finishes when he can.

"We try to use nontoxic, water-based finishes instead of polyurethane," he said. "It's more environmental friendly, and there's less smell and problems with cleanup."

For information, call 439-5283.

BUSINESSES

from page 1

the Audubon Society sanctuary and many weekends and evenings were donated to refurbish Albany's Mercy House for abused women and children.

Nearby Selkirk Cogen also reaches out to the community by hosting dozens of plant tours a year for school groups and industry organizations.

"We just can't not be a good neighbor," said Cogen spokeswoman Lorraine Smith. "It's not only a benefit to the community but to our employees as well; and that keeps us in business."

It isn't just large industries either. Local auto-repair shops and dealerships are realizing new ways to stand out among the competition by offering beneficial services to customers.

John Quirk who owns Bethlehem Auto Service has begun offering classes on service and car repair specifically for women. The classes go over the basics in auto repair and teach women how to ask the right questions. Best of all, the classes are free.

This is the third of three supplements designed to highlight the growth and progress of area businesses and show how community development and being a good neighbor can be of great importance to a business, no matter what the size or product.

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Crafty business



Diane and Tom Barber, owners of Closet Crafters show off their wares. Closet Crafters/Albany Shower Doors is a family business. It has become the largest most diversified closet company in the Capital District. In addition to closets the store has a selection of custom glass shower/tub doors. **Jim Franco**

U.S. Budokai Karate kicks into high gear

BY LEIGH G. KIRTLEY

For 21 years, the U.S. Budokai Karate Headquarters in Albany has been offering martial arts instruction to students of all ages in the Capital District. Shihan, or Master, William J. Reid opened the headquarters in 1979.

"It's an art, a beautiful balance of mental and physical," said Jan Raeder, business manager and third degree black belt. Raeder also instructs at the Albany dojo, or training hall. Like Raeder, all instructors for U.S. Budokai Karate are third degree black belts and are certified to train.

U.S. Budokai starts with beginners and progresses though to black belt and also to competition. The school does not emphasize competition, but offers it as something optional.

"We're really about education and bettering people," Raeder said. Physical fitness is only one of the benefits from participating in their programs. Karate demands patience, concentration and discipline. Participants' mental fitness improves along with their strength and flexibility.

"It's a different kind of physical activity and good for stress relief," Raeder said.



Because you have to focus on what you are doing, Raeder said you tend to forget all the things you need to do or should have done.

"It's like taking a one-hour vacation," she said. "Using a stationary bike or treadmill is good physical exercise, but you can still think about all your problems."

Along with traditional karate, U.S. Budokai Karate also teaches kickboxing, or cardio-karate, which has become increasingly popular at aerobic centers.

"It's a frightening trend because not all the instructors out there know the proper mechanics of kicking," Raeder said.

All trainers and instructors at U.S. Budokai are martial artists and understand the proper mechanics to put the body in a safe position for doing the kicks.

Instructors take the time with each student to make sure they are doing each move correctly to lessen injuries.

"We adjust the class level to the students," Raeder said.

While adults can benefit from physical fitness and stress relief, children can also take advantage of the extensive children's program.

Raeder said that the program's focus is not just on kicking and punching, they also stress basic manners, something that seems to be missing in all our lives.

In addition, instructors help their young students with commitments and making their lives better.

They often ask students to bring in their grade reports and ask them to sign commitments to improving themselves and their lives.

"We're a life skills organization," she said.

U.S. Budokai Karate also holds classes at dojos in West Sand Lake, Delmar and in Clifton Park which is run by Reid's partner, Shihan Russ Jarem. For information on children's, adult's or cardio-karate programs call 458-2018.

It's a different kind of physical activity and good for stress relief. It's like taking a one-hour vacation.

Jan Raeder

The Eddy senior housing moves ahead in Niskayuna

After five years of planning, The Eddy, a not-for-profit network of services for senior adults, began construction on its third retirement living campus in the Capital District, Glen Eddy.

Glen Eddy is being built in Niskayuna between Consaul Road and St. David's Lane.

The Eddy is a member of Northeast Health, a regional network of health care and community services providers also comprised of Samaritan and Albany Memorial Hospitals.

Together, members of Northeast Health provide a comprehensive network of health care for people in the 15-county area of upstate New York. The Eddy tradition of caring for seniors began in 1928 when Elizabeth Hart Shields Eddy established a 19-bed nursing home for

women in Troy. Today, The Eddy has two retirement communities in operation and two under development. At Glen Eddy, adults 62 years and older will have the luxury of living independently in a full-service retirement complex and can transition to assistive living as their health needs change without having to leave the community.

Retirees will have their choice of 102 one and two bedroom apartments and two bedroom cottages with attached, single car garages. For adults needing assistance, The Terrace at Glen Eddy will offer 42 assistive living apartments attached to the main independent living building.

"We are so excited. We already have deposits in hand for nearly one hundred of the independent living units," said Scott Flagel, vice president of senior housing for Northeast Health.

Residents will have access to several community amenities like a fitness center, library and auditorium for meetings, cultural events or guest speakers. The fitness center will include an indoor pool, unique to the Niskayuna community.

Residents will have their choice of a restaurant-style dining room or the Grille Room restaurant. Glen Eddy will also offer private dining.

In the communications center residents will have post office boxes and there will be a barbershop and beauty salon on the premises. A hobby shop, putting green and art studio will also be part of the retirement community. "We are promoting a lifestyle. Residents will be completely independent but have the security of assistive living on the same campus," Flagel said. Besides the many

features mentioned, Glen Eddy will also provide residents with many services to make their lives comfortable and secure, including 24-hour professionally staffed security and an emergency call system. Additionally Glen Eddy will provide professionally maintained landscaping and snow removal. A social director and resident services coordinator will help residents access healthcare human services and professional needs. And lastly, a move in coordinator will also be available to help residents with a variety of needs, from selecting a realtor to decorating tips. Glen Eddy is scheduled to open in the fall of 2001.

For information on Glen Eddy or retirement living visit Northeast Health's Website, www.NortheastHealth.com, or call 393-4333.

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Business booming at Professional Auto Solutions in Slingerlands

BY ANN TREADWAY

Business has been great," Miriam Fiato said recently about Professional Auto Solutions, the automotive sales and service business she and her husband, Brian Lainhart, operate in Slingerlands.

So good, in fact, that the couple has recently bought a nearby building, and will be moving soon to 2064 New Scotland Road. For the past six years, they have welcomed customers to 1990 New Scotland Road. When they move they will be adding pet supplies and U-Haul services to their offering.

Why pet supplies? Miriam explains that she raises labs, a family sideline, with a lot of help from her two daughters, who are 13 and 9.



"We often brought the girls to work with us when they were younger, she said. So adding the pet supplies seemed a good way to keep them involved in the family business.

U-Haul services will be added as a convenience for local residents, she said.

Professional Auto Solutions has made its name locally for specializing in imported cars. Brian is a master technician with more than 25 years experience.

He certified by the National Institute for Automotive Service Excellence, and has also had specialized training at a Honda school.

"You name it, he knows all the imports," Miriam said of her husband's ability to diagnose and repair foreign-made cars, in addition to U.S. manufactured models.

All season tires are fine for Florida maybe, but not for this kind of weather
Miriam Fiato

Brian is also an expert at servicing boats, motor homes and trailers, she added.

The Lainhart family moved last August to New Scotland, near their new business site, from Altamont.

The children now attend Voorheesville schools. Miriam also attended Voorheesville schools while growing up locally and Brian is originally from Guilderland.

Most of his ability with cars he learned on his own, Miriam says about Brian, although he has had formal schooling at different

Miriam doesn't claim to have a lot of automotive expertise herself, although she is qualified to perform New York State inspections.

She is also a staunch believer in snow tires, "for those of us who live in the Northeast," she said.

"All season tires are fine for Florida maybe," she said with a laugh, "but not for this kind of weather."

She also handles all the paperwork for Professional Auto Solutions, which usually keeps her very busy.

February is traditionally their slowest time of year, Miriam said, so she and her husband hope to find enough time to get their new building ready to open in March.

times to keep up with all the advances in car manufacturing and operation.

Latham Circle Pontiac GMC offers new improved attitude

BY JENNIFER ARSENAULT

"Get Real is our motto," said General Manager Tony Mangino of Latham Circle Pontiac GMC. "We show you a real price and don't play the traditional pricing games like other dealerships."

Latham Circle Pontiac GMC is the newest car dealership in the Capital District.

The former Smith Pontiac dealership has new owners, new management, and a new attitude.

"We're all new and we're doing things a lot differently" stressed Mangino.

The all-new redesigned Bonneville, and Sierra, Yukon and Yukon Excel GMC trucks are now available for purchase at the dealership.

"We offer real prices as opposed to the window sticker, real value, real service, and the driving excitement of a Pontiac," Mangino said "Come in and take a test drive".

The dealership offers a customer friendly approach to selling all cars and trucks designed to make car buying an enjoyable experience.

"There's no muss, no fuss, no hassle and no haggle," Mangino said.

Now through Feb. 29, Latham Circle Pontiac GMC is offering "no

checkbook required" leasing deal on Grand Prix and Grand Ams.

With a 36 month lease, there is no security deposit, no down payment, and no first month's payment.

They also feature a large stock of previously owned, reconditioned vehicles in all makes and models.

Repair service is also available at the dealership.

Their full service shop is equipped to fix any car.

They also do body work and collision repair. Free estimates are offered on body work.

The dealership works directly with insurance companies for collision repairs. Loaner cars are available, and repaired cars are treated to a complimentary car wash. Extended service hours are 6:30 am to 7 pm Monday through Thursday, 6:30 am to 6 pm on Friday, and 8 am to 2 pm on Saturday.

Latham Circle Pontiac GMC is on Route 9, just off Northway Exit 7.

"We're very centrally located, less than 10 minutes away from Albany, Schenectady, Troy and Clifton Park," Mangino noted.

The dealership will be featured in the Great American International Auto Show at Albany in the Pepsi Arena on Feb. 25 to 27.

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MSRP	\$20,470	2000 CHRYSLER CIRRUS Lxi
Marshall's Price	\$18,849	
Less Rebate	-\$1,250	
	\$17,599	
Less College Grad	-\$400	Full power, Leather interior, and MORE! Equipped NOT Stripped. Stk. CR8.
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	2000 CONCORDE	MSRP	\$22,675
	Power Windows, Power Locks, Power Mirrors, Power Driver's Seat, Speed Control, And MUCH MORE!	Marshall's Price	\$20,899
		Less Rebate	-\$1,000
			\$19,899
		Less College Grad	-\$400
		NOW \$19,499*	

*Sales Tax, DMV fees extra. Prices include all rebates and incentives. College graduate rebate to '98, '99, 2000 Graduates if qualified. **Financing of 0.9% is in lieu of rebate financed through Chrysler Financial if credit qualified.

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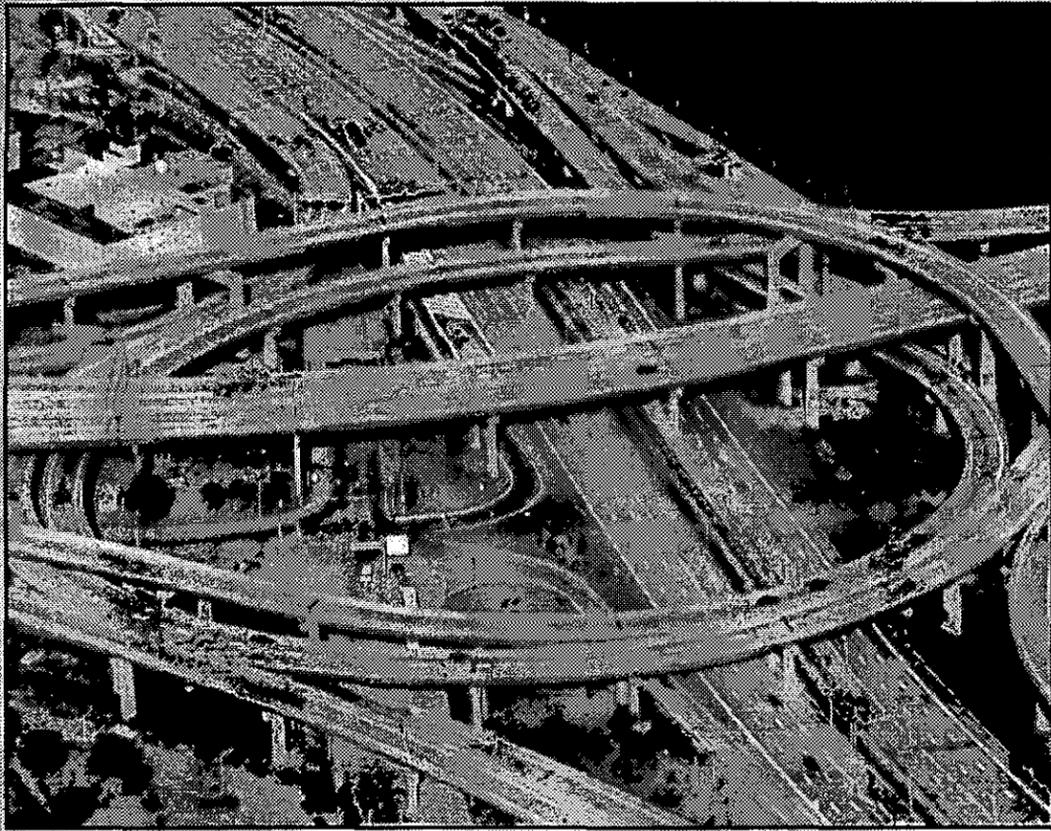
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A view from above



An aerial photo of the I-787 and Empire State Plaza interchange is an example of Paul DeSarbo's custom photography. His business, Prestige Photo in Delmar, offers a full range of photographic services and supplies. Prestige is located at 340 Delaware Ave. and can be reached at 478-7213. Paul DeSarbo

Commitment to customers drives Goldstein Auto Group

Goldstein Auto Group is a new and pre-owned automotive retail, service and body shop business that employs more than 300 Capital District residents.

Anderson said the improvements are the result of relentless attention to the expectations of clients.

Representatives have daily interaction with guests and the public relations office.

The Goldstein group has been in business for 35 years with a history of expansion and anticipates continued growth in the new millennium.

Together, according to Anderson, the sales staff is constantly collecting and evaluating information that helps them better understand and meet the needs and expectations of the clients.

The Goldstein Auto Group represents seven domestic and import brands which include: Subaru, Chrysler, Plymouth and Jeep, as well as Ford, Isuzu and two Buick locations.

The Buick location in Latham is one of only six Buick Flagship stores in the country, and was the first to be built from the ground up.

This is truly a leading-edge facility. Its amenities include a community room designed for civic meetings, a children's entertainment area, refreshment cart and elaborate guest reception and waiting areas.

The Goldstein group has been in business for 35 years with a history of expansion and anticipates continued growth in the new millennium.

In the past year, Goldstein developed and implemented a new sales philosophy called Fast, Fair and Hassle-free in all of its locations.

Anderson says the new philosophy helps The Goldstein Auto Group to create a truly fun and satisfying automotive purchase experience by removing the negotiation process that typically is associated with purchasing a vehicle.

The Goldstein Auto Group owner Alan Goldstein said he feels strongly that everyone should

Corporate sales director Michael A. Anderson says the one word that clearly drives their business attitude is differentiation.

receive a highly competitive and fair price up-front the first time he or she visits any of his dealerships.

The Goldstein Auto Group, he said, is driven to set the new automotive retail standard through continuously evolving process improvements.

According to Goldstein, this creates the fair and hassle free aspects of the philosophy.

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Marshall's Garage in Ravenna makes service commitment to customers

BY STEPHANE BABCOCK

Since 1932, Marshall's Garage on Route 9W in Ravenna has been servicing the Capital District's automobiles with care and precision, and they promise to continue to do that well into the new millennium.



"The customer comes first here," said Craig Albano, vice-president of Marshall's Garage.

"Keeping them our No. 1 priority is what has allowed us to grow through most of the 20th century. The fact that we are locally owned and operated is important to many customers," he said.

The business was first opened by two brothers, Claude and Bill Marshall, who have both since passed away.

Marshall's is now run by the son of one of the original owners, Richard Marshall.

"I started as a gas attendant in high school and worked my way through college," Albano said. "I've been with the company for about 27 years."

Albano is not the only long-term employee, by any means.

"The sales department have all been with us for a while," Albano said. "The newest person has been with us for at least five or six years. There is not a high employee turnover."

Marshall's service has been recognized by Chrysler with its Five-Star award for 40 years. There is only one other dealership in

2000 GMC Yukon XL



the entire nation that has won more Five-Star awards.

Marshall's offers complete auto body and mechanical services. State-of-the-art computers are used to match paint colors and to straighten frames.

"We can match any paint code for any make or model," Albano said. "Our frame-straightener handles dimensions for all cars and light duty trucks; it's usually used for severe collisions."

For cars with bent frames, the garage uses a special machine that hydraulically straightens the frame.

"The car is set on a platform and the car's specifications are put into the computer and it hydraulically puts the frame back into place within a thousandth of an inch," Albano said.



Marshall's received a Five-Star service award from Chrysler again this year. Here, from right in the Chrysler showroom, are George Stacey, parts manager, Pam Lent, Five-Star coordinator, Peter Marshall, warranty manager, Jim Carroll, service manager, James Driscoll, general manager, and Jim Youmans, assistant to general manager.

Marshall's also boasts well-skilled and dedicated mechanics and workers.

"The technicians know the products and have all been factory trained," Albano said. "They know the customers and understand their special needs."

Marshall's also sells Chrysler, Plymouth, Jeep, GMC trucks and Subaru.

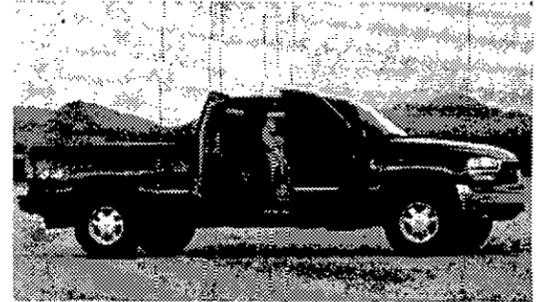
New products at Marshall's this year include the GMC Yukon and Sierra

models, the 2001 Subaru Forester, and the widely anticipated Chrysler PT Cruiser.

Although Marshall's does not usually offer big annual sales, they do try to keep costs down all year long.

"We don't have a typical blowout

sale, but we maintain quality level pricing throughout the year," Albano said.



2000 GMC Sierra 4-door

The customer comes first here. Keeping them our No. 1 priority is what has allowed us to grow through most of the 20th century. The fact that we are locally owned and operated is important to many customers,

Craig Albano

Marshall's staff prepares for redesigned 2001 Forester

Subaru introduced its newly redesigned all-wheel drive 2001 Forester last month and the Marshall's staff will be ready to get it to you.

Available as the well-equipped "L" model and "S" model with enhanced performance and luxury, the 2001 Forester introduces new styling, safety technology and functional features.

Reflecting its appeal as a distinct cut above "mini utes," the 2001 Subaru Forester gets a more sophisticated appearance. A new chrome grill features a body-color frame, and new multireflector headlights blend more smoothly into the design.

The front bumper is also new, and features textured gray finish on the Forester L model. On the Forester S, the

bumper finish matches the new titanium pearl lower side cladding and larger, body-color foldable sideview mirrors. In



the rear, new taillights with multireflector, clear-lens backup and directional lights distinguish the new Forester. Both models include a new digital ambient temperature gauge and a digital trip meter. The Forester S adds a standard six-disc, in-dash CD changer and new-design five-spoke 16-inch alloy wheels.

A new premium package option for the Forester S includes monochromatic body styling, front seat side-impact air bags, retuned suspension, a large power moonroof and exclusive-design 16-inch alloy wheels with gold-paint accents.



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Orange Motor Company carries on an 80-year-old family tradition

BY JENNIFER ARSENAULT

From the Model T to SUVs, Orange Motor Company has brought Ford cars and trucks to the Capital District for more than 80 years.

Established in 1916 by a Orange County farmer Charles Touhey, Orange Motor Company is one of the largest and



oldest Ford dealers in the Northeast.

Several locations and many years later the company is run by Charles' son, Carl E. Touhey.

"Orange Motors has the reputation of being one of the most progressive

automobile dealerships in the Northeast," said Vice President and General Manager Carl W. Keegan.

"It is the highest-ranked parts and service dealer of the 280 Ford and Lincoln Mercury dealers in the New York district," he said.

A staff of 130 employees sell and service new and used Ford and Mazda cars and trucks from their Albany location.

The dealership occupies two buildings with more than 80,000 square feet on eight and-a-half acres of land.

The company's service department includes a repair department with 100 bays, 51 car and light truck technicians and staff, eight heavy truck representatives, 19 parts representatives,

10 body shop personnel, and a full service body and paint shop.

Approximately 150 to 175 cars are serviced each day.

"Everybody in this dealership is trained for the utmost in customer service. They strive to keep the customer happy," Keegan said.

To that end, Orange Motor Company offers free taxi service to customers, a loaner car program and free oil and a filter with the purchase of a car or truck.

A commercial account sales department and a special finance department are available on site.

Several employees have been with the company for more than forty years.

The average person on the sales staff has more than 12 years of professional sales experience.

Everybody in this dealership is trained for the utmost in customer service.

Carl Keegan

has brought in five to six percent of its current total sales.

"The future of Orange Motor Company is to continue its process of growth and to become a leader in the automobile franchise system in the state of New York," said Keegan.

Orange Motor Company is located at 799 Central Ave. in Albany. The firm's phone number is 489-5501.

Women are special customers at Bethlehem Auto Service

After 20 years in the auto repair business, John Quirk began to see more and more people who were dissatisfied with the repairs and maintenance on the vehicles.

Much of this was due to the

impersonal approach taken by large repair shop, minimally trained technicians and sometimes the lack of automotive knowledge on the part of the consumer.

Because of John's extensive knowledge and training he felt he could offer superb service to the automotive consumer.

Bethlehem Auto Service offers personalized service to every individual who comes through the door. We take the time to answer all questions and explain all the service that is required.

In addition, we offer free classes for women on basic maintenance and

"asking the right questions of the service writers."

Bethlehem Auto Service works on all makes and models for everything from the oil change, tires, anti-lock brakes, computer diagnostics, air conditioning and all GM computer reprogramming.

We offer free classes for women on basic maintenance and asking the right questions of the service writers.

Delmar shops join forces for one-stop auto repair

BY BILL FONDA

Offering one-stop shopping works for department stores, grocery stores and strip malls, so why not for auto repair shops?

Delmar Auto and Radiator and Collision Recovery, both located at 90 Adams St. in Delmar, are applying the concept to their independently owned companies.

"We try to promote both services in both businesses," Collision Recovery owner Christopher Williams said. "We can handle everything."

Collision Recovery's expertise is in autobody and collision repair, as its trained and certified technicians use state-of-the-art equipment and products to restore damaged autos to factory specifications.

Its services include autobody repair and refinish, autobody glass, on-site mechanical repairs, frame and unibody repair, computerized estimates, computerized paint matching to all factory finishes and claims assistance.

All of Collision Recovery's repairs are fully guaranteed, and rental cars are available.

Delmar Auto and Radiator performs all types of car and truck repair, on both domestic or foreign models.

"There isn't anything we don't do," shop owner Doug Shanley said. "Anything a dealer can do, short of selling a new car, we can do."

Shanley said cars today are too complex to just guess what a problem is and "throw parts at it," so his shop

emphasizes diagnostics in an attempt to get the job done right the first time.

"We can do this because of the amount of diagnostic and informational data available to us," he said. "We have a really good success rate of narrowing it down and getting right to it."

In addition, Shanley's employees tries to alert customers of potential problems while conducting routine maintenance, which he said the quick lube places cannot do.

The two businesses have been working together for five years, ever since Williams moved into Shanley's building.

"We just got together, and we seemed to get along," Williams said.

Shanley and his brother-in-law each used to run specialty shops in the building, but Williams proved to be the perfect partner when he decided to take a more generalized approach.

"He and I have the same business values in terms of how we treat our customers," Shanley said. "We both offer the best possible services, and we both take care of our customers."

Delmar Auto and Radiator is open weekdays from 7:30 a.m. to 5:30 p.m., while Collision Recovery is open weekdays from 8 a.m. to 5 p.m. and Saturdays by appointment.

For information, call Delmar Auto and Radiator at 439-0311 and Collision Recovery at 439-2574. Collision Recovery also has a Web site, www.collisionrecovery.com.

We both offer the best possible services and take care of our customers.

Doug Shanley

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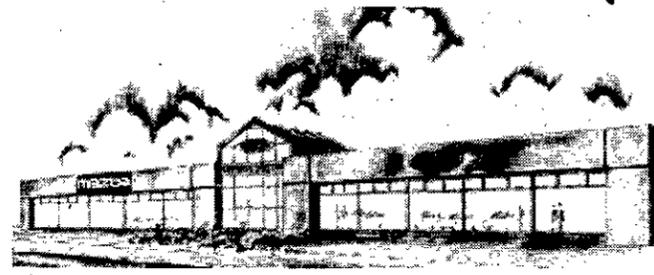


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GE Plastics in Selkirk is vital contributor to local community

If the commitment and drive of GE Plastics employees in Selkirk is any indication, it is no wonder GE was recently named Fortune magazine's Most Admired Company in America for the third year in a row.

Locally the Selkirk plant, which employs almost 600, had a record-breaking year in 1999 for production and realized double-digit growth.

Poised for the same in 2000, there are plans for new jobs to be added, particularly due to continued growth in services, new products and ventures and expanding e-business opportunities.

The employees are not only the foundation for the Selkirk site's plastic

business success, but also provide a tremendous amount of support and involvement in the community.

GE Plastics employees in Selkirk give to the community in many ways throughout the year.



This year they have pledged \$654,000 to the Good Neighbor Fund and local United Way organizations, but

financial support is only the beginning.

In 1999, for example, GE Plastics people spent thousands of hours painting a barn and cleaning trails for the Audobon Society sanctuary and many weekends and evenings were given up to refurbish Albany's Mercy House for abused women and children.

Many special projects such as the Athens Playground are being planned for the coming year, as well as annual events like Earth Day, Community EMS Day, Walk for the Cure of Juvenile Diabetes, National Chemistry Day Science Fair at the Egg, Special Olympics and numerous food and book drives.

Employees also support many local

schools by providing tours, mentoring, job shadowing, guest speakers and special programs through the Capital District Business and Education Partnerships.

From food pantries for needy families to education, safety and the environment, the people of GE Plastics Selkirk continue to reach out to the community in special ways.

There are two GE Plastics operations based out of Selkirk. The Noryl resin business manufactures Noryl-brand plastics (usually in pellet form) for sale into markets such as automotive, telecommunications, electrical/electronic and housewares.

Noryl plastic can be seen, for example, on the Volkswagen Beetle and

Saturn automobiles, and is used to make such products as the Motorola Startech phone, Teledyne showerhead and Chinex microwaveable plates.

The second business, Specialty Products and Services, provides custom-engineered plastics and small quantity plastic orders, as well as a web-based "Colorxpress" color matching service unrivaled in the industry.

The GE Plastics Selkirk plant also has the distinction of having GE chairman and CEO Jack Welch as one of its first engineers and, later, plant managers.

Today, thanks to the dedicated employees, the history of excellence continues.

Reely good view



More than 65 years ago, Hannay Reels began building high-quality industrial hose and cable reels at its facility in Westerlo. The family-owned company is now the largest manufacturer of reels worldwide. Since its inception, Hannay Reels has designed and manufactured custom products for common uses like propane and fuel delivery, fire and rescue work and lawn care.

LOCAL MANUFACTURER CONTINUES TO GROW

Hannay Reels, Inc., started in 1933, is a third and fourth generation family business. The well-kept plant, located in the hilltown community of Westerlo, is the largest manufacturer of high-quality industrial hose and cable reels worldwide. Since its inception, Hannay Reels has built reels through mass customization for some very unusual applications, but also the more common ones of propane and fuel delivery, fire and rescue work, and lawn care.

Today's Hannay Team continues to practice the principles and work ethic established by its founder, Clifford Hannay, 67 years ago.



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Selkirk Cogen stresses safety, community service and environment

BY JOSEPH A. PHILLIPS

Selkirk Cogen, a PG&E Generating subsidiary, celebrated the fifth anniversary this past year of the opening of its 345-megawatt, natural gas-fueled cogeneration facility in the GE Plastics industrial campus just off Route 32 in the town of Bethlehem.

At the Selkirk plant, 70 million cubic feet of natural gas a day is burned to drive power-generating turbines, and the thermal energy lost by the turbines is recovered in the form of process steam for use by GE Plastics. Cogeneration technology is among the cleanest and

most efficient of energy sources.

With the expansion in its capacity, Selkirk Cogen is now able to supply



electricity to Niagara Mohawk and to GE Plastics among others.

While their chief product, energy enough to power as many as 375,000 homes, may not be immediately visible to

the plant's neighbors, Selkirk Cogen is proud of its visibility as a neighbor — as a strong contributor to the local economy, a safe place to work, and an asset to its home community.

And not merely in terms of tax revenue either, although at about \$3 million a year in town and school district taxes, that's nothing to sneeze at. During the plant's construction, more than 700 construction jobs were created and more than \$450 million invested in building the facility, including more than \$90 million in local equipment purchases.

Selkirk Cogen is also a good neighbor in terms of its contributions to community activities. These include support for Bethlehem's volunteer

ambulance service and for the Five Rivers Environmental Education Center. Selkirk Cogen also participates in community activities like Feestelijk, and supports scholarships at local high schools.

Selkirk Cogen's community involvement earned it a Family Friendly Business Award in 1998 from the Capital District Parenting Education Network.

The plant's 42 permanent employees are also encouraged to volunteer their time to local community activities and to be generous personal donors as well. Selkirk Cogen has a corporate matching program for employee donations through the United Way.

And there are unseen ways that Selkirk Cogen acts as a good neighbor. The Cogen plant continues its historic commitment to energy efficiency, operating about 50 percent greater efficiency than most steam generating plants.

"We're absolutely part of the environmental solution for today," said Lorraine Smith, the firm's community relations director. "We use the cleanest fuel possible and we're continually

updating our environmental standards."

Emissions from the plant's cooling and ventilation towers are continuously monitored.

"Our plant not only meets government air quality standards, it far exceeds them," Smith said.

In constructing the plant, acres of wetlands were preserved and even created to provide a home for more than 50 different varieties of plant and animal life.

Cogen is also proud of an enviable record of on-the-job safety. "Safety is an attitude," Smith said.

Dating back to the opening of the Phase I plant in 1972, Selkirk Cogen has never lost a single hour of worker time to on-the-job injury, a remarkable record that has won the plant Star status, the highest ranking, from the Occupational Safety and Health Administration's Voluntary Protection Program.

Selkirk Cogen hosts dozens of plant tours a year for school groups, industry associations, and organizations like Washington's Clean Air Center.

"We just can't not be a good neighbor," Smith said. "It's not only a benefit to the community but to our employees as well, and that keeps us in business."

Blue Circle cements its place in industrial history books

In 1962, the Atlantic Cement Company finished construction on a cement manufacturing plant in Ravena.

At that time, it was the largest cement plant ever constructed at one time and one of the most technologically advanced in the world.

The vast deposits of the raw materials, limestone, shale and clay were discovered by the earliest settlers and have been used to produce cement, bricks and building stone for the expanding population centers of the Northeast. Traditionally, cement plants were designed to serve a market that could be reached economically by rail or truck, about 250 miles from a cement plant.

The largest cement plants produced about 500,000 tons of cement a year, just enough to serve customers within their reach.

The Ravena plant established a

new tradition in the manufacture and distribution of cement. It was designed to sell its cement to customers from Maine to Florida and had an annual cement production capacity of 1,500,000 tons a year to those customers. Atlantic Cement built a unique network of coastal distribution plants strategically located to serve major eastern construction markets.

To move that cement from the Ravena plant to the coastal distribution plants, Atlantic built a fleet of giant ocean-going barges. Cement is loaded into the barges at the Ravena port on the Hudson River and tugged to one of the company's distribution plants on the East Coast. The cement is then pumped into the distribution plants from the barges and it is distributed to local customers by truck, rail or in boats.

This pioneering concept of mass production and distribution of cement soon became a new tradition in the cement industry.

In 1985, Atlantic Cement was purchased by Blue Circle Cement, a worldwide cement producer headquartered in the United Kingdom. The relationship between the Ravena plant and Blue Circle has been mutually beneficial. The Ravena plant with its extensive distribution system gave Blue Circle access to the vast market stretching from Boston to Washington, D.C.

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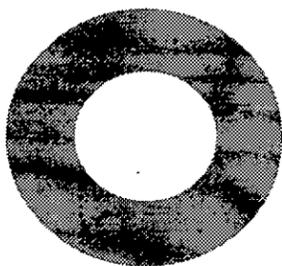
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The New York State Fair adds new features for the new century

BY JEAN RYAN

The first New York State Fair was held in Syracuse in 1841 when the New York State Society for the Promotion of Agriculture, Arts and Manufacturers petitioned the Legislature for permission to hold an annual fair to bring farmers together to share ideas and compete with each other.



Fifty years later, James E. Geddes and a group of prominent Syracuse residents bought 100 acres of land in Solway to be donated to the society as a permanent home for the state fair. While the fair had been held in various locations across the state, the most successful were the ones held in Syracuse.

Today's fairgrounds comprise 375 acres, 107 structures and 21 permanent buildings valued at \$115 million.

The fairs that followed have continued this pattern of success with the last fair of the century, the 1999 New York State Fair, blowing all previous attendance records out of the water with a whopping high of 959,408, which exceeded the prior record by 77,329.

But Fair Director Peter Cappuccilli is not one to rest on his laurels. Cappuccilli and his team start planning for the next fair the week after the fair ends. They review all the suggestions and comments from fairgoers and to see how they can incorporate these ideas into ways to make the next fair even better.

"It's the people's fair," Cappuccilli said. "Our primary focus is customer service and satisfaction."

Cappuccilli said he tries to write back to each person who took the time to leave a comment or suggestion.

Forms for comments are available in the guest relation booths at the fair. Cappuccilli said he acts on all suggestions unless to do so would result in public safety issues or significant financial hardship for the fair administration.

This concern for the care and comfort of fairgoers, prompted the "May I Help You?" buttons worn by fair employees and an employee handbook which reminds workers that a smile and a friendly face mean as much to fairgoers as anything they see at the fair. Cappuccilli's enthusiasm for his job and for the state fair is tangible.

But he is quick to point out the key to a successful fair is the team effort that goes into it. He credits the support of not only his deputy director and staff, but also the support of Gov. George Pataki and state Agriculture and Markets Commissioner Nathan Rodgers and their staffs with the fair's resounding success.

Customer service, the "red carpet" treatment and a clean and accessible fair are the benchmarks the team is aiming for.

"We need people to clean the rest rooms, as much as we need to create innovative attractions," he said.

The first New York State Fair of the millennium — slated for Aug. 24 to Sept. 4, 2000 — will offer fairgoers "More to Explore" and will feature a Disney-like cineplex movie and slide presentation highlighting the state's tourist attractions and vacation spots. With Eastman-Kodak as a corporate sponsor, the exhibit will showcase the state's 11 tourism regions in what Cappuccilli promises will be "a

spectacular presentation."

Two years ago, the fair started offering a feature attraction with the baseball Hall of Fame and last year's NASA exhibit with space shuttle Cmdr. Eileen Collins. Cappuccilli said he can't confirm any of the special guests at this point, but he expects that elected officials from around the state will tour the site on a daily basis.

Pataki will officially preside over the opening of the feature attraction. Last year, Good Morning America hosted a show from the State Fair and Cappuccilli said it is possible national celebrities also will come.

But every year, Cappuccilli says, the No. 1 attraction is the livestock and agriculture exhibit. True to its origins, the fair's priority is to promote New York's agricultural successes and treasures.

The dairy cattle building boasts an entry of 33,000 cows and the Department of Agriculture and Markets "Pride of New York" food store exhibit was an enormous success, he said.

A 122,000-square-foot dairy cattle building, now the Agway Exhibit Center, was heated and renovated for \$750,000



Gov. George Pataki cuts the ceremonial ribbon at last year's New York State Fair. This year, fair organizers have added many new features and attractions.

as part of a \$1.5 million two-phase project to meet the needs of dairy exhibitors and off-season users.

A new horse show venue in the stable area, which will include a concession area, warm-up ring, show ring and bleacher seating is nearing completion and four major buildings

have been re-roofed.

Museum-style lighting has been installed in the Agriculture/Carriage Museum and new display cases have been constructed for the wildlife art exhibit.

Future improvement plans include

a working sugar shanty to showcase the work of the state's maple sugar producers and a proposed veterinary surgical theater complex for use during the fair and possibly year-round.

Cappuccilli said the renovations were necessary for the Expo Center to continue to grow.

He noted that the fair had been forced to turn shows away before the renovations.

The fair has increased its revenue by \$1 million a year for the past four years, Cappuccilli said, with revenue going up from \$8.5 million in 1995 to more than \$12 million last year.

"We have been fortunate to build upon the foundation laid before us," Cappuccilli said.

The goal is to relieve the taxpayers from the burden of operating costs, he said.

Picnic tables are being added at a rate of 200 per year — there are now between 800 and 1,000 tables for people to relax and rest in shaded areas.

More rest rooms also have been added.

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Thrifty shoppers find gems at three area consignment shops

BY KATHERINE MCCARTHY

They're not thrift shops, but thrifty shoppers love the three consignment shops doing a great business in Bethlehem and New Scotland. In and Out the Window, Past Perfect, and Something Olde, Something New each has its own niche to fill, and all of them make sure the quality of merchandise is top drawer.

Drawers themselves are the specialty at Something Olde, Something New, located in Stonewell Plaza at the intersection of routes 85 and 85A in New Scotland, which carries furniture and fine collectibles in addition to clothing.

"We had some small collectibles and one or two pieces of furniture when we first opened," co-owner Julie Hilland said. "The clothing went well, but those items sold better than we'd expected, and when the space became available to expand, we started taking more pieces." She and Karen Frisch have run Something Olde Something New for the past two-and-a-half years.

Clothing and furniture are accepted by appointment only, and Something Olde Something New generally keeps clothing for 60 days and furniture for somewhat longer. After that, they will return them to the consignor, or donate them to local charities. Consignors

receive 40 to 50 percent of the selling price.

"We decide the selling price based on the current market," Hilland said. "We belong to the consignment network, and talk with other consignment shops about prices. We also consult the consignor, particularly on furniture items."

Something Olde Something New is open Tuesday through Saturday, 10 a.m. to 5 p.m., and Thursdays 10 a.m. to 7 p.m. Their phone number is 475-0663.

"We want to be an outlet for recycling your good stuff," Hilland said. "Something old to you is new to somebody else."

With consignment shops In and Out the Window and Past Perfect located there 266 Delaware Ave. in Delmar is a convenient place to shop.

Lillian Downes opened Past Perfect two-and-a-half years ago, specializing in upscale women's clothing. Clothes at Past Perfect range from casual to formal wear, but Downes insists on quality.

"I'm looking for designer labels, for clothes that are lightly worn," Downes

said. "Lots of times women move to the south, and don't need their winter clothes any more. Or they change size, or careers, and have clothes they don't need anymore. We also have a lot of formal clothes; things that were expensive, you only wore once, and they're too good to give away."

Downes said a lot of people suffer under the misapprehension that consignment shops are thrift shops. "We're not," she said. "This is where you bring things that are good. 1/3 of our clothing are new things. Right now, prom gowns are big. Girls wear them once, and the same is true of mother-of-the-bride dresses. Instead of spending \$300 on a new dress, you could spend \$80 to \$100 here."

In addition to prom dresses, Downes said cruisewear is popular. At this time of year, Downes said she also sells a lot of cruisewear. Recently, she staged a fashion show at Normanside Country Club for the Bethlehem Business and Professional Women's Club.

Downes said she'll also do personal shopping for her customers. "I'll help them pick out a wardrobe for every season, tell them what styles and colors

look good on them, and in the end, they pay a fraction of what they would have for a new wardrobe," she said.

The clothes at Past Perfect come from a lot of different places. "I have consignees from New York, Boston and Connecticut," Downes said. "I also sell a lot of clothing from estates." Consignors' clothes need to be in mint condition, Downes said, and not more than 2 or 3 years old, unless they're classic clothing. Downes does the pricing, and consignors get 40% of the retail price. "On very expensive items, like fur coats or jewelry, I discuss the pricing with the client," she said. Consignors need to make an appointment to sell their clothes.

Downes said the quality of her clothing attracts smart shoppers. "A lot of women could afford to go to other places," she said, "but won't be robbed by high prices. Most of my clients are professional women, and they buy designer clothes and handbags here for a fraction of the cost."

Past Perfect is open Tuesdays, Wednesdays and Fridays from 11 a.m. to 5:30 p.m., Thursdays 11 a.m. to 7 p.m., and Saturday 11 a.m. and 4 p.m. Call 478-9383.

Although In and Out the Window caters to a younger crowd, they're the oldest of the consignment shops. Dierdre Jameson and Anita Stein started their consignment shop for maternity and children's clothing, as well as toys and equipment, in 1993. In 1998, they moved to 266 Delaware Avenue.

"We're able to have more furniture and equipment," Jameson said of the new location, "which is a big plus."

Both Jameson and Stein had shopped in consignment stores in other places they had lived, and after meeting in a Welcome Wagon playgroup, opened their store here.

In addition to sales, the two women provide a number of services to their clients, among them a quarterly newsletter that grew out of the questions mothers frequently asked them. "I've always been a big research person," Jameson, who now counts desktop publishing among her skills, said, "so I love finding out everything about a topic."

Frequently, a guest expert will write on a particular subject, as was the case recently when child psychologist James McGuirk wrote an article about bullies.



Jameson and Stein address more hands-on issues, too, like laundry tips, recipes, and child and parenting books. "We've had a lot of fun doing the newsletter," Jameson said.

As with the other two stores, consignors need to call to make an appointment to sell their clothes at In and Out the Window. Clothes consignors receive 50% of the retail price. For furniture and equipment, In and Out the Window gives the consignors 60% of the selling price. "Furniture needs to be less than 10 years old," Jameson said, "and equipment less than 5. We don't take anything that's been recalled."

In and Out the Window keeps recall information in a series of binders in the store. "We give good customer service," Jameson said.

In and Out the Window is open Tuesday, Wednesday and Friday from 10:30 a.m. to 5:00 p.m., Thursdays 10:30 a.m. to 7:00 p.m., and Saturdays 10:30 a.m. to 3:00 p.m. Call 439-8913.

Wm. Biers at the Port spruces up lawns

BY JENNIFER B. MILLER

If you're looking to spruce up your yard or buy landscaping supplies for your business, a visit to the Port of Albany might just do the trick. Wm. Biers, owned by Theresa and Bill Biers since 1979, sells retail and wholesale landscaping supplies.

Theresa said they plan to add even more to their already expansive list of products this year.

For landscaping supplies, Wm. Biers sells bark mulch, colored mulch, topsoil, garden path and patio stone, and garden boulders.

Equipment for sale includes brush bandit chippers, Carlton stump grinders, Duratech and tub grinders, scat compost turners, tromax trommel screens, New England ropes, weaver saddles, bashlin climbing gaffs, pole saws and pruners.

They also offer grinding and waste removal services including custom grinding, screening, trucking and cleaning; mixed aggregate; wood waste recycling; and tire recycling.

Theresa said what makes Wm. Biers different from just another nursery, is that they take recycled wood and make wood chips.

"We take something old and make a new product from it," she said. "That's unique."

She added that their prices are good and they are competitive.

Theresa said they also grind their own mulch from raw bark and delivery is available from two yards of mulch up to 80 yards.

The business is open year round and information is available by calling 767-2531 or by visiting their Web site at www.wmbiers.com.

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School's Out offers parents an enrichment program for after school care

In her own words School's Out founder Marty DeLaney describes its history and successes.

Early in 1982, after being a stay-at-home Mom for five years, I went back to work part-time and found myself talking to parents at Hamagrael Elementary School about the difficult balancing act of after school care. The names that come to mind right now, Nancy Ray, Bonnie Cohen, Christopher Smith and Pam Siegal, among others, helped me formulate an idea to bring to Principal Joe Schaefer.

If we could find space in the community, the parent group would create an after school care program busing children to a central location for an enrichment program. We all agreed that we wanted it to be what we referred to as the "Helderberg Workshop" of after school care: not a babysitting service, but enrichment, outdoor play and snacks. Our vision is unchanged to this day and I know we became a role model for other towns shaping similar programs.

Right from the start, Joe Schaefer was amazing. He went to bat for us with then Superintendent Lawrence Zinn. Joe suggested we recruit expert volunteers from the community to form a board of directors for personnel issues, insurance, health and safety, activities, policies and procedures. We used to meet in my living room in the evening, with various little ones running underfoot. Many in the group were flying by the seat of their

pants; we had a vision, but only each other to motivate us to get it going.

Our research into other communities showed no other five-day after school care programs. In fact, the name we chose came from the title of a magazine article "What Happens When School's Out and Nobody's Home?" The whole process took almost a year, and as I think back on it now, it was like having another baby.

Dr. Zinn was not inclined to support the effort at first, thinking that Bethlehem parents had little need for such a program. I remember the edge in his voice whenever he answered my phone calls; he no doubt hoped the stumbling blocks would make us give up and drift away.

I knew that Joe Schaefer would

eventually become a hero, by helping us convince the school board how much need there really was. Most of us were working part-time and getting home anywhere from 20 to 90 minutes after the school bus dropped our children off.

At one especially memorable school board meeting, we were given a list of at least a dozen requirements that had to be met before any further talks could take place.

A big hurdle was the busing situation, as well as how to handle contingency situations. We surprised Dr. Zinn and ourselves when we got it together.

First United Methodist Church was very helpful in getting us started, letting us share space with its Sunday school classes and installing separate phone lines

in the building. Our first director, Terry Pullman, donated much of her time during those early months.



When the program opened in the fall of 1983, there was still doubt in the minds of many bus drivers and school secretaries as to how this would all work out. Moreover, there were no licensing guidelines for after school care in the early 80s so the following years brought much work for board members to get us licensed.

Nevertheless, with luck and hard work, the program began to flourish. As one of the founding parents, I often spoke to groups in other communities—soon we became known as pioneers in the field. By the spring of 1987 we even had a call from producers of "The Phil Donahue Show" who were doing a show about alternatives to "latchkey" care. They had heard about School's Out and I ended up as a member of the panel on his show along with my 8 and 10 year old daughters.

It has been gratifying to watch School's Out grow and add new and exciting services. We envisioned a big program but no one really knew just how big it would be 15 years later.

Marty DeLaney is the president of Bethlehem's Chamber of Commerce.

Pleasant Valley Exquisitum sells affordable luxury gifts

BY ELIZABETH BYRNS

If you are looking for a unique gift for someone, a world-renowned shop in Knox may be just the ticket. Former international banker turned entrepreneur Gudrun Bellerjeau owns and operates the Pleasant Valley Exquisitum.

Within the walls of the converted 220 year-old barn Bellerjeau exhibits and sells among other items one-of-a-kind

art, flatware, tapestries, crystal and sculpture.

Bellerjeau said she gets a variety of well-informed and distinct customers. "In one week we were host to the president of Greenpeace, and the next day an arms negotiator for the White House," she said.

Bellerjeau said she also has a wide variety of china and crystal for the discriminating bride-to-be.

"We do specialize in bridal registries. It is very important to me that they make a choice for life. That is what you buy when you come to my shop. Not things that get discontinued and not things that chip and break," she said.

Bellerjeau has developed a reputation that allows her to trade in the most valuable and sought after items.

"We represent Versace and Armani among others," she said. Another favorite of Bellerjeau is the collection of Rare Reuge music boxes from Switzerland, the oldest music box maker in the world.

Bellerjeau prides herself in selling items not found in catalogs or malls and

says her selection is not the type that ends up in bottom drawer a year later or sold in a spring garage sale.

Bellerjeau also sells her own original artwork. Pieces that she says are not duplicates.

The museum-like atmosphere shouldn't, however, according to Bellerjeau, scare people away. "We have things for as little as \$5, and hundreds of things for under \$50," she said.

Bellerjeau believes that the shopping experience should be enjoyable relaxing and charming.

We have things for as little as \$5 and hundreds of things for under \$50.

Gudrun Bellerjeau

Bellerjeau is offering shopping by appointment. She can be reached at 872-0394.

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Delmar Center for Therapeutic Massage improves total body wellness

Gail A. Wells is the owner of Delmar Center for Therapeutic Massage.

In the following article she discusses the center, its history and current services.

How did the center come to be?

Years ago I began my work doing massage therapy and bodywork in the living room of my apartment. The center now has a staff of six including an esthetician (a licensed skin care specialist). Within a 1,500 square foot office setting, with the ambiance of a country inn, I have beautiful hardwood floors and woodwork, oriental rugs, antiques and Tiffany lamps.

How is the center different from some other facilities?

It feels like home really, but even better than that. Our staff is genuinely warm, friendly, and caring people, and beyond that, perhaps even a bit compassionate. So unlike the sterility and busyness of a doctor's office, or the fluff and buff of one of those flashy day spas, we are uniquely our own. We are intimate quiet, comfortable, and low

key. We treat clients like individual people not dollar signs.

Why do you do the work you do?

You have to love this business to be successful at it, and I think that's fairly apparent to our clients. It is like they become your second family. Our employees want to make a difference and I know that we do too because our clients tell us so. I love doing massages and meeting new people. I particularly enjoy introducing massage to a client who has never experienced any kind of bodywork before. Oftentimes the nervous or skeptical client turns into our most loyal customer usually within the first five minutes.

What kind of people and injuries do you treat?

In the 17 years I have been in business, I have treated literally thousands of people. People with all kinds of ailments from typical back, neck and shoulder pain to arthritic joints, sports injuries and fibromyalgia. I have shared laughter with many, and cried

with a few. Whatever small role I have played in someone's healing, whether physical or emotional, I am happy and indeed honored to have helped.

How has massage therapy changed over the years?

Massage therapy has become rather fashionable, dare I say. But it is a trend that is here to stay. It has evolved as an accepted and respected health care alternative I suppose if Hippocrates used it and prescribed it regularly to his patients to many thousand so years ago, I guess its probably good enough for us.

The list of benefits for massage therapy goes on and on. From improving muscle and skin tone, improving circulation, aches and pains, to

promoting a sense of well-being, creating new found energy, improving mental alertness, to even lifting depression.

What types of therapy and other services do you offer?

We offer many different types of massage in the center including Swedish, deep tissue, sports, aromatherapy, and reflexology massage.

I am also excited to introduce skin care services to the center. I thought it would complement with our massage services. We offer wonderful facials, not only are they pampering and feel good facials they actually improve the quality, texture and appearance of the skin, with regular care. In addition to the massages

and facials we also offer body waxing and make-up application.



Delmar Center for Therapeutic Massage is located at 414 Kenwood Ave. at the Four Corners in Delmar.

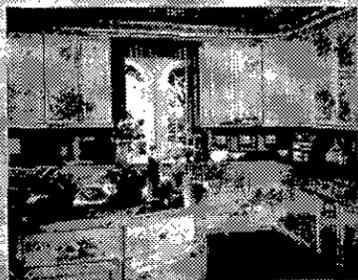
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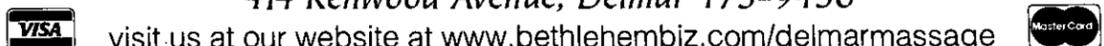


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Albany-Colonie Chamber of Commerce refocuses for the next 100 years

BY PHILIP SCHWARTZ

In its earliest days, the Albany Chamber of Commerce had big plans for the region. Including cleaning up the Albany basin of the Erie Canal or working to improve public transportation.

But now, 100 years after its inception, the chamber has changed along with the times. In fact, it is now the Albany-Colonie Regional Chamber of

Commerce, reconfigured in 1982 when the two branches joined forces after realizing that whole "united we stand" ideology.



And although the chamber has evolved, the core philosophy remains the

same. It is still looking to promote and expand business and industry in the region, the chamber is currently in the depths of its Tech Valley initiative.

According to Steve Janack, chamber spokesman, the Albany-Colonie division is working to educate both the public and business sector about this region's capacity to draw and support technological industries.

"I think that the idea behind Tech Valley is one that high-tech companies

can come here, set up and flourish," Janack said. "It's a great place for companies to come in and grow. We want to find ways to encourage growth in this region. We truly believe that these high tech companies and information system companies are the future."

He added that the initiative is also attempting to let those outside the area know the Capital District can support high tech business with improved infrastructure and qualified employees.

This Tech Valley initiative comes after a five year explosion of technological growth in the Capital District. But this growth did not come accidentally.

"We have the support systems to allow existing business to grow and allow any others who come to grow," said Janack.

Such support systems include the local colleges, which are preparing the next generation of high tech workers.

However, the Tech Valley initiative goes beyond creating an economically prosperous Capital Region; Janack said it is also a means to forge a collective identity.

"The chamber feels so strongly about this Tech Valley initiative," he said. "Having an identity is important. Everybody is looking for that. Tech Valley helps provide an identity for this region."

In order to create this collective identity in order to get this area to be recognized commonly as Tech Valley, the chamber has created New York state

licence plates supporting a Tech Valley logo for area residents.

But the Tech Valley initiative is not the only project going on at the chamber these days. Now celebrating its 100th year, the chamber has a busy schedule of events.

Such events include the CEO Speaker Series, where major corporate CEO's are scheduled to speak to chamber members. In addition, the chamber will honor the region's 100 year old companies along with 100 women of excellence, in keeping with the centennial theme.

The chamber will also celebrate local companies that have recently gone public on the Stock Exchange in a program called "Good News on Wall Street."

All these events will be highlighted by the chamber's annual dinner. This year, as with every year, the chamber expects more than 1000 guests at the outdoors dinner that will take place on the grounds of Christian Brothers Academy.

The Albany-Colonie Regional Chamber of Commerce is the third largest division in New York, with 2,800 members, supporting about 85,000 employees. In August the National Association for Membership Development named Albany-Colonie among the top three divisions in the nation.

"It's a very prestigious thing among the chamber community," Janack said.

The chamber feels so strongly about this Tech Valley initiative. Having an identity is important.
Steve Janack

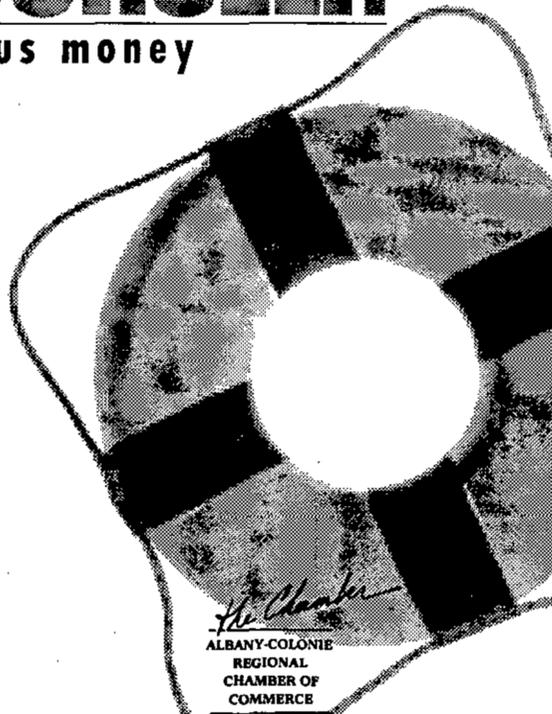
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Union-Schenectady Initiative invests in community rebirth

BY DEV TOBIN

Under the leadership of President Roger Hull, Union College has become intensely involved with its community — the gritty industrial city that once boasted it lit and hauled the world.

Hull is a founder of Schenectady 2000, an effort by civic and business



leaders to re-energize the city's economy. And he has fostered the unique Union-Schenectady (US) Initiative, in which the college has committed \$10 million to revitalizing the residential neighborhood just west of the campus.

Like much of the city, the area bounded by Seward Place, Nott Street, Erie Boulevard and Union Street has seen better days.

So one of the first steps of the initiative was coming up with design standards and paint color schemes that will help preserve the houses' distinctive exteriors, as well as a new streetscape design that will enhance sidewalks, lighting, signage and landscaping.

Fixing up the big Victorian two-families for college housing would be an impressive, though hardly unique, move away from the concept of the private college in town as an ivory tower.

In fact, the college has already

purchased more than three dozen of the 270 houses in the area.

More than 130 students now live in the area.

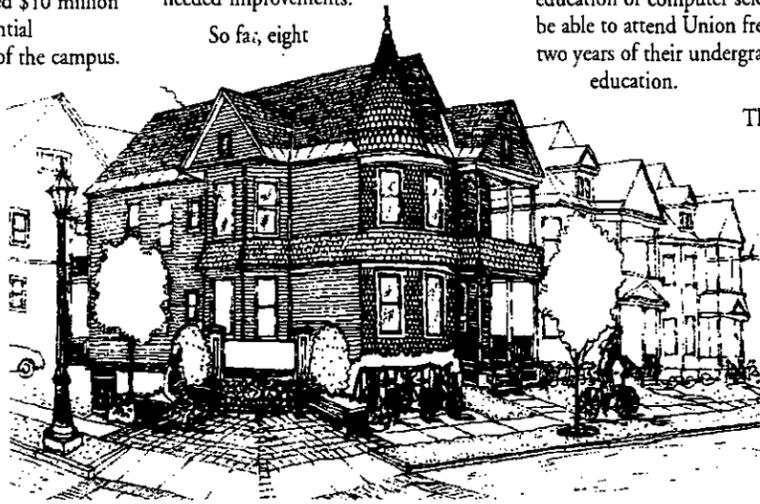
"It's our flagship housing now, rehabbed to the highest standards," said college spokesman William Schwarz.

But the US Initiative goes well beyond that.

Besides "improving housing options for students and faculty," Schwarz said an important aspect of the program is "to have homeowners, rather than absentee landlords, as neighbors."

To that end, Union offers incentives for faculty and staff to buy houses in the targeted area through its Community Mortgage Program, which offers a two percent below market interest rate, no down payment or closing costs and loans available for needed improvements.

So far, eight



employees have taken advantage of the program, Schwarz said.

Non-employees can participate in a special Trustco Bank program that offers a 50 percent discount on bank closing fees

Plus, homeowners who live in the area for five years are eligible for their

children to attend Union tuition-free.

"Union is one of only two colleges in the country to offer this kind of benefit," Schwarz said.

Children of eligible homeowners must meet Union's admissions requirements, but those who don't can attend Schenectady County Community College tuition-free for two years.

If the students achieve a 3.0 average in one of five designated courses of study (humanities and social studies, mathematics, science, teacher education or computer science), they will be able to attend Union free for the last two years of their undergraduate education.

The initiative also include a new community center in the former Alps Grill at the corner of Nott Street and Park Place.

The center will provide

mentoring services for Van Corlaer Elementary School students,

health and wellness programs from staff at St. Clare's and Ellis hospitals and recreation programs for girls from Girls Inc.

The college will also operate a satellite safety and security office on Huron Street, with one college security officer assigned to the area



The community center is named in honor of Ralph and Marjorie Kenney of Delmar, who gave \$1 million to the college last year with the understanding that the money should benefit both the college and the city.

The late Ralph Kenney, a graduate of Scotia High School and Union, was an education professor at SUNY Albany for more than 30 years.

on a regular basis.

The neighborhood will also be home to Union's incubator program, which provides low-cost office space and technical assistance for as many as 15 promising start-up ventures.

"We're looking to address all of the quality of life issues that

make a neighborhood a good one — safety, housing, education, health," Schwarz said.

We are looking to address all of the quality of life issues that make a neighborhood a good one.

William Schwarz

YMCA scholarships make changes in children's lives

BY JOHN F. FLYNN

A youngster who has never seen the lakes, trees or mountains of the Adirondacks is sure to be influenced greatly by the experience.

A sense of discovery that there is more to life than they know so far comes over them, and a new arena of opportunity all of a sudden, seems attainable to the wide-eyed-child.

This is what the Capital District YMCA's Reach Out for Youth campaign is all about, creating opportunities for children who don't otherwise have the financial means.

The 2000 Reach Out For Youth campaign has more than 900 volunteers throughout the community telling this story with a goal of raising \$500,000.

These funds will help 9,100 children gain access to day and resident YMCA camps, child care, memberships, swim lessons, sports leagues, development programs and a host of other YMCA activities offered in your community YMCA.

"The effort is the truest application

of charity that exists," said Ken Colloton, chairman of the Capital District YMCA and a senior vice president at Fleet Bank.

"People help people and every penny raised goes directly toward scholarships so kids can have access to our excellent YMCA facilities and services," Colloton added.

Beth Newlands-Campbell, Reach Out for Youth campaign chairwoman and a vice president of Hannaford Bros., said she has seen firsthand the affect of Reach Out For Youth.

"When I see kids growing and glowing from YMCA camp experience, I am driven to do more," Newlands-campbell said. "When I see our child care programs actually change the lives of young working mothers and their children, I just can't do enough."

Albany YMCA executive director Greg Koubek said of Reach Out For Youth: "We have an insatiable demand to serve kids. Everything we can do to help each child will be done."

The 2000 Reach Out For Youth Campaign runs through March 2.

For information, call 869-3500.

We have an insatiable demand to serve kids.

Greg Koubek

Capital District YMCA 2000 Annual Support Campaign

Reach Out For Youth



Reach Out For Youth is the Capital District YMCA's annual support campaign to raise funds to provide scholarships and financial support for kids and families in your community. Through your donation to Reach Out For Youth, any child or family can afford to participate in vital YMCA programs, throughout the Capital Region at any of our eight branches.



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New library is example of University at Albany's connection with community

BY KATHERINE MCCARTHY

For University at Albany president Karen Hitchcock, balance is the key. Balance between the university and the community, and balance within the disciplines at UAlbany.

Hitchcock points to the new library as an example of the best the university has to offer. "It is the heart and soul of our major initiatives," Hitchcock said of the facility that opened last September.

The new library is the third at

UAlbany, and brings the total number of volumes to more than 1.9 million, which makes it one of the 100 top



university libraries in the country. Part of the library is a half-million volume

science library with electronic portals to networked databases. There are more than 500 study and research stations at the library, with electronic data and computing access, the M.E. Grenander Department of Special Collections and Archives and the Library Preservation and Digital Imaging Laboratory. It is the new home of the University's Center for Excellence in Teaching and Learning, which ensures faculty access to the latest technologies and theories to help students learn.

The library is also an example of

how the university and the community have worked together. The university raised \$3.5 million toward the library, and New York state provided \$26.2 million to construct and equip it. In return, Hitchcock pointed out, the people of New York have a top-notch facility to use.

"The new library supports faculty, graduate students and business partners," Hitchcock said.

"The research conducted here is fundamental to the needs of society," she said. "Our library collections are available to our business partners. We are very thoughtful about how research gets translated to benefit the whole society. In addition to advancing knowledge, we are working with local companies. This new library embodies the issue that the university must be tightly coupled with the region."

Hitchcock pointed out that the University at Albany is a national leader in many areas.

Computerworld ranked the university's management information systems as one of the nation's top 10. US News and World Reports has ranked its criminal justice program as third in the nation, information technology at No. 4, public finance and budget at No. 7, and public administration and policy at No. 11. Clinical psychology, social welfare, sociology, and education all were in the top 50 across the country.

Hitchcock pointed out that the strong humanities program at UAlbany was a major impetus in building the new library.

"We needed the library for the social sciences and humanities as well as the science and technology side," she

said, "because those collections had been growing so fast."

"The university must be balanced," Hitchcock said. "All of our disciplines are growing, and they all continue to have an impact on the community. Take the Writers' Institute, for instance. Its film and speaker series has long been a mainstay of the Capital Region's cultural scene. It was the earliest model of how a university can enrich a region."

Hitchcock said that the University at Albany's combination of academics and its direct application to the community is perhaps its strongest selling point.

"As a major research institution," she said, "we have a great depth of offerings across all our fields. Students have a chance to see how what they're doing relates to the world we live in."

Hitchcock pointed to the strong interaction between the school of education and local school districts and the small business development center, which works with more than 800 local companies, as examples of how students get a chance to apply their knowledge at UAlbany.

"Internships are available at local companies, in the state government, and in journalism," she said. "The University at Albany provides a good education, and a chance for students to test what they've learned."



Janet Kirwood of Whitakers of Albany shows off stairway lifts at its store on Everett Road. Whitakers, the largest stairway lift distributor in the country, sells products for the home or business. Jim Franco

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Women change the face of design at capital design works

BY ELIZABETH BYRNS

Next time you go to the Albany County International Airport take a good look at the floor. If you look closely you will notice a diamond pattern that leads to the doors. That is one of the many projects designed and implemented by partners Mary C Whiteford and Cheryl Lasher. The pair own **capital design works inc.** a New York state and city of Albany Certified Women-owned business on Pine Street in Albany.

The firm, founded in 1993, provides interior design and planning services to the business, educational, health and non-profit organizations in eastern New York state.

Lasher says the firm works on a project basis, taking its time to ensure the client, be it SUNY or Albany County, is given its full attention. According to Lasher the firm with local architects and engineers to provide services that can start with helping an organization determine how much space it needs for its employees, support services, and future growth. They also provide drawings showing the size of rooms, furniture layouts lighting plans and finishes such as carpet wallpaper and paint. Additionally **capital design works inc.** can work with a client by compiling an inventory of the clients existing furnishings and assessing its needs. Lasher says the firm does commercial design that differs from home design in a few ways.

Lasher says because the commercial buildings are used by a large number of people, details regarding color choice, durability and maintenance are important. "The maintenance after installation is more of a concern for these buildings because a lot of these things are done and left alone. You have to plan for the right material to use around elevator buttons or when painting a door. You have to choose an appropriate color so that it doesn't look soiled every time it is touched," she said. In addition to creating a look and designing a project that will last Lasher and Whiteford firmly believe it is important to be a good member of the business community and the

community at large. One recent project that Lasher says emphasizes that is the firm's work on the BIG ice arena in Bethlehem that opened last year. "BIG is not only a commercial establishment but a plus for the community," she said, pointing out its community rooms, exercise rooms for parents and the fact that it offers children something safe and fun to do when school is out.

Junior College of Albany's interior design program. Currently, Whiteford serves as a member of the Fine Arts Program Advisory Committee at Sage Junior College and the company participates in Hudson Valley Community College's Career Access program which helps second career students to develop new skills in computer aided design and re-enter the job market. In addition to the airport and big the firm has worked with a wide variety of satisfied clients including First Albany Corporation, General Electric and Key Bank.

"BIG is something we will always feel good about being a part of," said Lasher.

The two women offer more than just design services to the community. **Capital design works inc.**, is an active participant in Albany-Colonie Chamber of Commerce functions and both women have volunteered their time for Sage

Lasher said each job whether it is as small as designing three elevator cabs for a downtown Albany office building or as large as creating a new look for the Albany International Airport professionally done from start to finish by **capital design works inc.** And she fully expects to be able to drive to the sites she worked on years from now and smile knowing the structures will be standing long after she retires.



Capital design works inc. worked with the Bethlehem Ice Group to develop a welcoming lobby and community room. The women succeeded in making the BIG Arena a recreation and community center rather than just a locker room.

Paul DeSarbo

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BIG is not only is a commercial establishment but a plus for the community.
Cheryl Lasher

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 - **Update 2000 Part 2 - Finance**
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O'Brien & Gere engineers work with the manufacturing industry

BY JANICE MARTIN

O'Brien & Gere, Syracuse-based but with a local office on Walker Way in Colonic, has built a reputation as one of the top engineering/construction firms in the United States.



With an emphasis in the 1970s and 1980s on hazardous waste management, the company name came to be synonymous with environmental remediation.

But the 55-year-old firm's plan to diversify has taken the 900-person family of firms in new directions as well.

This includes environmental management systems (EMS), looking at

an entire manufacturing operation and re-engineering to make it more efficient.

"The whole thrust of the EMS is to look at the environmental aspect of each part of the process," said O'Brien & Gere President Terry Brown.

"This provides a real 'value-added' for the clients there may be a need to invest more along the way, but there is a payback in the long-haul."

O'Brien & Gere has EMS initiatives with industrial and manufacturing entities locally, throughout the United States, and internationally.

With integrated teams representing engineering, scientific study and design, analytical evaluation, manufacturing, construction, and operations, O'Brien & Gere looks at, for example, a manufacturer's packaging, air emissions and use/reuse of process wastewater.

The project team then helps identify modifications or changes which will improve competitiveness and cost-efficiency. There may be opportunities to become more environmentally friendly and, ultimately, emerge with a more positive community and economic profile.



Engineering firm O'Brien & Gere is focusing on environmental management systems. The 55 year old firm continues to move into new directions.

And O'Brien & Gere can guide a company in pursuit of ISO 14,000 certification, an international standard which identifies a company as having the best systems to monitor environmental compliance.

One of the firm's major growth areas is in international markets. Brown points out that the organization's ongoing initiative with an industry in Mexico and a new venture in Puerto Rico are directly beneficial to the home base in upstate New York.

"While we are an exporter of services to industry, this international focus brings work right back here to New York," he said.

The president is looking also at the future vitality of his company and the success of the future generation.

He actively encourages O'Brien & Gere employees to be involved in the community, especially with children.

"We have an initiative with Junior Achievement, and we are involved in 'adopting' an elementary school," Brown said.

"Future employees are typically recruited in college. We should actually start recruiting in elementary school by promoting interest in technical fields," he said. "As a company, it is our obligation to nurture and support young, future employees."

The company is 100 percent employee-owned, which Brown says empowers and motivates each member of the staff.

For information, visit O'Brien & Gere's Web site at www.obg.com or contact the firm at (315) 437-6100.

Northeast Health continues to offer innovative care for generations

Northeast Health, a regional not-for profit network of health care and community services, offers technologically advanced care and the region's most comprehensive continuum of services for all ages in all settings. Formed in 1995 by the restructuring of Samaritan Hospital and The Eddy network of senior services, the network was strengthened with the joining of Albany Memorial Hospital in 1997. Today, Northeast Health is the fourth largest private -sector employer in the Capital District, with 4200 employees.

Northeast Health has introduced many innovations, from acute care to home care to specialty care settings.

Samaritan Hospital in Troy, a member of Northeast Health, was the first in the Capital District to use advanced robotic technology to assist in minimally invasive surgery in the operating room

AESOP 3000 is a computerized, voice controlled robotic system capable of maneuvering in different positions on a surgeon's command.

Northeast Health was the first in the region to offer an award-winning

feature on our Web site in 1998, with on-line photo birth announcements for babies born at Samaritan Hospital's Family Birth Center.

The Heart program, based at Albany Memorial Hospital, was one of only nine programs selected last year by the National Chronic Care Consortium for its "Best Practice Laboratory." The program will participate in a study design to help people with serious and disabling chronic conditions get the right care at the right time, and to help improve health outcomes and the ability of health networks to serve the populations.

Samaritan Hospital was one of only three official off-site partnering agencies and the only one in this area to be selected by the Memorial Sloan-Kettering Cancer Center in New York City to work with the National Cancer Institute. As an outreach partner, Samaritan works with the NCI's Cancer Information Service in cancer outreach efforts across 22 counties in upstate New York.

Those who need durable home medical equipment, medical supplies or respiratory therapy can now get it thanks to a joint initiative launched by Northeast Health and Glens Falls Hospital. Continuous Care of the Capital Region, located at Wolf Road in Colonic, now offers a comprehensive range of durable home medical equipment, such as hospital beds, wheelchairs and walkers; a variety of medical supplies, such as diabetic supplies; and home modification

items such as grab bars, tub seats and hand rails. The location also serves as a distribution center for direct equipment orders that are delivered to clients homes.

Northeast Health offers a continuum of senior services through The Eddy network, which in 1999 launched expanded or developed many programs in need. Eddy services range from independent retirement and assistive living to skilled nursing centers and dementia care.

And because the care that seniors need and deserve can be very different from that of someone in their 20s or 30s The Eddy also offers geriatric rehabilitation, driver assessment, private care management emergency response systems and respite care services to name a few.

For information on Northeast Health call 274-3339.

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Good economy helps fuel Clough, Harbour & Associates growth

Expansion continues for Colonie-based Clough, Harbour & Associates, a 48-year-old multi-discipline engineering consulting firm, fueled particularly by economic growth in upstate New York.

The firm's multi-discipline approach enables Clough, Harbour to better meet the needs of its clients.

Completing a project design in one discipline, such as civil engineering, puts the firm in a better position to be

considered by clients for other types of work, according to representatives.

The firm continues to grow, building up staff and resources by earning clients' trust and loyalty.

Clough, Harbour is firmly rooted as a leader in the multi-disciplined practices of consulting engineering.

The firm's growth is strategic — borrowing lessons learned from the past — and entrepreneurial, moving with flexibility into the future.

Through it all, the firm's focus remains intensively on client satisfaction.



Clough, Harbour has grown nationally beyond its Colonie base.

The firm last year opened its 19th office in Orlando, Fla. Its other offices are in other New York areas, New

England, Pennsylvania, New Jersey, Virginia, Georgia and another in Florida.

CHA operates through four divisions which include 15 service groups:

- Civil engineering and planning division which works in both the private and municipal sectors, handling projects on water and waste-water facilities, site development, storm water, aviation and sports and recreational projects.

- Industrial facilities division whose work includes the industrial systems group — mechanical, electrical and structural engineering — plus the environmental and earth science group for private sector clients.

- Transportation division, which is split into a Northeast Transportation division and a Southeast Transportation division, because of the nature of transportation engineering work that is available.

- Survey and construction inspection division, which has done many state Department of Transportation inspection projects in the area.

The firm was founded in Albany and first became involved in transportation engineering because of its proximity to the headquarters of the state Department of Transportation and the state Thruway Authority.

Computer design firm finds solutions for customers' needs

BY JOSEPH A. PHILLIPS

It came into existence in 1997 as a modest, family-owned-and-operated business — the partnership of two brothers with experience in computers, focusing principally on providing sales, service and support for the computer-challenged home and office.

But much has changed for Solutions By Design of Delmar, particularly in the last year or so.

The business remains headquartered in a low-key suite of offices in the Main Square complex on Delaware Avenue — and will be staying in Delmar for the foreseeable future. But just as the computer industry has undergone rapid change, so has Solutions By Design.

"Three years ago when we started, we were mainly a storefront operation for retail and repair of computers. We didn't do much networking," said co-founder Gary Robbins. "But in the past year-and-a-half, we have gone over to doing networking and other business solutions, and our major thrust now is providing Internet solutions and inter-office network connections for our customers."

And while the company retains most of the home-computer and small-business customers with whom it started in the first place, the customer mix is changing too. "We have customers from Warrensburg and further north all the way to New York City and Pennsylvania. We're more than happy to help you out, whether you have one computer or 300," said Robbins.

They have expanded the number and size of their corporate accounts in the past year. Serving customers is a full-time staff of five and several part-timers — and that will definitely grow this year, Robbins said. The Main Square location is bursting at the seams, and will expand to a second-floor suite of additional offices soon.

"But we've been really selective in our hiring," he says, "making sure everyone we hire fits into our corporate profile and is dedicated to providing the kind of quality service and support our customers have come to expect. We're really still more like a family than a business."

Their biggest customer at present is Telecommunications Analysis Group (TAG), a Delmar neighbor that was recently named to the Inc. Magazine 500 as one of the fastest-growing small businesses in America — for whom Solutions By Design has supplied computers and networking software.

And in the coming year, they are taking aim, says Robbins, at reaching more "small-to-medium businesses, with 5 to 50 employees, who need to stay on top of changing technology to do what they're doing. But frankly, the small

business customers are just as important to us."

To reach its ideal mix of business customers, the owners hope to establish an in-house marketing arm in the coming year.

Solutions By Design is not a retail, off-the-shelf hardware store — although they are a licensed OEM for Microsoft Windows NT and an authorized distributor or reseller for such industry leaders as Okidata, A-Serv and Novell. They continue to custom-build many of their computers with Intel-compatible components, and they provide extensive parts and labor warranty and local support and service.

"Our name, Solutions By Design, means we're not going to just walk in to your place of business and pump out hardware," says Robbins. "We'll design a solution to fit your needs."

"It's nice to go to one place to take care of everything a small to mid-sized office needs," he said, "and that's what we do. You can make one call and we can set up a server, workstations, provide software whatever."

Keeping up-to-date with "whatever" in the computer service and support business is a constant challenge, given the rapid turnover of technology, and the ongoing Internet revolution.

"The biggest thing for us is to stay on top of the new technology as the Internet explosion continues, to maximize our customers' ability to take advantage of it," he said.

Solutions By Design can be reached at 478-0373.



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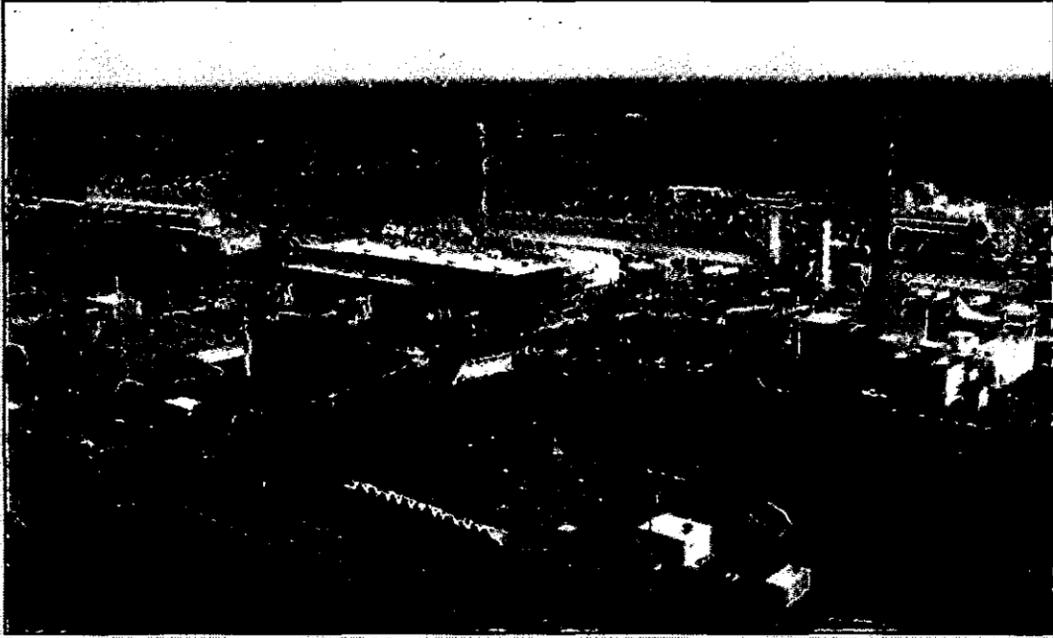
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Good neighbor



Sellkirk Cogen pictured above is a natural gas-fueled co-generation facility in the town of Bethlehem. The plant celebrated its fifth anniversary this past year, marking five years of safety and environmental consciousness.

Syracuse Equipment continues to diversify

BY NEIL K. MACMILLAN

We drive by construction sites every day. Men and women in hard hats build the structures we live and work in. When they need to lift anything, the crane they are using can be leased, rented or bought at Syracuse Equipment Co.



The firm, which is located at 6131 East Taft Road in North Syracuse, has

been providing and servicing lift equipment since 1983.

Syracuse Equipment specializes in lifting and material handling equipment.

Though the firm's focus is on cranes, they sell and service forklifts and sweepers also.

The firm also has facilities in Boston, Mass., Buffalo, Smithfield, R.I., and Myrtle Beach, S.C.

Syracuse Equipment recently opened an enlarged and renovated 70,000-square-foot facility. The building boasts an indoor service bay with a hydronically heated floor.

The spacious bay allows technicians to work on several pieces of equipment simultaneously.

The building also features a fully ventilated welding room, a state-of-the-art paint facility, training room, a newly enlarged parts department with a retail parts counter and even a gym so the employees can stay in shape.

The company's mission is to supply quality lifting equipment.

"We go where the work is. We work with industrial, construction, municipal and military customers," co-founder Larry Lonergan remarked.

"Customer service is the wave of the future. We want to be able to provide the services a customer wants and build a rapport with them," marketing director Audrey Tucker added.

The firm has provided cranes for projects in New York City and New England. One of the newest items in the firm's inventory, the CT 2 manufactured by Compact Truck AG of Germany, is being evaluated by the Navy for possible work on the aircraft carrier U.S.S. Nimitz. The compact truck cranes are designed to be maneuverable in small spaces without sacrificing lifting ability.

Syracuse Equipment is the North American distributor for such specialized cranes.

The firm provides one-stop shopping for its customers.

"We provide and service everything from small industrial cranes to cranes with a 1,000-ton-lifting capacity. We offer various lease, rental and sales options and tailor our sales and service to the customer," Tucker said.

The job is a challenging one for sales representatives and service technicians. The firm has customers who have equipment and facilities all over the nation.

"Everything has to come together for us to be successful," Lonergan commented.

The firm's customers include Niagara Mohawk, the Department of Defense and municipalities across the country. Syracuse Equipment does all the service work for Niagara Mohawk.

The employees attend training seminars and in-house classes to keep abreast of the latest developments in lift technology.

Syracuse Equipment will continue to offer a large, diverse selection of lift equipment and servicing to customers well into this new century.

Their new facility is proof that quality and customer service pay dividends to the business that will accept nothing less.

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