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# The Spotlight

Serving the Towns of Bethlehem & New Scotland

Volume XLV No.1 Seventy-five cents

February 13, 2002

## Wood worker



Bethlehem Cub Scout Andrew Wood of Pack 258 learns how to hammer a nail at the annual Cub Scout Jamboree at town hall last Saturday.

## Lobban to leave BCMS at end of school year

*Principal accepts job in Massachusetts*

By RONALD E. CAMPBELL

Bethlehem Central Middle School Principal Stephen Lobban surprised district officials by announcing his intent to leave at the end of this academic year.

He will be returning to his native Massachusetts for the remainder of his career.

Superintendent Les Loomis said, "Stephen will be missed. He had a complete understanding of the middle school environment. When he came to us eight years ago, parents wondered how warm and nurturing the middle school was. He has put that feeling to rest."

This is borne out by the following legend introducing the middle school on the district's Web site, "There are no strangers here, only friends we haven't met."

"Stephen was instrumental in designing the house plan that makes the large middle school feel smaller to the students. In his eight years, he has taken the middle school forward in significant ways. He has never hesitated to introduce innovation when appropriate," Loomis said.

Lobban was equally positive about his tenure at the helm of the middle school.

"It has been quite a ride. One of the things I will take with me is the parent and community support for education, which is extraordinary."

One positive element about his move is he will be in a similar post in Shrewsbury, Mass., where he says the parent-community support for education is strong. The tax base is similar, as well as community concern for social issues.



Stephen Lobban

Before joining the Bethlehem school district, Lobban had been a middle school principal for seven years in East Greenbush and prior to that spent 11 of his 17 years in education in Massachusetts as an elementary school principal.

"Lobban needs more time in the Massachusetts school system to protect his 17 years of service for retirement purposes," said Loomis.

In commenting about the Spotlight Newspaper interview of four BCMS students about coping with the aftermath of Sept. 11, Lobban said some of his students were in the New York Harbor on the replica of Henry Hudson's Half Moon that day. They and one of his teachers were eyewitnesses to the whole episode of two planes crashing into the World Trade Center and the two buildings eventual collapse.

□ LOBBAN/page 28

## Area native on Olympics 'skeleton' crew

By JOSEPH A. PHILLIPS

Oh, the unfairness of it all: 9-year-old Derek DeWitt flies to Park City, Utah, this week to watch his big brother Lincoln compete in the 2002 Winter Olympics — but since it's mid-winter break at Hamagrael Elementary, the third-grader doesn't even get time off from school.

Not that Derek lacks for bragging rights among his peers. "It's really cool," he said, "cause nobody's ever heard of it." Until, that is, a national sports publication featured 34-year-old Lincoln — one of three Americans contending for medals in the sledding discipline known as skeleton — in a collection of

athletic trading cards published in the magazine.

"The other kids were all like, wow, 'SI For Kids' has your brother on the same page as Shaquille O'Neal!" said Derek. "It's really cool."

*It's really cool.*

This weekend, with his dad, Larry, and a family delegation, bound for the really cool confines of Park City, Derek carries with him the good wishes of Lincoln's newfound rooters in his class at Hamagrael.

"They're all like, 'Wow, say hi to Lincoln for me!'" said Derek.

Next Wednesday, as skeleton competition gets under way, Derek, his dad, uncles and cousins, and his grandpa, Robert, will be literally shouting distance from the start, Derek probably clad in a shirt Lincoln has worn in competition.

"Derek's got all the paraphernalia," said Larry.

"We bring all bells and stuff, and we yell a lot right before the start," said Derek. Standing on a mountainside in the midst of a parka-clad crowd, screaming your head off, "It's kinda ... well, it

Derek DeWitt

seems like..." he said. "Well, it's sorta just like being at the sledding hill. Except it's longer, and a lot slipperier."

Unlike luge, that funky, feet-first, lying-on-your-back Olympic sledding staple, skeleton is a lot more like piloting a good-old all-American Flexible Flyer: Head first, belly down, running start, just like Derek and his pals on the hillside near the volleyball courts at Elm Avenue Park.

□ SKELETON/page 12

## Scherer to step down from BC board

By RONALD E. CAMPBELL

At last week's school board meeting, Happy Scherer, board member since 1992, announced she will not seek a new term when her term expires on June 30.

Scherer said, "Change is good, and my children are now all out of the school district. I will make myself available to talk to anyone interested in participation on the board."

Superintendent Les Loomis pointed out he works closely with the board members and knows the commitment of time and talent a

□ BOARD/page 13



## Police arrest one on DWI charge

By JOSEPH A. PHILLIPS

A Delmar resident faces charges of driving while intoxicated (DWI) stemming from an arrest last week — a day after seven similar cases were resolved in Town Court.

Sharon Rita McCarthy, 50, of 46 Elm Ave., was arrested at 1 a.m. on Wednesday, Feb. 6, when officer George Travis stopped her vehicle westbound on Delaware Avenue for repeatedly crossing the center line.

After administering field sobriety tests and a preliminary screening, Travis arrested McCarthy for DWI. She is due in town court on Feb. 20.

Meanwhile, three individuals facing earlier DWI charges pleaded guilty before town justice Frank Milano on Tuesday, Feb. 5 — and four others pleaded to reduced counts of driving while ability impaired (DWAI).

Michael Joseph Coyle, 41, of 1545 New Scotland Road, Slingerlands, also cited for refusal to consent to chemical tests when

arrested on Jan. 6, pleaded guilty to DWI and was fined \$750 and assessed a \$125 state-mandated surcharge. His license was also revoked for six months.

Also pleading guilty to DWI were Wayne Thomas Kleinhans, 41, of 8230 Feura Bush Road, Delmar, arrested Oct. 13, and Howard W. Erickson, 36, of 14 Crestwood Court, Albany, arrested Jan. 25. Both were fined \$500 and a \$125 surcharge, and had their licenses revoked for six months.

Pleading guilty to DWAI were Caroline Marie Sombat, 20, of 1469 New Scotland Ave., Slingerlands, arrested Nov. 11; Christopher Francis Denkers, 18, of 201 Bender Lane, Glenmont, arrested Jan. 13; Drew Joseph Crowley, 26, of 184 Grossbeck Road, Feura Bush, arrested Jan. 18; and Michael M. Menge, 31, of 16 Avenue M, Mechanicville, arrested Jan. 26.

All four were fined \$300 and assessed \$35, and had their licenses suspended for 90 days. All seven DWI and DWAI con-

victions also included mandatory appearance before a victim impact panel and a drinking-driver remediation program.

Milano ordered three felony DWI cases to be transferred to Albany County Court for further prosecution at a later date. They included Ruth Ann Charlesworth, 42, of 10 East Bayberry Road, Glenmont, arrested Oct. 17; Carl Donald Olsen, 47, of 4 Edgewood Drive, Selkirk, arrested Oct. 31; and David F. Nelson, 32, of 10-A Hallwood Road, Delmar, arrested Nov. 4.

## School schedules open house dates

The lower, middle and upper Schools of the Academy of the Holy Names in Albany will hold an Open House for prospective students in prekindergarten through grade eight on Tuesday, Feb. 26 at 7 p.m. in the lower and middle school, and grades nine through 12, on Wednesday, Feb. 27 at 7 p.m. in the upper school.

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

For information, call 438-7895.

## GE optimistic layoffs will be last of 2002

By JOSEPH A. PHILLIPS

Bethlehem's largest business entity, GE Plastics in Selkirk, has announced staff reductions that will shave 36 positions from a payroll that tops 500 at its plant off Creble Road.

The reductions, the first by the Selkirk facility since the mid-1970s, will include 23 voluntary retirements in the coming year. But they also include 13 "involuntary reductions" that took effect last week, according to the facility's global human resources manager, Ed Tetreault.

The cuts are part of an overall cost-reduction initiative under way for more than a year, Tetreault said. Among other things, on-site contractor service has been reduced in recent months.

"We've been cutting spending in a number of areas over the last 18 months," he said. "Cutting staff is a last resort." A general appeal was made to employees last fall encouraging early retirements to minimize the involuntary layoffs, he said.

The cuts, across a broad spectrum of positions but weighted toward production-floor jobs, reflect a sluggish economy, exacerbated by the national trauma of last fall, particularly in the core industries to which GE supplies plastic resins: telecommunications, electrical and business equipment and the automotive industry.

"Our orders are off, and we fully expect 2002 to be as tough a year as 2001 was," said Tetreault. But the current round of reductions are the only ones expected for the coming year. "They actually reflect steps we felt we would be necessary throughout 2002," he said.

Employees facing layoff or early retirement receive what Tetreault characterized as "a full spectrum of GE layoff benefits." These benefits range from outplacement and retraining services to severance pay and the retention of family medical and insurance coverage for up to a year after separation.

"We don't feel good about the fact that we are in this position," Tetreault said. "But we feel a little better that we are able to offer them a softer landing through these outplacement benefits."

Despite a recent upturn in some of the industries GE serves, like the automotive sector, Tetreault said, "I don't have a crystal ball to see where the economy's going to go. It's not clear how permanent these reductions will be. The economy will tell us in the coming year."

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# Planners face crowded agenda

Many large projects due for review

By JOSEPH A. PHILLIPS

The Bethlehem planning board moved last week to tackle a burgeoning backlog, including two business-related applications and several pending residential subdivisions. Looming in the weeks ahead: a review of the Waste Management Inc. (WMI) project in Selkirk, in the face of gathering opposition.

The agenda for the board's Feb. 19 meeting will not be finalized until later this week, but WMI's proposed Regional Operations Center, on an unzoned 144-acre plot on the east side of River Road near Thruway Exit 22, is one possible topic. WMI has yet to submit a formal site plan application for its proposed administrative and fleet-management facility, but recently filed an environmental assessment form (EAF) with the town planning department.

A group of Selkirk residents, BREATH (Bethlehem Residents Environmentally Against Trash Hauling), has organized to monitor the project as it proceeds through the review process.

BREATH representatives met last week with Supervisor Sheila Fuller, seeking input and possibly a public hearing on the proposal. The group plans to meet on Feb. 16, anticipating further planning board action, to prepare a formal response to the EAF, according to BREATH spokesman Dominic Carota.

"We're against the site as it is now proposed," Carota said. "There are many assertions made by WMI that we don't agree with. There are issues of acoustical, visual, odor, glare and other impacts of a project this size that concern us."

His group, he said, hopes to have the project declared a Type I SEQR action by the planning board, thereby opening the way for a full public hearing and environmental impact review.

BREATH is securing an attorney to represent them.

"There are a lot of issues that need to be addressed before Waste Management is invited in as a neighbor," Carota said. "Unfortunately, there is a lot of history of Waste Management not being a good neighbor."

Efforts to reach WMI officials were unsuccessful.

The planning board at its regular meeting on Tuesday, Feb. 5, reviewed eight separate projects.

A public hearing was

conducted on a building project approval for First Columbia Slingerlands, which proposes two new office buildings, totalling 40,000 square feet, overlooking the Normanskill on New Scotland Road.

The project, now designated Slingerlands Crossing on site plan maps, won rezoning approval in December from the town board to add a residential lot to the existing Planned Commercial District No. 6, which encompasses the St. Peter's Medical facility adjacent to the proposed building site. The site plan itself has already undergone extensive review by the planning board, and developer Chris Bette made a brief presentation Tuesday.

But the hearing stretched to almost an hour as Albany residents Mary and Frank Szydlowski, neighbors across the creek on Normanside Drive, appealed to the board to deny the First Columbia application. The developers "have not lived up to the conditions of prior approval" for the medical project, Mary Szydlowski said, specifically in not re-planting the banks of the creek to prevent erosion.

The Szydlowskis said that storm water runoff from the medical facility and its parking lot, combined with that of the adjacent Terramere residential development, were overloading storm drains flowing into the creek.

"The outflow of that storm drain is damaging the Normanskill," she said, silting the stream and making it more flood-prone.

The board closely questioned her contention that flooding on the residential Albany side has at least three times in three years exceeded the supposed 100-year flood stage. The most recent flooding in June 2000, she said, forced her to spend nearly \$13,000 to reinforce the streambank near her home.

She then filed a claim against the town of Bethlehem and unsuccessfully petitioned First Columbia for reimbursement.

"If you're going to approve this, just get some kind of proof of insurance or some kind of proof of bond so we're not left holding the bag like last time," she said. Town planning and engineering staffers are currently investigating Szydlowski's claims, and First Columbia's application will likely be further discussed at the Feb. 19 meeting.

Also likely to be considered is the application of Capital Cities Imported Cars on Route 9W in Glenmont, seeking an addition of nearly 4,000 square feet to provide an expanded service bay — just two years after an expansion of the auto dealership's showrooms. "It's nice to see a

good business in town expanding," said board member Parker Mathusa.

Edward Grennon of Machnick Builders of Green Island, the prospective contractor for the project, said it will require no additional parking. But the board asked for clarification of the addition's dimensions and amendments to the site plan reflecting the likely future blacktopping of an area currently paved with gravel.

Of several residential projects also discussed last week, the largest is Waldenmaier Estates, a 92-lot project at Elsmere Avenue and Feura Bush Road, proposed by Rosen Development.

Lee Rosen, who seeks rezoning to create a planned residential district, expressed concern about the lengthy review process as the board discussed set-back, wetland remediation, grading and storm runoff issues.

Full site plan review remains, but board member Brian Collier sought to expedite the process.

"Can we at least move on the recommendation on rezoning?" he inquired.

But chairman Doug Hasbrouck said a SEQR determination would have to be made in tandem with a rezoning recommendation to the town board. Issues including the project's traffic impacts remain to be resolved before that can occur. The project was tabled.

The board also reviewed resubmitted plans for Meadowbrook Section 3 in Slingerlands by Gladstone Development. The project, which now calls for 50 units on 66 acres overlooking the Normanskill off Blessing Road, has been under review for more than a decade, delayed by issues related to a SEQR review required by the town.

Gladstone withdrew the original proposal and resubmitted it in December to the town board, which referred it to the planning body for review.

Developer Jim Green outlined wetlands mitigation and slope stability issues, plans for storm and sanitary drains, and the possibility of updating traffic impact studies last conducted in 1994. The project was then tabled for further discussion.

The board set two public hearings for Feb. 19, one on a proposed 12-lot Glenmont Woods subdivision on Journey Lane, the other on the single-lot Giaccone subdivision off Westphal Drive. And it approved a proposed facade change for two previously-approved structures in the Hillside Subdivision on Elm Place in North Bethlehem.

The application now faces review by the zoning board of appeals at a Feb. 20 public hearing.

## Can we at least move on the recommendation on rezoning?

Brian Collier

## There's the beef



Don Duncan and Tim Frender grill steaks at the Voorheesville Veterans of Foreign Wars Post last Sunday for their annual steak roast.

Jim Franco

## CDTA to keep No. 18 after public complaints

By JOSEPH A. PHILLIPS

Responding to "customer input," the Capital District Transportation Authority (CDTA) partially reversed a decision to cut back bus service, and announced restoration of several routes — including one serving a residential neighborhood in Delmar, said CDTA spokesman Carm Basile.

Full or partial service will be restored on five of the 23 routes targeted by CDTA in December for cost-cutting reductions scheduled to take effect last week. "No decision is final," said Basile. "We announced these things well in advance (of the termination date) and then we gauged customer input and reaction, and responded to it."

A residential "loop" traversed by the No. 18 Delaware Avenue bus several times a day along Fernbank Avenue, Winne Road and Rowland Avenue was one of the restorations announced last week, as well as full reinstatement of two serving Albany neighborhoods and partial restoration of routes offering mid-day service from Castleton and Nassau to Albany.

The Fernbank route is one of several traversed by the Delaware Avenue bus as it makes its way between Albany and Delmar, terminating at Kenwood Avenue and Grove Street in Slingerlands.

Two of four trips in each direction will now be restored — bound for Albany in the morning, returning in the afternoon.

Consumer pressure produced the service restorations, Basile said. "In the case of the Fernbank trips, we heard from many people who said, 'We really rely on these trips, we think you should give this another chance and let us help build ridership,'" he said.

The spared routes represent just 5 percent of the service cuts announced in December — "relatively modest restorations," Basile said.

Supervisor Sheila Fuller, who interceded with CDTA last month on behalf of the

Fernbank service, said, "I was pleased to see they were willing to change their decision based on the concerns of members of our community. For some of them, the bus is their only means of transportation."

The jury is still out, Basile said, on the fate of the remaining cuts, which reflect a projected budget shortfall in CDTA's current fiscal year, due to reductions in state public transit aid. Gov. George Pataki has proposed increases in that funding in his draft 2002-03 budget.

"Obviously it looks very, very good," Basile said. "We are thankful to the governor for proposing to restore transit aid."

***I was pleased to see they were willing to change their decision based on the concerns of members of our community. For some of them, the bus is their only means of transportation.***

Sheila Fuller

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# Hearts & flowers bow to comforts of time

By KATHERINE MCCARTHY

A friend and I really had a good husband-bashing session last week. We ranted and raved and were incredulous at all the things they can't do. Like getting the dirty clothes into the hamper, putting the ketchup back in the fridge or rousing themselves from bed at the first sign of a snuffle.

In the end, we chided ourselves, and had to laugh and remember that all those little irritations don't have to mean a lot. Sometimes, though, they do, and mid-February in the

COMMENTARY:

*Mom's  
the  
Word*



Northeast seems just about the time that they mean the most. Even dry, mild winters like the one we're having can be wearing, as days only reluctantly gain more light than dark, and clutter and unfinished projects aggravate more than usual because we're spending too much time indoors.

It's that time of year that people test their regard for each other, and sometimes discover that a little togetherness goes a long way.

If we can believe the proverb that guests, like cheese, start to stink after a week, what happens to a couple who's been married much longer than just seven days?

Time does funny things to us. Sometimes, it seems mainly to have stolen away the person we first loved so much that we went through the hell of planning a wedding just so the two of us could always be together. When Chris and I first married, I loved to cook. Delicious, healthy meals were our fare when we weren't meeting each other and friends for dinner at any of Manhattan's many restaurants.

We had lots of dinners in our first apartment, long candlelit evenings with great meals on the wedding gifts of china and crystal that told the rest of the world that we were a couple. It felt like we were playing at being grown-ups, but our friends came and laughed and those evenings drew us closer together. In the early days of our marriage, Chris was an organizer. Closets had a purpose, and coats actually made it onto shelves, and paid bills and receipts went into the file cabinet that he had organized.

More than 15 years later,

dinner is a simple event. When the boys were babies and toddlers, there wasn't time to disappear into the kitchen for an hour to cook a wonderful meal, and a plastic sippy cup seemed a better choice than crystal glasses for children whose milk inevitably hit the floor.

The children also needed to eat earlier than Chris was home, and I pretty quickly realized the insanity of feeding the kids one meal and eating another with Chris. So, one dinner it has become, and it's a far cry from the repasts of our early marriage. Our little Emerils have pretty strict rules about different foods not being able to touch each other, and most spices are suspect. Their proclamation that curry makes everything the color of barf pretty well put the lid on dinners that stray far from the chicken, tacos or spaghetti routine.

Sometimes we have friends over for dinner, but we have to be very careful who we invite. They can only be people who know instinctively to check the floor for Legos looking to puncture shoe bottoms, and who don't mind our extra-friendly and curious dog sitting by their chair at dinner hoping that spices more exotic than salt might entice them to give her all their food. Chris' organizational habit fell by the wayside in the face of combining work with parenting. It started when he and his toddler boys

invented the hug-and-fall-dov game. Chris used to shed his coat as quickly as he could after work, bend down and open his arms for his boys. They'd be at the end of the hallway and come running towards him. He would catch them and pretend they'd knocked him over. Who could object to a coat on a chair in the face of such family bonding?

It's been a long time since the knockdown game took place, but the coat on a chair seems to have become a permanent decorative touch in our house. If time took away part of who we used to be, has given us many things, among them extra weight, graying hairs, and a sense of never getting enough sleep.

As more time passes, though, we have learned to let some things go — or to only complain about them to friends and not each other. Between my upper lip and nose are many lines developed from pressing my lips together to keep in stingy words that might feel good at the moment they're said, but really wouldn't accomplish much.

Chris' mustache hides his upper lip, but his eyes get narrow when he's holding back a nasty thought.

Some stuff escapes, of course, and people more convinced of the power of hashing out every problem might be shocked at our approach. That silence buys us little time and perspective, something we value even more these days when coats on a chair and the same old dinner seem like things to celebrate, not harp on each other about.

While we think about what warrants a comment, sometimes we get glimpses of the good that time has brought. If we're not the people we once were, we still have inside jokes, sometimes the same reaction to the world around us. Our children have deepened our lives together, and on any given day, Cormac might make one of the puns that make us laugh, and Christopher may give us a huge gift to treasure as he approaches his adolescent years.

It's good that Valentine's Day comes when winter seems to have us all trapped in its grip. Maybe all those commercial demands that we buy chocolate, flowers and greeting cards have a point. At a time of year when we'd really just like to escape to Tahiti alone, it's not so bad to have to make a declaration of love. Maybe it reminds us that just as time has carried us this far, we can hang on till balmy breezes blow us into another springtime.

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Feb. 23rd	Siena vs. Marist	8:00 pm
Mar. 1-4th	MAAC Tournament	
April 5th	Target Stars on Ice	7:30 pm
May 10th	All Star Circus	11 am & 7 pm
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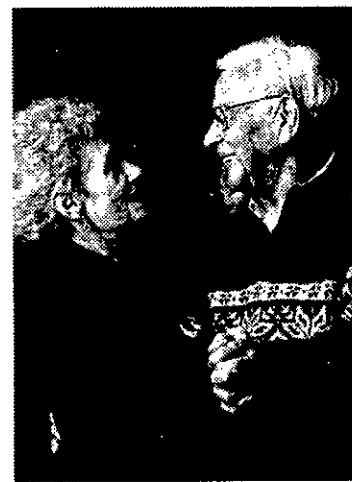
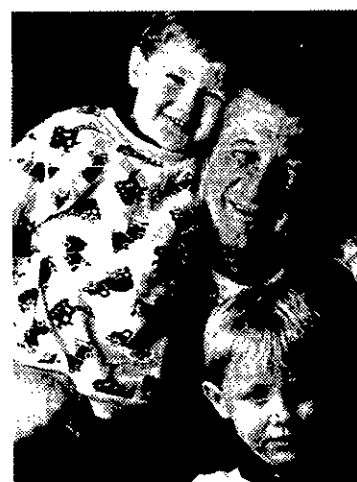
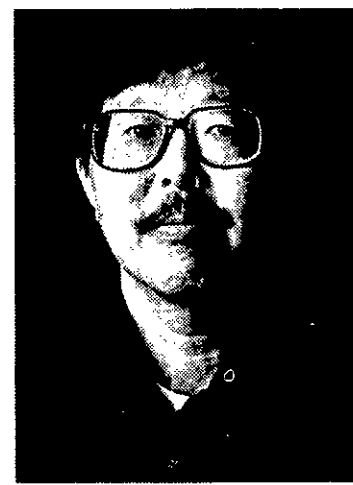
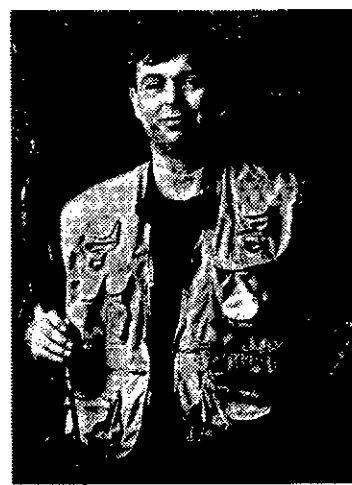
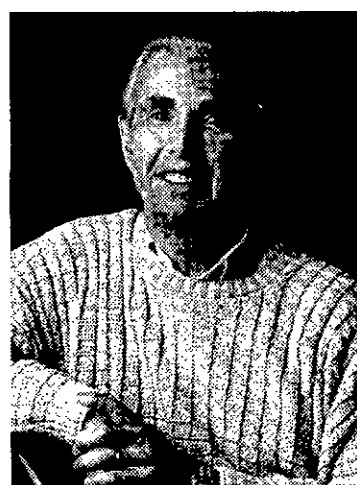
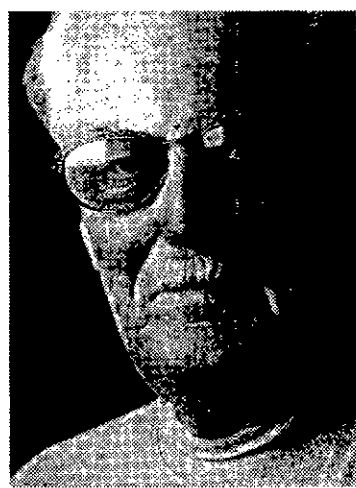
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\* Source: Solucient 100 Top Hospitals™ Cardiovascular Benchmarks for Success 2001: [www.100TopHospitals.com](http://www.100TopHospitals.com)



# Matters of Opinion

## Update 2002

If the first segment of our Update special section is any indication of the way things are going in the business world, our region appears to be faring rather well in spite of the recession.

Many owners and managers report a record 2001 year, but remain cautiously optimistic about 2002.

### Editorials

That's a realistic outlook, given the economy and the after-shocks following the Sept. 11 terrorist attacks.

What becomes apparent in the stories about our regional businesses is that many have deep roots in the community. They've been around for a long time, and they have a stake in what happens in the local community. Some point to longtime employees as an indication of stability. Familiar faces inspire customer loyalty and repeat business. Others refer to individualized service as a big plus for their longevity.

Even the weather factors into some business owners' assessment of 2001. With the much lower winter temps than we usually have at this time of year, many whose work is weather dependent (heating, plumbing) say it's a great time to take advantage of some great deals on systems, parts and service.

We hope you will patronize our advertisers and let them know you saw their story or photo in *The Spotlight*, and be on the lookout for more Update articles on services in the second installment coming out next week.

## Happy Valentine's Day

Tomorrow is Valentine's Day, just in case you missed the hints from your sweetie or the nagging from your kids to make sure there are enough Valentines for everyone in the class. Well, let's not be grinch about it.

Remember, it's really a sweet holiday where you can get by relatively cheaply with candy or flowers or even homemade (sorry Hallmark) cards. Or you can be as creative as you like, with a special something for someone to mark the occasion.

For most of us though, it's a work day as usual, but it is an excuse to be a little more considerate of each other.

Keep this in mind Thursday, when your frustration level starts to rise — hold back that snarl or nasty remark. Come on, it's only one day out of 365, when you could be a tad nicer in honor of St. Valentine.

You could even go all out and wear red to show the world what you think of this funny little holiday, plunked smack in the middle of winter, when there's little inclination to venture anywhere except work.

Happy Valentine's Day.

## Confessions of a fitness fanatic

JANE HAWKSLEY OGLE

*The writer is the fitness director at the Schenectady Jewish Community Center in Niskayuna and a long time personal trainer and group fitness instructor.*

I am not a normal person. I am a fitness professional, plus I play one on TV. It's important to open with a disclaimer when I get to discussing exercise. Exercise was my hobby, but I turned it into my profession, and I tend to ramble on about it (and do it) much more than most folks are comfortable with.

I've produced essay after article after speech about my 163 mile bike tour, the marathons I finished, great ways to charge up your metabolism, how to stay safe and focused during competitions, and more.

It ain't normal. But winter really gets on my nerves, just like it does to so many of us here in the Northeast. Winter is discouraging and crummy looking. An entire life spent in upstate New York has convinced me that winter is a season I could easily visit, instead of living in the midst of its long, lingering blight.

But still, here I am, a minor martyr. It's dark too early in the evening to go out and play (even too dark early in the morning), it's too cold and windy to go out and play, it's too icy and hazardous to go out and play. Adding further insult, there's rarely enough good snow to go out and play.

You get the impression that I like to go outside and play, and it's true. So I resort to the tried-and-true, never-failed-me-yet technique which serves me so well each and every time I encounter discouragement: Optimism. Others sometimes find my sunny disposition nauseating, but it can't be helped, especially since people often pay me — that's right, pay me — to be upbeat and motivating. I look on the bright side, talk myself into it, cajole and coerce, and sometimes even bribe myself in order to find a reason to make the best of winter. It can get expensive, that bribery part, particularly when it involves skiing or some other equipment-intensive, hyper-inflated-day-pass

### Point of View

oriented activity. But the results are worth it. Believe it or not I run more in the winter, training for a spring marathon or some other races, than I do in the summer.

Why? Because having all this running to do makes the winter go by faster. (And because it's too cold and sloppy to bike ride, and not enough snow for cross-country skiing — oops, wait, I'm looking at the bright side).

There are running clubs in every city and town in the area. Call the USA Track and Field

office in Troy and they'll tell you where to find one, where there are fellow walkers and trotters and thoroughbreds and every ability in between.

I have a friend who joined the Schenectady Curling Club, not that she liked curling so much

but because having all the practices and meets scheduled made the pages on the calendar flip and fly. She eventually grew to love curling.

Anytime you have a lot of appointments filling your schedule makes the time pass faster, doesn't it? Isn't that why the holiday season seems so brief, because there are so many events on the calendar? Making the rest of winter just as hectic as the holidays might not sound all that great, but I'm not recommending going to that extreme.

Simply by keeping a consistent schedule, your exercise will seem much more pleasant. And remember, you're doing it for yourself, and the only obligation is to feel better when you're done. Might as well try one of those things you've always wanted to do, or that has captured your curiosity lately.

Start with karate or a yoga class that meets once or twice a week, or swimming or tennis lessons at one of the indoor facilities around here (for instance, the local Jewish Community Center), and you'll see what I mean about a full schedule transforming itself into a fast season.

I've just recently started swimming regularly because I've been telling people for years that I wanted to improve my swimming skills, because it's easier to access now that I work at the Schenectady JCC — and yes, it makes the winter go faster.

Although it's still an intense workout, swimming is a little gentler than the usual bike-run-kickbox-step class-weight lift rotation I've done for fun and profit for years. My body is changing, which isn't surprising, given the fact that I'm human. People think I am an exercise

machine, and perhaps I haven't done enough to debunk the "Trainer Jane" myth.

For the record, I am not good at everything. I am not a natural athlete (just a doggedly determined one), I get tired without enough rest, I gain weight over the holidays and I'm a lousy swimmer. (Nevertheless, even my husband calls me a "shark" — she must keep moving or she'll die). More buoyancy would probably help my swimming, but I am not all that buoyant because I am fairly muscular. Irony, isn't it?

I thought at first all this fitness on land would be more helpful in the pool, but as I gulp and gasp

and try to learn to like the taste of chlorine just getting through a single lap, one f a c t sidestrokes through my temporal lobe: In the water (and on a bike seat), I miss my fat pads. Yeah, poor me. Of course, it would be in very poor taste to expect any

sympathy. People seemed surprised to learn that their bodies are supposed to change during their lives, not just from infancy to young adulthood.

Are they supposed to fall apart? Well, no, although when they are neglected they sure do. Some wear and tear is certainly to be expected, but most bodies work much better than average when they stay active, with all the systems — nervous and circulatory and digestive and immune and so on — sharing the benefits.

Winter is just not a good enough reason to neglect your body, not when you could easily apply a healthy dose of optimism. Setting your mind to it, and your schedule, you can keep moving all season long.

Back when I first started exercising regularly, I was still smoking and just as out of shape as anybody can be, but nobody stays where they start for long once they're moving. Now and then, even after more than a decade of educating about exercise, I still have to remind myself that I am going to feel so much better after this class, this run, this videotape, this swim.

Somewhere along the way, after a few minutes of stiffness or stubborn grumbling, I will reach a "groove" or a feeling of flowing along with just the right amount of exertion, and enjoy the fact that my body has the ability to accomplish the effort.

Then I won't have to talk myself into it. I will sing a happy tune in my head and feel the road (or treadmill deck/gym floor/water) under me and revel in the muscles doing what's asked of them. The fresh air, the low light, the bare tree limbs, they're all looking better already.

## The Spotlight

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# Your Opinion Matters

## Residents should voice opposition to plant

Editor, The Spotlight:

Everyone in Bethlehem should be worried about Waste Management from Houston, Texas, coming to town.

Waste Management proposes to build a garbage-truck facility near the Hudson River and the railroad, and right at Thruway Exit 22.

They propose to pave and build on "only" 25 acres of the 140 they want to buy, and they have revealed nothing about how their eventual expansion plans will affect the rest of the land.

Waste Management proposes to build a high-pressure sewer line (that residents wouldn't use) across the Binnen Kill, a tributary of the Hudson.

Waste Management's accountant, Arthur Anderson, has paid a \$7 million fine in connection with allowing fraud at Waste Management" (*The New York Times*, Jan. 13, 2002).

This proposal threatens to turn Bethlehem into a destination port for downstate garbage. The

menace is to the whole town, not just the historic, rural, residential and agricultural Selkirk section of town.

We need noise and numbers in opposition. Write, complain, show up at meetings.

As I write, the matter is on the town planning board agenda for Tuesday, Feb. 19, at 7:30 p.m. at town hall, 445 Delaware Ave., Delmar.

The town board and Supervisor Sheila Fuller can be reached at that address.

Make your feelings known while there is time. Don't risk waking up next summer and learning that the dollars from Houston outweighed the voices in Bethlehem.

You might also put in a good word for zoning throughout Bethlehem. If the LUMAC proposal, as modified, had been adopted instead of shelved, this garbage-truck facility could not have been proposed.

Edward M. Jennings  
Selkirk

## Couple asks for hearing on trash site proposal

Editor, The Spotlight:

Please consider having a public hearing on the proposed Waste Management facility now being considered for Route 144 in Selkirk.

When Texas Eastern came to town, residents didn't have any say in it. It was advertised in the *Altamont Enterprise*, but few people from Selkirk read that paper. At least we know about Waste Management, and hopefully we have some say in the matter.

Their proposed entrance is across from the Thruway entrance, which already has had numerous accidents.

Yes, the noise from the trucks will carry to our town, causing noise pollution. We have to preserve our quality of life in Selkirk and continue to enjoy our country living. We don't need more traffic on Route 144 and trucks traveling from 3 a.m. on.

For years, the Baker Farm was declared a historic site with a sign out front stating that "This is an historic site." It's the only view from Route 144 of the Hudson from Albany to Coeymans — about 14 miles.

Let's preserve this historic site.  
Ron and Judy Selkirk  
Selkirk

## School is no place for murder scene

Editor, The Spotlight:

We write in response to "Hamagrael kids ferret out clues" as reported by Ronald Campbell in the Jan. 30 issue.

While we applaud the fostering of critical thinking, deductive reasoning and communication skills, we are very troubled by the use of a murder scene. Even though the fifth graders might not have been bothered by the "gruesome aspects of the scene," it makes us wonder, "Why not?" Did they bother any parents?

Were parents informed of the nature of this project? Have we

become too desensitized to violence in the media, video games, music, etc.? Imagine how the families who are dealing with the recent murders in the Capital District would feel if this were presented in their schools.

Parental guidance is recommended for 13-year-olds at movies which show lesser violence — and for good reason. We would hope that teachers and administrators would be more sensitive to engaging our children in activities that might violate parent values.

Katie and Jim Cultrara  
Delmar

## RCS library programs slated

RCS Community Library, 15 Mountain Road, Ravena, has announced a variety of upcoming programs.

Preschool story hours are held on Thursdays at 11 a.m. The programs last 30 to 45 minutes and are followed by crafts and activities. Pre-registration is not necessary, but advance notice of large groups is appreciated.

The library will be holding lessons on making origami castles Feb. 18 to 22 from 10 a.m. to 4 p.m.

Introductory computer classes will be held beginning in March. The classes will be held in three sessions and will teach the basics of computers, e-mail and the Internet.

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# Matters of Opinion

## Town board should not pass the buck to DOT

Editor, The Spotlight:

The next time I get lazy and let my lawn get too thick to mow easily, I'm going to call the state Department of Transportation and ask that they mow it.

I'm taking my lead from the Bethlehem town board. Now that they've approved the Bethlehem Town Center retail megalopolis with a 4-to-1 vote, they're calling on the state DOT to deal with the lack of sidewalks around the project. Never mind that the infinitely smaller Town Squire Plaza project just down the road had to put up \$75,000 in escrow for sidewalks. We are told that the Bethlehem Town Center that will dwarf anything else in town, most of which will be leased by Wal-Mart, the richest corporation in the USA, shouldn't be "held hostage because of sidewalks" and shouldn't be required to put

up a dime. Never mind that similar projects in Oklahoma and Maine have recently required Wal-Mart to put up millions of dollars in highway and sidewalk improvements. Can someone please explain to me how that is not hypocritical?

The amazing comments coming from four of the five town board members claimed that sidewalks were "the state's responsibility;" "the ball should be in DOT's court;" and "this would be satisfied if DOT would just widen the highway." But I'm confused — I didn't see any DOT officials there voting in favor of the center. Can someone please explain to me how that is not passing the buck?

Actually, it's my parent's fault. They taught me that if I made a mess, I was the one responsible for cleaning it up. My parents

would not have tolerated me saying "Don't worry, Mom and Dad, DOT should come in here and clean this up." Four of the five town board members expect the citizens of Bethlehem to tolerate them saying the same thing.

Some might argue that since Route 9W is a state highway, whatever happens there should be dealt with by the state. If I follow that argument, I don't have to worry about accidentally dumping garbage on my neighbor's lawn — since it's his property, it's his problem.

As I'm sure the town board knows, everything it does has both positives and negatives. We the citizens expect the board to take actions in which the positives outweigh the negatives. We hope they've done so with the Bethlehem Town Center, but it seems four of the members want to blot out all trace of any negatives. That way, they can't be blamed for future problems.

I can see it coming. The project is built, and citizens start calling the board members to complain about increased vehicle and pedestrian traffic. Those four members can say "Don't blame me! It's DOT's fault! Call them!"

Except for one courageous member, the town board was practically foaming at the mouth in their rage at the DOT. I was

surprised they didn't blame the DOT for bathtub rings and the high price of eggs. I was relieved when the debate ended, as I was expecting the four members to call for the audience to grab torches and pitchforks and meet them at DOT headquarters.

One town board member refused to participate in the hypocrisy and buck-passing. He suggested it might not be out of line to ask the nation's largest corporation to put up about one-sixth of the cost of the sidewalks. Forget about it, Dan.

By the way, I don't work at DOT and I don't know anybody who does. It wasn't the DOT who voted 4-1 to build Bethlehem Town Center. It was the Bethlehem town board. Apparently, only one board member knows about taking responsibility for your actions.

Michael Trout  
Selkirk

## Library board deserves pat on back

Editor, The Spotlight:

I am writing to applaud the efforts of the library board to obtain an unbiased estimate of the views of Bethlehem residents on issues related to the future of Bethlehem Public Library.

Responses to a telephone survey of a random sample of Bethlehem residents will provide the board with a representative and a cost-effective guide to community sentiment. Unfortunately, a survey conducted through the library newsletter would, necessarily, be subject to inherent selection bias, so it would not prove to be a reliable guide to community opinion.

Alternatively, a survey of all Bethlehem residents would be unnecessarily expensive.

I want to urge all Bethlehem residents to support the library board's efforts to obtain input from a representative sample of community residents in a manner that is cost-effective. If you are included in the random sample of community residents and asked to participate in the upcoming telephone survey, I hope you will respond thoughtfully and in full.

In this way, each and every Bethlehem resident will play a vital role in assuring the success of this very important library board initiative.

Janet Perloff Fossett  
Delmar

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## Fire company to serve annual fish fry dinners

New Salem Volunteer Fire Department will hold its annual fish fry beginning Friday, Feb. 15, from 4 to 7 p.m. at the firehouse on Route 85A in New Salem.

The dinners will include fish, french fries, coleslaw and a beverage. New England clam chowder and dessert will also be available. Eat-in dining is offered or take-out can be ordered by calling 765-2231. The dinners will be held every Friday through March 29.

### Legion to serve breakfast

American Legion Post 1493 on Voorheesville Avenue will serve an all-you-can-eat breakfast on Sunday, Feb. 17, from 8 to 11:30 a.m.

The menu includes eggs, sausage, bacon, french toast, home fries, toast and beverages.

### Town board to meet

The next New Scotland town board meeting will be held tonight, Feb. 13, at 7 p.m. at town hall on Route 85 in Slingerlands.

### Schools to close for recess

Schools in the district will be closed from Feb. 18 through 22 for mid-winter recess.

### Kiwanis to hold baseball registration

The New Scotland Kiwanis Club will hold registration for spring baseball on Thursday, Feb. 14, from 6:30 to 8:30 p.m. at the elementary school.

Participants must live in the town of New Scotland or in the Voorheesville School District. The program is for boys and girls age 5 to 10.

### Extension to offer pruning class

A pruning class will be held Tuesday, Feb. 26, from 6:30 to 9 p.m. at the Cooperative Extension on Martin Road.

Amy Howansky of the Cooperative Extension staff will discuss

### NEWS NOTES

#### Voorheesville

Jane Norris  
439-8532



pruning techniques and theories for hedges, large trees and evergreen and flowering shrubs.

The cost of the course is \$10 per person. Pre-registration is required. For information or for a registration form, call Billie-Jo Ryan at 765-3512.

### State park to host Ice Fishing Contest

The 10th annual Ice Fishing Contest will be held on Saturday, Feb. 16, from 6 a.m. to 2 p.m. at Thompson's Lake. The day's events will include fishing competitions, food and outdoor fun.

The registration fee is \$6 per person. Proceeds will be used to support park programs. The event is open to the public.

For information, call 872-1237

### Extension to offer garden publications

A recommended vegetable varieties list and suggestions of new and disease resistant plants is offered by the Cooperative Extension free of charge. The pruning methods publication can be purchased at the extension for \$4.25. The publication includes techniques to thin and rejuvenate shrubs, methods of tree limb removals, hedge maintenance, managing vines and plants reaction to pruning.

Lawn Care Almanac offers a month-to-month approach to environmentally friendly lawn care. The book includes information on watering, fertilization needs, disease diagnosis, weed prevention and pest management. The cost of the spiral bound notebook is \$12. For information, call Master Garden Hotline at 765-3500.

## Poets to celebrate Valentine's Day

The Every Other Thursday Night Poets meet on Feb. 14.

A Valentine-theme is suggested as the subject of the evening's poems.

Anyone who has a love (or chocolate) related poem they would like to share is welcome to attend the 7 p.m. meeting.

The Library Club for kids in grades four through six meets for a party on Valentine's Day at 3:30 p.m.

Sign-up and a permission slip are required for attendance.

### Voorheesville Public Library



VPL is open on Presidents Day, but there will be no preschool storytimes during vacation week.

Joyce Laiosa will be offering two "School's Out, Library's In" programs for school-age kids.

Kids can learn wacky facts about our country's presidents: Who got stuck in the White House bathtub? Who walked around the White House with a raccoon on his shoulder? Which president could read 2000 words per minute? Play the piano? Loved jelly beans? Who hated being president?

Find out the answers when you join us for "Presidents Can Be Funny, Too!" on Tuesday, Feb. 19, at 10:30 a.m. The program includes an art activity.

What can you create with "Beads Galore?" Find out when an instructor from Scotia-Glenville Children's Museum comes to the library for an easy-to-do bead project.

Sign-up is necessary for this program on Thursday, Feb. 21, at

10:30 a.m. for kids in kindergarten through grade six.

The library is a great place to spend some winter vacation time—pick out videos to entertain the kids, find great stories for family read-alongs or cookbooks for making hearty winter breads and soups, see the wonderful blown

glass collectibles in the display case, peruse our paperbacks or settle down in our reading area with the latest newspaper or magazine.

From audiobooks to the Internet, we've got something for everyone — and it's all free.

Barbara Vink

### Health screenings scheduled at town hall

The Bethlehem Senior Services Department and Bethlehem Senior Projects will conduct health-related screenings and displays on nutrition and independent living at town hall on 445 Delaware Ave. from 9:30 a.m.

to noon on Tuesday, Feb. 19.

On Feb. 22 the Visual Impairment Support Group, presented by Dr. Edwin Pesnel, MD, will meet in Room 106 of town hall. The group meets the fourth Friday of every month.

## The Office of Virginia Plaisted

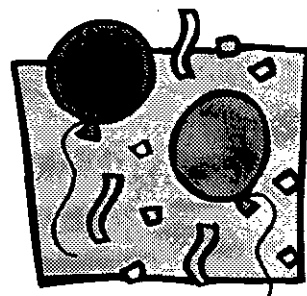


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## Auction time



Christine Torey, left, regent of the Tawasentha Chapter of the Daughters of the American Revolution, Marion Jewell, antiques show manager, and Catherine Trudeau, publicity chairwoman, are getting ready for the 31st annual Tawasentha Antiques Show and Sale on Saturday and Sunday, Feb. 16 and 17, at the Academy of the Holy Names on 1075 New Scotland Road. The show will run from 10 a.m. to 5 p.m. Saturday, and from 11 a.m. to 4 p.m. Sunday. Admission is \$4.50 per person.

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## I Spy program to focus on Bethlehem history

Are your children clueless about Bethlehem's history? Not for long. The library will soon join the Upper Hudson Library Association's "I Spy My Hometown" project, a federally funded initiative originally developed by the Mohawk Valley Library Association.

### Check It Out Bethlehem Public Library

Students in grades four through eight will partner with school and library personnel and local history experts to fashion a virtual tour of historical sites in the town.

Student teams will be trained in the use of a digital camera. With guidance from the town historian and the Bethlehem Historical Association, they will focus on a dozen or so historical sites, taking a full photo and then zooming in on a detail that defines each site's function or otherwise sets it apart.

In traditional "I Spy" game fashion, they will write a riddle clue for the detail. Then, they will work with adult team members to research and write a historical caption for the full photo, and locate historical photographs of the site for comparison. Paper clue cards will also be available, and teams of students will be trained by museum experts to lead walking tours.

Webmasters at UHLS will format the material and add it to their Web site ([www.uhls.org](http://www.uhls.org)). Bethlehem's research and

photographs will be completed this spring, and our material should be up and running by early summer.

Our Web site ([www.bethlehempublibrary.org](http://www.bethlehempublibrary.org)) will carry links to the "I Spy" game. Grant money will also be available for guest speakers at library programs.

Youth Services head Beverly Provost feels fortunate that our library has been invited to take part in the project: "These days, there's much emphasis put on the present and the future. This project helps instill in kids the importance of the past and their connection to it."

The project is open-ended, Provost said, akin to the library's ongoing "Bethlehem Treasures" theme, and open to future development.

"I Spy My Hometown" fosters connections. Whether between the library and the schools, children and adults, children and community, technology and history, history and art, established residents and newcomers, the links, both real and virtual, are invaluable.

You and your children can visit the Mohawk Valley Library Association's "I Spy" site on the Web at [www.mvla.org/ispy](http://www.mvla.org/ispy) and see the marvelous results of a productive partnership of kids and their communities.

"I Spy" is made possible through the support of federal Library Services and Technology Act funds, granted by the State Library to the Upper Hudson Library Association.

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Spotlight Newspapers

# New Scotland planners OK roofers' application

By JOSEPH A. PHILLIPS

A busy agenda for the New Scotland planning board last week included action on two applications, including a new roofing business that will locate in New Salem and a first look at a proposed cell-phone tower along Font Grove Road.

A proposal to convert a former service station at the intersection of routes 85 and 85A in New Salem into the home of contractor S&L Roofing and Sheetmetal won unanimous site-plan approval from the board following a public hearing. The project previously won a use variance from the town's zoning board on Nov. 27 for S&L Roofing to occupy the location at 2706 New Scotland Road, zoned Commercial Hamlet.

The long-vacant building, a prime location in New Salem, has been the site of previous controversy over its re-use. A proposal two years ago to convert it into a delicatessen was withdrawn, over public concern from neighbors about the potential dangers of steady customer traffic entering Route 85, not far from the New Salem fire station.

S & L partners Jeff Smollen and Kevin Lailer, appearing before the ZBA and in a previous preliminary review of the application by the planning board, offered assurances that traffic would not be an issue in their use of the site — "certainly much less than any of the previous

corporations in there," Smollen said.

The New Salem location, Smollen said, "is primarily (to be) used for offices or some materials waiting to get to a job." Most material deliveries are made directly to their job sites, Smollen said.

On Nov. 5, the planning board unanimously recommended that the zoning board approve the use variance. In doing so, the zoning board, according to town building inspector Jeffrey Pine, imposed conditions requiring that existing fences screening the property from its neighbors be maintained and equipment stored indoors, and barring a second driveway being opened onto New Salem South Road.

The planning board also reviewed an application by Providence, R.I., based Tower Ventures, with local offices in Round Lake, to build a 190-foot monopole telecommunications tower and equipment shelters sufficient to support up to six commercial telecommunications carriers at 341 Font Grove Road, in the town's northeast corner.

According to town building inspector Gerald Gordinier, the project will require both a use variance to permit construction of the tower, normally permitted only in residential-forestry zones, in a residential-conservation zone; and an area variance to permit a tower that exceeds the town's 45-foot zoning standard.

Gordinier said the planning body passed the application along without recommendation to the zoning board, which will likely schedule the matter for a public hearing. The zoning board will meet on Feb. 26.

In its application, Tower Ventures officials indicated they intend to build on roughly 10,000 square feet of the 179-acre parcel belonging to Anthony Genovisi, between Genovisi Lane and Upper Font Grove Road. They considered and rejected several sites in the area. An initial Environmental Assessment Form included in the application

suggested that the tower would have little beyond visual impact on the surrounding area.

Tower Ventures is independent of any specific cell-phone provider, but plan to build the tower in order to fill several gaps in local cell coverage in the vicinity. Verizon Wireless is one potential customer for space on the tower.

The board also considered several residential applications. They conducted a public hearing on, and approved, an application for a special use permit by Martin Road residents Brenda and Stephen Tompkins to permit

them to own a miniature horse.

The board referred to the zoning board, with a positive recommendation, area variance requests by Garry Guyette of 1972 New Scotland Road, who seeks to build a covered porch at his residence and install new roofing on an existing barn that will violate setback requirements.

Finally, the board also recommended to the zoning board a request by Paul Van Wie of 2239 Delaware Turnpike, who seeks a variance to setback requirements in order to build a 4-bedroom addition onto his home.

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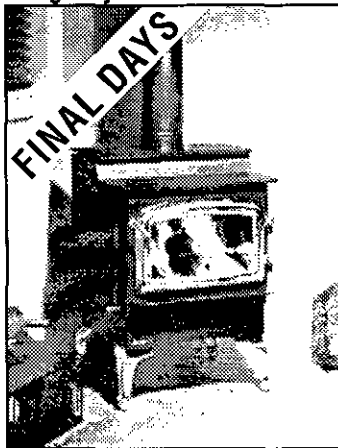
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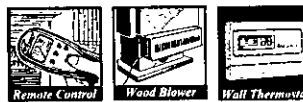
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# Skeleton

(From Page 1)

Except world-class skeleton events use a mile-long refrigerated track with 14 abrupt turns, clinging to the side of a mountain. Practitioners wear a helmet instead of a knitted cap, since the wearer's head bobs along about three inches off the ice.

"The main difference is about 75 miles an hour," said Larry DeWitt. "It's solid ice they're on, with all these banked turns. Lincoln said it's like a roller-coaster run off the Empire State Building. But the basic concept of getting a running start, diving headlong onto a sled and hanging on, that's essentially the same."

He knows. Larry managed to wheedle a shortened practice run out of Olympic officials at Lake Placid last year. "Exciting ain't the word for it," he said. "You get an enormous amount of speed, and it keeps building."

Skeleton itself has a fair amount of momentum too. Last contested in the Olympiad of 1948, it has returned as a medal sport this year at the prerogative of the host nation. And for good reason: American Olympians Chris Soule of Connecticut, Jim Shea of Lake Placid and Lincoln



Lincoln and Derek DeWitt

DeWitt are all medal contenders.

"Americans are by far the strongest team in the competition," said Larry. "There are 8 to 10 racers in the world, any one of whom could win, and three of them are Americans." The U.S. squad has topped the World Cup rankings the last two years — and Lincoln was the individual champ last season.

He's currently ranked eighth after five World Cup events this season, having fought his way

back from a December slump. Based on their current world rankings (second and fifth, respectively), Soule and Shea automatically qualified for Olympic berths, but Lincoln had to fight for the third spot in a gruelling four-day qualifier at the Park City Olympic venue last month.

Fortunately, Lincoln, who resides in Park City, had home-ice advantage. He and sibling Jason, 31, grew up in Syracuse and moved to Stephentown with their dad two decades ago, to be near their mom in Bennington. Larry moved to Delmar in 1985, where Jason, now a private detective in San Francisco, entered Bethlehem Central High School. Lincoln headed off to college at Penn, weekending and

vacationing with Dad.

"When he graduated, I gave him that classic advice: go west, young man," said Larry. "He decided to take that advice and become a ski bum." Or, more precisely, a ski instructor and mountain-bike repairman in Park City.

Separated from Derek, the child of Larry's second marriage, by distance and age, "You'd think they'd be more like uncles than brothers," said Larry, "but there's a solid brotherly relationship between them."

Lincoln, now a computer programmer, took a one-year leave of absence to prepare for the games. He took up skeleton after the new Olympic venue in Park City opened five years ago.

"There was an opportunity for people to take a clinic, and Lincoln thought he'd give it a try," said Larry. "After his first run, he said, can I get my money back from the season's ski pass? It was that exciting to him."

"My first reaction four or five years ago was what any parent's would be," recalled Larry. "You've got to be nuts." Training is rigorous and competitors largely pay their own way; except in an Olympic year, "As far as sponsorship goes, there's figure skating, and everything else," said Larry.

Off the competitive map in North America for half a century, skeleton has a serious following in Europe, and a World Cup circuit of eight or nine events from St. Moritz to Nagano to Lake

Placid. Park City, last year's season finale, was where Lincoln capped his championship before a hometown crowd.

Though right at home now, he's moved into the Olympic Village to soak up the experience — "to be in the Olympics, to be able to rub shoulders with the other competitors," said Larry. "He's definitely enjoying it." He'll check out Friday for home, to concentrate on the start of practice runs and shrug off the pressure at the summit of his sport.

"As tracks go, this one is not a technical track," said Larry of the Park City run. "It doesn't have real technical turns, demanding. It's not what they call a driver's course. It's more about pure speed."

"I want to try it next year," said little brother Derek. "You have to be 10 before they let you. It's really crazy, but it's cool."

With Lake Placid home to one of two Olympic training facilities, Larry and Derek have had plenty of opportunities to catch Lincoln in training. "He, like, lifts weights every day during the summer," said Derek. "He just trains and trains."

Derek's shy about following in his brother's tracks — up to a point: "Maybe in a few years I can beat him." He's certainly hooked on skeleton as a spectator sport. "On the banked turns, it's so cool," said Derek. "They look like they're glued to the wall, only they're going 80 miles an hour."

At his birthday party last Friday, a day after seeing Lincoln off to the Olympics from Albany International Airport, Derek and his school chums were glued to the TV for the opening ceremonies. The host team was last in the line of march, and as they waited to enter the stadium, Lincoln called the party in Delmar on a cell phone.

He'd just had a pep talk from the president, he told them; they seemed, Larry recalled, much more impressed that Derek's big brother had shaken hands with Cal Ripken Jr.

Then the U.S. team marched onto the TV screen. "Every one of the kids in the room started jumping up and down and pointing, saying, there he is, there he is!" said Larry.

Cool.

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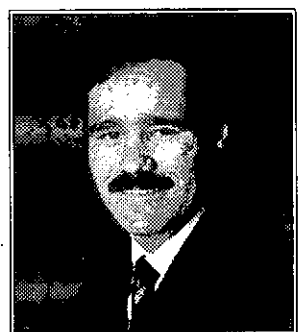
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# Board

(From Page 1)

board member must make.

"Happy, you have been a terrific contributor to the district, and I compliment you on your service," said Loomis.

Two other seats expire this year — board president Warren Stoker's, and vice president Robin Storey's will be up for election.

Steven O'Shea, assistant superintendent for business, reminded the public that anyone who would like to run for one of the three year terms must file a nominating petition by April 22 at the office of the district clerk at 90 Adams Place in Delmar.

Petitions for the three year terms must contain a minimum of 74 valid signatures.

Loomis then discussed the proposed budget for the 2002-2003 school year.

"If the district were to add nothing new, and carry on only current programs, next year's budget increase would be \$2.2 million dollars," said Loomis. Contractual salary increases and increased cost of benefits account for most of the additional cost. Increased cost of health care insurance may be as high as \$700,000, plus liability insurance for the district is expected to increase by \$70,000.

The administration is proposing to the board increases over the \$2.2 million of approximately \$459,000. According to Loomis, "Seventy-five percent of these proposed increases are caused by increased enrollment of 59 students, 46 of which are in the elementary level. This increase will require two new elementary teachers, one in Glenmont and the other in Slingerlands."

The administration is also proposing a new middle school program for seventh and eighth graders who are not reaching potential. Another part of the increase is a proposed increase in compensation to substitute teachers who Loomis said are difficult to get. He also said the governor's proposed budget shows school aid to the district to be similar to last year's figure but mentioned a new state mandate for districts to teach a parenting course.

"If they can't give us more money, maybe they could remove some of the un-funded mandates" said Loomis.

A budget schedule was provided at the meeting showing three special budget workshop meetings scheduled on Feb. 13 and March 13 and 26. Residents are encouraged to attend the meeting when the issue of

interest to them will be discussed. To obtain a copy of the schedule, contact the district office.

Gregg Nolte, director of facilities and operations, and Slingerlands principal Heidi Bonacquist discussed traffic flow and parking problems at Slingerlands Elementary.

There is contention between school buses and parents vehicles both dropping and picking up students at the same times. Parents, if they obey the law and wait for a bus to unload create a back up into Union Street.

The board approved the proposed solution which was to pave an area at the rear of the school to create 25 new parking spots and the installation of a fence like barrier on the drive in front of the school to provide separate lanes for buses and cars.

## Library to show films

Bethlehem Public Library will present a folktale film festival on Thursday, Feb. 21, at 2 p.m. for children in grades two through four.

"Koi and the Kola Nuts" and "Pecos Bill" will be shown.

Popcorn will be served and a short discussion will follow the films.

Call 439-9314 to register.

# Judge signs off of PSEG plan

By JOSEPH A. PHILLIPS

Bethlehem's Industrial Development Agency (IDA) passed several milestones last week, with its major undertaking of the past year drawing to a close and several new ones in the offing.

PSEG New York and the IDA formally closed on a lease agreement concerning Glenmont's Bethlehem Energy Center (BEC) project on Tuesday, Feb. 5, transferring ownership of the electrical generation facility to the agency in keeping with the terms of a payment in lieu of taxes (PILOT) agreement. The agreement settles almost a decade's worth of tax litigation between the town and PSEG and its predecessor Niagara Mohawk Power Corp.

The closing clears the way for PSEG's \$400 million-plus redevelopment of the BEC, which IDA chairman Michael Tucker last week called "the most significant industrial commitment to Bethlehem since Jack Welch decided to build GE Selkirk in 1964."

The closing came on the heels of findings announced the previous Friday by hearing examiners for two state regulatory agencies overseeing PSEG's redevelopment applic-

ation. In a 71-page finding, presiding examiner William Bouteiller of the state's electrical generation siting board and Department of Environmental Conservation administrative law Judge Nicholas Garlick reviewed more than two years of public record, and recommended conditions regarding environmental impacts, noise monitoring and other issues. "We recommend that the application, so conditioned, be granted," Bouteiller wrote.

The positive recommendation stemmed from settlement of issues outstanding between PSEG and three environmental organizations — Riverkeeper Inc., Scenic Hudson and the Natural Resources Defense Council — that had questioned whether PSEG's proposed use of an experimental technology legally represented the "best technology available" to screen the plant's Hudson River water intake. On Jan. 2, the groups agreed to a legal stipulation waiving their objections.

On Jan. 31, DEC com-

missioners denied an appeal to PSEG's application filed in December by Glenmont physician Dr. Uriel Oke, challenging potential PCB emission levels from the plant's discharge stacks — the last remaining roadblock to approval of the application. Oke now has 30 days to object to the findings.

With PSEG now behind it, the IDA turned to other matters, including the potential hiring of an economic development director for the town and development of a technology park.

Tucker said more than 50 résumés have been received for the proposed development post since the IDA began advertising, as well as several proposals from consultants in lieu of a full-time position. The agency set a Feb. 26 meeting to begin screening the field of applicants.

Regarding the technology park, "We have had discussions with a developer interested in pursuing a technology park development," Tucker said, specifically regarding a 92-acre parcel on Route 9W in Glenmont.

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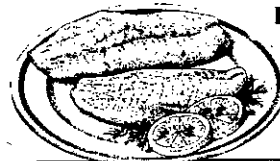
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# Sports

## Eagles defeat Shen in league tournament opener

By ROB JONAS

The Bethlehem boys basketball team ended its losing streak, but not before it cost the Eagles a shot at the Suburban Council Gold Division title.

Bethlehem defeated Shenendehowa 74-59 in last Friday's opening round of the Suburban Council Tournament at Burnt Hills-Ballston Lake High School.

The win ended a three-game losing streak for the Eagles (6-4 league, 14-5 overall) that saw them slip from sole possession of first place in the Gold Division to a tie with Columbia for second, and left them with the league's No. 6 seed for both its tournament and the Section II, Class A championships.

"It was very satisfying — a lot of fun," Bethlehem coach **Chuck Abba** said. "The kids did a good job."

The Eagles fell behind Shen 13-10 after the first quarter, but roared into the lead by outscoring

the Plainsmen 25-9 in the second quarter.

"I thought we defended them well, and we got the ball inside to our shooters," Abba said.

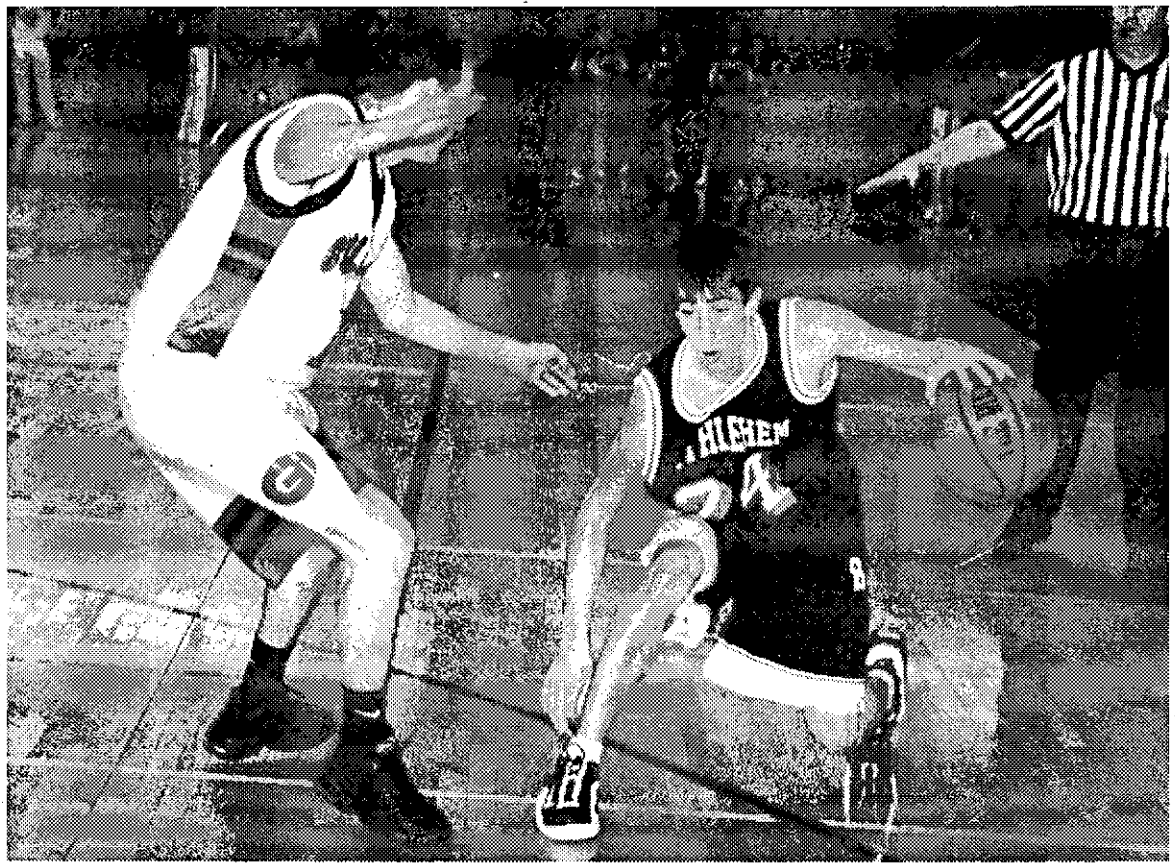
**Matt Robbins** torched Shen for 19 points, while **Bob Boughton** and **Tim Kindlon** each contributed 16 points for Bethlehem. **Mark Jackson** led the Plainsmen with 21 points.

The victory over Shen places Bethlehem into tonight's semifinal game against second-seeded Colonie Central at Guilderland High School. Colonie defeated No. 7 Averill Park 55-44 last Friday.

"We lost by three points at Colonie, so I'm hopeful that we can turn the tables on them," Abba said.

The Eagles concluded their regular season last Tuesday with a 57-52 loss to Blue Division champion Guilderland.

"I thought it was a really well-played game," Abba said. "I wish we could have won it."



Bethlehem's Steve Maltzman (24) puts on the brakes as he is defended by a Guilderland player during last Tuesday's Suburban Council game. *Rob Jonas*

Bethlehem jumped out to a 6-0 lead, but that was the largest cushion either team enjoyed the rest of the game. Guilderland took a two-point lead at halftime on **Tom Vacek's** shot from the low post and held it uninterrupted until **Paul Stewart** stole the ball and hit an uncontested layup to put the Eagles ahead 48-47 with 4:13 left in the fourth quarter.

**Nate Cleveland** gave Guilderland the lead back with two free throws, and **Brandon Whittaker**

knocked down a basket to help the Dutchmen pull away for good.

**Kindlon** scored 17 points, and **Robbins** contributed 12 points for Bethlehem. **Kenny Dagostino's** 23 points led Guilderland.

### Lady Eagles prevail

The Bethlehem girls basketball team survived a scare from Burnt Hills-Ballston Lake to win its opening round game of the Suburban Council Tournament.

The top-seeded Lady Eagles built a 29-20 halftime lead and

held on for a 49-44 victory over the eighth-seeded Spartans last Friday at Averill Park High School.

**Kaitlin Foley** scored 11 of her team-high 14 points in the first half to help Bethlehem (9-1, 14-4) build its nine-point halftime lead. **Sue Kelly** contributed nine points in the game.

The Lady Eagles wrapped up the Suburban Council Gold Division title and the league's No. 1 seed for the tournament with a 64-43 victory over Guilderland last Wednesday in their final regular season game.

Bethlehem led by one point at halftime, but pulled away by outscoring Guilderland 33-13 in the second half.

**Foley** had 25 points, **Kelly** chipped in 18 points and **Emily Bango** added 10 points for the Lady Eagles. **Tara Pezze** scored 16 points for Guilderland.

### BC boys bowlers win league tournament

The Bethlehem Central boys bowling team placed first at last Thursday's Suburban Council Tournament at Bowlers Club in Latham.

**Billy Comtois** rolled a 704 series, and **Kevin Pittz** added a 655 series to lead the Eagles. Bethlehem had a final team score of 3,864 pins.

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**AUTO FACTS**

by John Quirk



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When you bring your vehicle for an inspection sticker, be sure to not let the engine idle while you wait in line because this will compromise the accuracy of the emission test reading. By maintaining your vehicle in good condition, you help protect the environment, increase fuel efficiency, and avoid costly repair bills. When you bring your vehicle to BETHLEHEM AUTO SERVICE, an A.S.E. Certified Technician will inspect the battery, brakes, and belts and hoses. For auto service with a personal touch, call 426-8414, or visit us at 62 Hannay Lane in Glenmont off Rt. 9W behind Stone Ends. Business hours are Mon.-Fri., 7-6.

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## Dolphins earn medals at Amsterdam meet

Several Delmar Dolphins earned first-place medals at the recent Christopher Goody Memorial swim meet in Amsterdam.

Lexi Zerillo won the 25-yard backstroke, 50 freestyle and 100 individual medley in the girls 8-and-under division, while Kevin Burns was first in the boys 9-10 100 IM and 100 freestyle. Emily Smith finished first in the girls 9-10 50 breast stroke, Ashley Burns won the girls 11-12 200 freestyle and Becca Stern claimed first in the senior girls 100 backstroke.

### Bethlehem edges Troy/Columbia

Jim Moehringer scored three goals to lead the Bethlehem hockey team to a 3-2 victory over Troy/Columbia last Saturday. Chris Abbott contributed three assists.

Also winning medals and ribbons were Erica Howland, Courtney Goodrich, Melanie Melewski and Audrey Keathley in the girls 8-and-under division; Alex Walsh and Zachary Kundel in the boys 9-10 division; Elise Walsh in the girls 11-12 division; Gopu Kiron and Vadim Yafayev in the boys 11-12 division and Larry Gloeckler in the senior boys division.

Other Dolphins with strong finishes were Liana Nunziato in the girls 8-and-under division, Nicole Betts in the girls 9-10 division, Kristen Gloeckler, Kyla Walsh, Alyssa Sullivan and Jennia Melewski in the girls 11-12 division, and Molly Howland and Katie O'Donnell in the senior girls division.

Twenty-three swimmers from the Delmar Dolphins took part in the Goody Memorial meet.

## Locked up



Bethlehem's Dan Dugas, bottom, tries to escape from the grasp of Colonie Central's Josh Stenglein during last Saturday's Section II, Class A championships in Niskayuna. Dugas was pinned by Stenglein in the semifinal match and finished fourth in the 130-pound weight class.

Jim Franco

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# LOCAL HIGH SCHOOL SPORTS RESULTS FOR THE WEEK OF FEB. 4-10

## TUESDAY, FEB. 5

### BOYS BASKETBALL

#### GUILDERLAND 57, BETHLEHEM 52

Leading scorers: Bethlehem — Tim Kindlon 17 points, Matt Robbins 12 points.

#### VOORHEESVILLE 56, LANSINGBURGH 54

Leading scorers: Voorheesville — Kevin Vanderwarker 14 points, Bil Schlappi and Chris Bechard 10 points.

#### COBLESKILL-RICHMONDVILLE 50, RCS 45

Leading scorers: Ravena-Coeymans-Selkirk — Derrick Priester 12 points.

### BOYS BOWLING

#### BETHLEHEM 21, SHAKER 11

High series: Bethlehem — Billy Comtois 698, Matt Young 685.

### GIRLS BASKETBALL

#### RCS 48, COBLESKILL-RICHMONDVILLE 19

Leading scorers: Ravena-Coeymans-Selkirk — Rachel Matousek 12 points, Sarah Stott 11 points.

#### VOORHEESVILLE 65, LANSINGBURGH 55

Leading scorers: Voorheesville — Katie Inglis 28 points, Andrea Burch 16 points, Michelle Nadratowski 13 points.

### WRESTLING

#### RCS 50, LANSINGBURGH 24

Individual winners: Ravena-Coeymans-Selkirk — E'oin Carroll (103 pounds), Alan Northrup (119), Eric Pregent (125), Curtis Graham (130), Herb Tompkins (140), John Dibble (145), Seth Houle (152), Steve Correll (171), Joe Blondell (189), Desi Biechman (215).

## WED., FEB. 6

### BOYS BOWLING

#### MOHONASEN 24, BETHLEHEM 8

High series: Bethlehem — Billy Comtois 677.

### COLONIAL COUNCIL TOURNAMENT

Team scores: Ravena-Coeymans-Selkirk 3,517; Schalmont 3,480; Mechanicville 3,409; Lansingburgh 3,405; Voorheesville 3,237; Cohoes 2,999; Waterford 2,985; Watervliet 2,953; Cobleskill-Richmondville 2,636.

Top bowlers: Dave McLearn (Schalmont) 701, Shaun Harris (RCS) 652, Drew Smarro (Cohoes) 624, Chris Raymond (Lansingburgh) 621, Stephanie Scaccia (Voorheesville) 618.

### GIRLS BASKETBALL

#### BETHLEHEM 64, GUILDERLAND 43

Leading scorers: Bethlehem — Kaitlin Foley 25 points, Sue Kelly 18 points, Emily Bango 10 points.

### GIRLS BOWLING

#### COLONIAL COUNCIL TOURNAMENT

Team scores: Watervliet 2,959; Lansingburgh 2,938; Schalmont 2,781; Mechanicville 2,752; Ravena-Coeymans-Selkirk 2,736; Cohoes 2,638; Cobleskill-Richmondville 2,614.

## THURSDAY, FEB. 7

### BOYS BOWLING

#### SUBURBAN COUNCIL TOURNAMENT

Team scores: Bethlehem 3,864;

Columbia 3,691; Saratoga 3,630; Mohonasen 3,608; Shenendehowa 3,544; Shaker 3,478; Guilderland 3,473; Niskayuna 3,410; Colonie Central 3,396; Averill Park 3,392; Burnt Hills-Ballston Lake 3,222.

High triple: Billy Comtois (Bethlehem) 704. High single: Jim Gregware (Columbia) 276. Other top Bethlehem bowlers: Kevin Pittz 655, Matt Young 648.

### GIRLS BOWLING

#### SUBURBAN COUNCIL TOURNAMENT

Team scores: Columbia 3,391; Mohonasen 3,372; Colonie Central 3,170; Shenendehowa 3,059; Averill Park 3,030; Saratoga 2,744; Bethlehem 2,566.

## FRIDAY, FEB. 8

### BOYS BASKETBALL

#### MECHANICVILLE 70, RCS 42

Leading scorers: Ravena-Coeymans-Selkirk — Chris Curry and Ricky Rider 11 points.

#### SUBURBAN COUNCIL TOURNAMENT

#### BETHLEHEM 74, SHENENDEHOWA 59

Leading scorers: Bethlehem — Matt Robbins 19 points, Bob Boughton and Tim Kindlon 16 points, Steve Maltzman 10 points.

### GIRLS BASKETBALL

#### RCS 47, MECHANICVILLE 23

Leading scorers: Ravena-Coeymans-Selkirk — Rachel Matousek 27 points, Lorin Weidman 7 points.

#### SUBURBAN COUNCIL TOURNAMENT

#### BETHLEHEM 49, BURNT HILLS-BALLSTON LAKE 44

Leading scorers: Bethlehem — Kaitlin Foley 14 points, Sue Kelly 9 points.

### HOCKEY

#### BETHLEHEM 3, TROY/COLUMBIA 2

Goals: Bethlehem — Jim Moehringer (3). Saves: Bethlehem — Greg Pittz 9.

## SATURDAY, FEB. 9

### BOYS BASKETBALL

#### COHOES 66, RCS 46

Leading scorers: Ravena-

Coeymans-Selkirk — Jeff Bradley 16 points, Chris Curry 8 points.

### GIRLS BASKETBALL

#### RCS 62, COHOES 34

Leading scorers: Ravena-Coeymans-Selkirk — Rachel Matousek 22 points, Fallon Haldane 18 points.

#### SCHALMONT 59, VOORHEESVILLE 58

Leading scorers: Voorheesville — Katie Inglis 21 points, Michelle Nadratowski 14 points.

### WRESTLING

#### SECTION II CHAMPIONSHIPS CLASS A

Team scores: Niskayuna 274, Shenendehowa 172, Columbia 147.5, Colonie 146, LaSalle 143, Guilderland 137, Albany 122, CBA 95.5, Saratoga 95.5, Amsterdam 63.5, Bethlehem 58.5, Shaker 20.5, Schenectady 15.5.

Bethlehem place finishers: Dan Dugas (fourth place, 130 pounds), Dan Hazen (third, 275).

#### CLASS B

Team scores: Queensbury 223, Hudson Falls 203.5, Ballston Spa 178.5, Averill Park 174.5, Schalmont 121.5, Ravena-Coeymans-Selkirk 119, Scotia-Glenville 111.5, Mohonasen 105.5, Burnt Hills-Ballston Lake 89, South Glens Falls 64, Glens Falls 61, Johnstown 33, Albany Academy 23.

Ravena-Coeymans-Selkirk place finishers: Eric Pregent (third place, 119 pounds), Curtis Graham (second, 125), John Dibble (fourth, 145), Justin Schipano (third, 160), Steve Correll (fourth, 171), Joe Blondell (fourth, 189).

#### CLASS C

Team scores: Cobleskill-Richmondville 228.5, Broadalbin-Perth 165.5, Schuylerville 152.5, Hoosick Falls 118.5, Canajoharie/Fort Plain 105, Granville 103.5, Fonda-Fultonville 96.5, Cohoes 87.5, Lansingburgh 78, Watervliet 70, Tamarac 48, Catskill 30, Voorheesville 28.5.

Voorheesville place finishers: Josh Welton (fourth place, 103 pounds), Michael Ashline (third, 112).

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Elizabeth Bundalo and Brian Davies

## Bundalo, Davies to wed

Elizabeth Bundalo, daughter of Cindy and Dan Bundalo of Norridge, Ill., and Brian Davies, son of Linda and Roy Davies of Delmar, are engaged to be married.

The bride-to-be is a graduate of Ridgewood High School and is attending Concordia University at

River Forest.

The future groom is a graduate of Bethlehem Central High School and is attending Concordia University at River Forest.

The couple plans a July 12 wedding.



David Lorette and Jennifer Lamont

## Lamont, Lorette to marry

Jennifer Lamont, daughter of Stephen Lamont of Union, N.J., and David Lorette, son of Diane Lorette and the late James Lorette of Selkirk, are engaged to be married.

The bride-to-be is a graduate of Vassar College and Rutgers University School of Law.

She is an attorney of Drinker Biddle & Shanley.

The future groom is a graduate of Bethlehem Central High School, The College of Saint Rose and Rutgers University School of Law.

He is deputy counsel of the Office of Legislative Services for the state of New Jersey.

The couple plans a July 19 wedding.

## Dean's List

**Rensselaer Polytechnic Institute**  
Anna Batorsky, Dipti Bhoi-wala, Gregory Davis and Wing Kwong, all of Slingerlands; Jose Colon, Scott Hill, Scheherazade Lacy, Rebecca Patchen, Daniel Royo, Adam Schoen, Kelly Weaver, Krista Wilkie and David Winters, all of Delmar; Matthew Dunbar, Brendan Shields, Cheyne Suker and Denise Throop, all of Voorheesville; James Perkins and Brian Waite, both of Glenmont.

**SUNY Morrisville**  
Noelle Igoe of Voorheesville and Christopher Pace of Selkirk.

**SUNY Oneonta**  
Alicia Gary and Kelly Yates, both of Delmar; Daniel Cornell of Glenmont and Jennifer Frese of Selkirk.

**Wake Forest**  
Virginia Blabey and Mark Winterhoff, both of Delmar.

**St. Lawrence University**  
Kristin Kvam of Delmar.

**Holy Cross**  
Jenna Grant of Glenmont.

**Washington University in St. Louis**  
Freeman Klopott of Delmar.

**Adelphi University**  
David Harvey of Delmar.

**Drexel University**  
Amanda Mason of Glenmont.  
**James Madison University**  
Megan McDermott of Glenmont.

**American University**  
Edward O'Keefe of Delmar.

**California Polytechnic**  
Michael Smith of Delmar.

**Colby-Sawyer College**  
Erin Hardy of Slingerlands.

**Columbia University**  
Mark Shawhan of Delmar.

**St. Michael's College**  
Anne Semenoff of Delmar.

**Wells College**  
Jill Parsons of Feura Bush.

**Wheaton College**  
Caitlin Deighan of Slingerlands and Valerie Messina of Delmar.

**College of Charleston**  
Wendy Stark-Riemer of Delmar.

**Lafayette College**  
Blaira Banagan of Delmar.

## Births

**Albany Medical Center**  
Boy, Alessandro Amore, to Rosella and Robert Amore of Slingerlands, Nov. 9.



Renee Thompson and Brian Scott

## Thompson, Scott engaged

Renee Thompson, daughter of Chris Thompson and Sandra Thompson of Salem, Va. and Rick Thompson of Salem, Va., and Brian Scott, son of Bonnie and Bruce Scott of Delmar, are engaged to be married.

The bride-to-be is a graduate of Radford High School and attended Virginia Tech and Virginia Western Community College.

She is an administrative coordinator for Bisys Fund Services in Columbus, Ohio.

The future groom is a graduate of Bethlehem Central High School, Roanoke College and Virginia Tech.

He is a statistical researcher for Battelle Memorial Institute in Columbus.

The couple plans a Nov. 2 wedding.

## 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 and color photos are acceptable, however Polaroid photos cannot be printed.

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

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### JEWELRY

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## Community



### Antiques show and sale scheduled

The Tawasentha chapter of Daughters of the American Revolution is holding the 31st annual antiques show and sale on Saturday, Feb. 16, and Sunday, Feb. 17, at Academy of the Holy Names at 1075 New Scotland Road.

The event will be held from 10 a.m. until 5 p.m. on Saturday and from 11 a.m. until 4 p.m. on Sunday.

Cost is \$4.50 per person.



# Obituaries

## Francis Wojtal

Francis J. Wojtal, 79, of Delmar died Sunday, Feb. 10, at St. Peter's Hospital in Albany.

Born in Albany, he was a resident of Delmar since 1958.

Mr. Wojtal worked for the former New York Telephone Co. for 38 years, retiring as a senior supervisor.

He was a communicant of the Church of St. Thomas the Apostle in Delmar.

He was a member of the Telephone Pioneers, the Bethlehem Elks and the Albany Polish American Citizens Club.

Mr. Wojtal was an Army veteran of World War II, serving in the Pacific Theater. He was a recipient of the Purple Heart and the Bronze Star. He was a member of the Nathaniel Adams Blanchard American Legion Post, Bethlehem Veterans of Foreign Wars and the 27th Division Association. He also served in the National Guard.

He was husband of the late Shirley Ditzel Wojtal.

Survivors include a daughter, Aileen Duc of Plano, Texas; three sons, Steven F. Wojtal of Oberlin, Ohio, Paul D. Wojtal of Acworth, Ga., and Michael E. Wojtal of Gorham, Maine; two sisters, Helen Haroutiounian of Dana Point, Calif., and Marjorie Smith of Kennewick, Wash.; a brother, Eugene Wojtal of Albany; and 10 grandchildren.

Friends may call from 4 to 8 p.m. tonight, Feb. 13, at the Applebee Funeral Home, 403 Kenwood Ave., Delmar.

A Mass of Christian Burial will be at 9:30 a.m. Thursday, at the Church of St. Thomas the Apostle.

Burial with military honors will be in Calvary Cemetery in Glenmont.

Contributions may be made to the American Heart Association, 440 New Karner Road, Colonie 12205 or the Church of St. Thomas the Apostle, 35 Adams Place, Delmar.

## Bertrand Poland

Bertrand J. Poland, 86, of Selkirk died Friday, Feb. 8, at Julie Blair Health Facility.

Mr. Poland worked for Norton Co. in Watervliet before he retired.

Survivors include his wife, Ruth Ireland Poland; two sons, Bertrand J. Poland II of West Coxsackie and George Badger of Troy; two daughters, Anna May Raynor and Beverly Sawyer, both of Selkirk; 16 grandchildren; and 35 great-grandchildren.

Services will be held at the convenience of the family.

Burial will be in Albany Rural Cemetery.

Arrangements are by the Durant Funeral Home in Glenmont.

Contributions may be made to Bethlehem Volunteer Ambulance in Selkirk.

## Robert Parr

Robert G. Parr, 76, of Delmar died Monday, Feb. 4, at St. Peter's Hospital in Albany.

He was a resident of Our Lady of Mercy Life Center in Guilderland for the past several years.

Born in Richmond Hills, Queens, he was an Army veteran of World War II, serving in the European Theater.

He received a bachelor's degree in accounting from Rider College.

Mr. Parr worked for Price Waterhouse in Manhattan and Peat, Marwick & Mitchell in Kingston. He was a certified public accountant and a life member of the New York State Society of CPAs.

He retired as corporate secretary-treasurer of the Research Foundation of the State University of New York after 26 years of service.

Survivors include his wife, Josephine Maggion Parr and a brother, John Parr of Slaterville Springs.

Services were from the Applebee Funeral in Delmar.

Burial will be in Calvary Cemetery in Glenmont.

Contributions may be made to the Parkinson's Research Fund, Albany Medical Center, c/o Dr. Stewart Factor, 215 Washington Ave., Albany 12205 or Our Lady of Mercy Life Center, 2 Mercy Care Lane, Guilderland 12084.

## Marie Peters

Marie M. Peters, 81, of Delmar died Monday, Feb. 4, at Good Samaritan Nursing Home.

Born in Long Island, she was raised in Clarksville.

She was a graduate of Bethlehem Central High School and Mildred Elly Business School in Albany.

Mrs. Peters was a secretary for First Trust Bank in Albany before she retired.

She was a communicant of the Church of St. Thomas the Apostle in Delmar.

She was a member of the Delmar Progress Club, the Bethlehem Historical Society, the

Bethlehem Art Association and the Bethlehem Senior Citizens.

She was the widow of Clifford J. Peters.

Survivors include a brother, Willis McIntosh Jr. of Clarksville.

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

Spring burial will be in Onesquethaw Cemetery in Clarksville.

Arrangements were by the Applebee Funeral Home in Delmar.

Contributions may be made to the Delmar Rescue Squad, 145 Adams St., Delmar 12054.

## Ray Starr

Ray G. Starr, 72, of Ravena and formerly of New Scotland, died Monday, Feb. 4, at St. Peter's Hospital in Albany.

Born in New Scotland, he worked on the family farm for many years. He retired from the Bethlehem Highway Department.

Mr. Starr was a member of the Bethlehem Grange for 52 years and was current worthy master.

He was a member of the Albany County Soil & Water Conservation Board and South Bethlehem United Methodist Church.

Survivors include his wife, Mary Noble Starr; four sons, Ray Starr Jr. and Jay Starr, both of Ravena, Mark Starr of Catskill and Gary Starr of Middleburgh; 15 grandchildren; and two great-grandchildren.

Services were from the Carswell Funeral Home in Ravena.

Burial was in Memory's Garden in Colonie.

Contributions may be made to the Bethlehem Grange, PO Box 56, Selkirk 12158 or South Bethlehem United Methodist Church, PO Box 98, South Bethlehem 12161.

## Erin Nicole Phelps

Erin Nicole Phelps of Delmar died Wednesday, Feb. 6.

She was a graduate of Guilderland High School BOCES deaf/hard of hearing program.

Survivors include her parents Dale and Annette Mion Phelps of Delmar; a brother, Bryon Phelps of Delmar; her paternal grandparents, Lawren and Elsie Phelps; her maternal grandparents, Robert and Barbara Mion; and her maternal great-grandmother, Susie Mion.

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

Burial was in Bethlehem Cemetery in Delmar.

Arrangements were by the Durant Funeral Home in

Glenmont.

Contributions may be made to the Cystic Fibrosis Foundation, 12 Avis Drive, Latham 12110 or the Donna Crandall Memorial Foundation, 50 Traditional Lane, Loudonville 12211.

## Francis Balcom

Francis Granville Balcom, 78, of Glenmont and formerly of Halcottsville, Delaware County, died Friday, Feb. 1, at Stratton Veterans Administration Medical Center Hospital.

Born in Margaretville, he was a graduate of Margaretville Central School.

He was an Army veteran of World War II and the Korean War. He was a recipient of the Navy Cross and the Purple Heart.

Mr. Balcom was a service person for Lokel Amusements in Halcottsville.

He was a member of the Nathaniel Adams Blanchard American Legion Post in Delmar, the Veterans of Foreign Wars Post 1400 and the Disabled American Veterans.

Survivors include his wife, Claire Balcom; a son, Michael Balcom of Housatonic, Mass.; three daughters, Jeanne Denson of Fanwood, N.J., Rosemary Balcom of Andes and Mary Frances Balcom of Leavenworth, Wash.; and two brothers, William Balcom of Oneonta and Milton Balcom of Warsaw, Ohio.

Services were from Hynes Funeral Home in Margaretville.

Burial will be in Old Margaretville Cemetery.

Contributions may be made to the American Lung Association.

## Tessa Diane Hosgood

Tessa Diane Hosgood, 3, of Slingerlands died Sunday, Feb. 3, at her home.

Survivors include her parents, David C. and Pamela V. Hosgood; two brothers, Quinn Hosgood and Reesce Hosgood; her grandmother, Diane Cross of Colonie; her paternal grandparents, Charles and Myrna Hosgood of Saratoga Springs; her paternal grandmother, Mary Genovese; her great-grandmother, Lillian Cross of Colonie; and her paternal great-grandparents, Charles and Vera Hosgood of Troy and Carmela Fama of Maloto, Italy.

Services were from St. Matthew's Church in Voorheesville.

Burial was in Evergreen Memorial Park in Schenectady.

Arrangements were by the Reilly & Son Funeral Home in Voorheesville.

Contributions may be made to the Early Childhood Education Center, 251 Washington Ave. Ext., Colonie 12205.

## Donald Lancelli

Donald P. Lancelli, 46, of Slingerlands died Sunday, Feb. 3, at Community Hospice of Albany County at St. Peter's Hospital.

Born in Long Island, he was raised in Poughkeepsie.

Mr. Lancelli was a graduate of Providence College and attended the Culinary Arts Institute of America.

He was wine manager of Peerless-Mohawk, Colony Liquor Distributors and Letchworth. Most recently, he was director of fine wines at Service Universal in Albany.

Mr. Lancelli was instrumental in organizing the Wine Festival at the Desmond for many years.

He was a member of the Italian Center in Poughkeepsie and the Machinist Social and Athletic Club of Dutchess County.

He was a communicant of St. Catherine of Siena Church. He participated in many fund-raising events on behalf of charitable organizations, including the March of Dimes, Living Resources, NFL Caring for Kids, Camp Good Days and Special Times, Lou Gerhig's Disease and AIDS research.

Survivors include his wife, Maria Servodio Lancelli; two sons, Floyd A. Curtis and Dominic M. Lancelli; two sisters, Susan Lancelli of Newburyport, Mass., and Carol Nenni of Orinda, Calif.; and his grandmother, Dorothy Messina of Long Island.

Services were from St. Catherine of Siena Church.

Burial was in Most Holy Redeemer Cemetery in Niskayuna.

Arrangements were by the Daniel Keenan Funeral Home in Albany.

Contributions may be made to Community Hospice of Albany County, 315 S. Manning Blvd., Albany 12208.

## Historical group to hear speaker

The Bethlehem Historical Association will hold its monthly meeting on Thursday, Feb. 21, at Cedar Hill School House on 1003 River Road (Route 144) in Selkirk at 2 p.m.

David Klinge of Hartgen Associates will be speaking on the topic of recent archeological diggings. Everyone is welcome.

For information, call 478-7247.

## Basketball nights set for students

The Bethlehem Parks and Recreation Department, Bethlehem Central School District and Bethlehem Opportunities Unlimited are co-sponsoring open-gym basketball for high school students.

Players will meet every Friday starting March 1, from 8 to 11 p.m. in the high school lower gym; admission is \$1 per night.

## Film fest for kids

Folktales from Africa and the American West are the focus of Bethlehem Public Library's "Folktales Film Festival" for children in grades two through four on Thursday, Feb. 21 at 2 p.m.

## 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.

## Empire Monument Co. February Clearance

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Located at the entrance of Albany Rural and St. Agnes Cemeteries



463-3323



# Family ENTERTAINMENT

## CALENDARS ♦ ARTS & ENTERTAINMENT

### Area venues offer diversion for vacationing students

By DEV TOBIN

During the upcoming Presidents Week, air fares take a mid-winter jump up and ski areas are charging premium prices, but there are a lot of child- and pocketbook-friendly activities available for vacationing students at local museums and theaters.

The State Museum at the south end of the Empire State Plaza offers a potpourri of free programs all week.

On Monday, Feb. 18, and Thursday, Feb. 21, from 1 to 4 p.m., a Carousel Horse craft activity will combine a ride on the unique carousel with creation of a carousel mobile out of paper, plastic straws and yarn.

On Tuesday, Feb. 19, from 1 to 4 p.m., a Fun With Fish craft activity, based on a fourth-floor exhibit will combine a fish-theme crossword puzzle with design and creation of a fish out of paper and yarn.

Also on Tuesday, from 2 to 4 p.m., there will be a hands-on experience of Famous Fossils of New York with Randi.

On Wednesday, Feb. 20, from 1 to 4 p.m., the hands-on activity Fill the Bill in the Bird Hall will focus on how birds eat.

On Thursday, Feb. 21, at 2 p.m., curator John Scherer will conduct a tour of the museum's carousel.

On Friday, Feb. 22, from 1 to 4 p.m., children will learn how a butterfly grows and make a cardboard chrysalis and paper butterfly.

On Saturday, Feb. 24, from 11 a.m. to noon and 2 to 3 p.m., a program on fluorescence will be held at the mining exhibit in the Adirondack Hall.

Also during Presidents Week, there will be Discovery Carts throughout the museum, where children can touch real animal fur, teeth, antlers and skulls; Dinosaurs Rule! hands-on programs from 10 a.m. to 4 p.m. in the Discovery Place; and Nature Games in the afternoon in the Adirondack Hall.

And the week will end with the annual New York in Bloom flower show, the primary fund-raiser for the museum's after-school programs, on Feb. 22, 23 and 24. Admission to the floral exhibits will be \$3 for adults; free for children under 13.

For information on these or other State Museum programs, call 474-5877.

The Albany Institute of History & Art at 125 Washington Ave. will feature Winter Break Specials — interactive learning experiences that include a gallery activity and art-making. There is a \$2 materials fee, plus regular museum admission.

On Wednesday, Feb. 20, from 10 a.m. to noon, the Time Machine program will explore the various eras, from the Egyptian to the present, represented in the galleries and then participant will construct a time machine.

On Thursday, Feb. 21, from 10 a.m. to noon, Erie Canal Day will be a program of songs and stories about life

along the Erie Canal.

On Friday, Feb. 22, from 10 a.m. to noon, the A Day in 1990 program will explore life at the turn of the 20th century through the institute's major exhibit Circa 1900: From the Genteel Tradition to the Jazz Age.

Reservations are required for these programs; call 463-4478.

Steamer No. 10 Theatre will present a variety of programs for what it calls February Vacation Daze. All shows are at 10 a.m. and 1 p.m. at the theater at 500 Western Ave.

On Monday, Feb. 18, the Steamer No. 10 production of "Rumplestiltskin" returns.

On Tuesday, Feb. 18, the Puppet People present their large-scale rendition of Kipling's "The Elephant's Child."

On Wednesday, Feb. 20, magician Jim Snack performs feats of legerdemain.

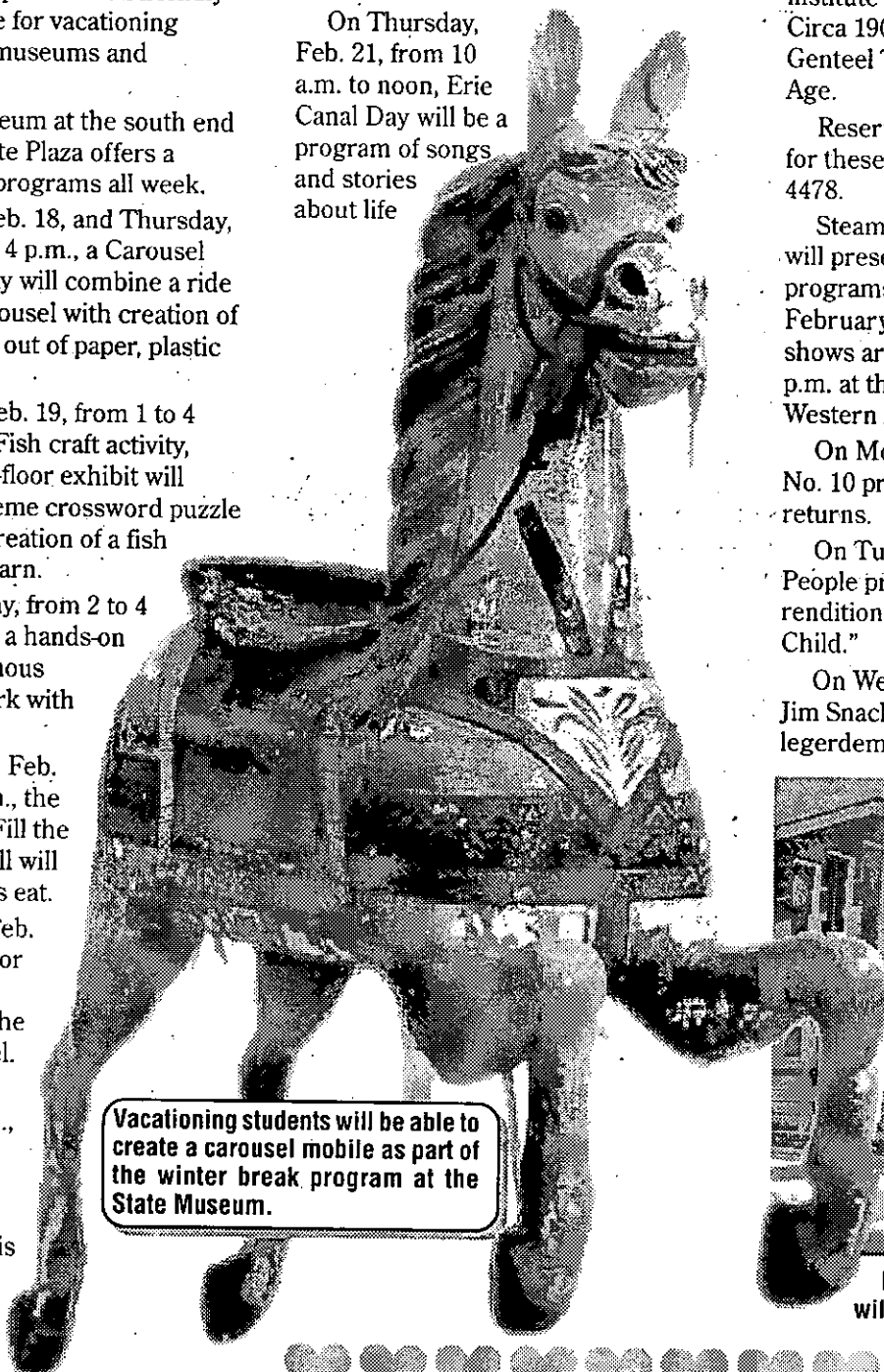


The Albany Institute of History and Art will offer a schedule of hands-on activities for students during the winter break.

On Thursday, Feb. 21, Enchanted Circle Theater presents two Japanese folk tales — "The Woman Who Laughed" and "The Stonecutter."

On Friday, Feb. 22, ventriloquist Steve Charney performs magic, music, comedy and silly songs with Harry.

Tickets are \$10, \$8 for students and seniors, \$2 off for advance purchases. For information, call 438-5503.

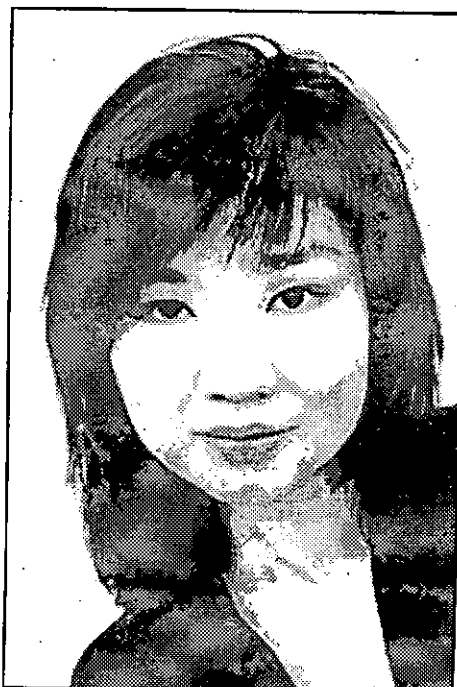


Vacationing students will be able to create a carousel mobile as part of the winter break program at the State Museum.



Exterior view of the Albany Institute of History & Art. The popular Albany venue will be presenting programs for students during the winter recess.

## ASO slates Valentine Serenade



Su Lian Tan

The Albany Symphony Orchestra will present a "great" symphony, a world premiere of love songs and a performance of a flute/orchestra piece by its composer for its Valentine Serenade concert this weekend.

The concert features the premiere of Roshanne Etezady's "Four Love Songs," sung by mezzo-soprano Alexandra Sweeton; Su Lian Tan's "Autumn Lute Song for Flute and Orchestra," with Tan as flute soloist; and Franz Schubert's Symphony No. 9 in C Major, "The Great."

The concert will be given twice, on Friday, Feb. 15, at 8 p.m. in the Canfield Casino, Congress Park, Saratoga Springs; and on Sunday, Feb. 17, at 3 p.m. in Troy Savings Bank Music Hall.

Tickets for the Saratoga performance are \$22 for adults, \$20 for seniors and students. For information, call 465-4755 or 584-4132.

Tickets for the Troy performance are \$17 to \$36. For information, call 465-4755 or 273-0038.



Alexandra Sweeton



# ARTS and ENTERTAINMENT

## Theater

### WOODY GUTHRIE'S AMERICAN SONG

new musical, Capital Repertory Theatre, 111 N. Pearl St., Albany, through Feb. 17, \$28 and \$36. Information, 445-7469.

### LADIES OF SONG

with Linnie Godfrey, New York State Theatre Institute, Schacht Fine Arts Center, Russell Sage College, Troy, through Feb. 16, \$17, \$14 for seniors and students, \$8 for children under 13. Information, 274-3256.

### THE MUSIC MAN

River City band musical, Proctor's Theatre, State Street, Schenectady, Feb. 12 to 17, \$42 to \$49, \$20 for under 13. Information, 346-6204.

### THE MERRY WIDOW

London City Opera production, Proctor's Theatre, State Street, Schenectady, Feb. 19, 8 p.m., \$34 to \$39. Information, 346-6204.

## Music

### JACKIE TERRASSON

The Van Dyck, 235 Union St., Schenectady, Feb. 15, 7 and 9:30 p.m., \$15. Information, 381-1111.

### ALBANY SYMPHONY ORCHESTRA

Valentine concert, featuring works by Schubert, Elzady and Tan, Canfield Casino, Congress Park, Saratoga Springs, Feb. 15, 8 p.m., \$20 and \$22, and Troy Savings Bank Music Hall, State and Second streets, Feb. 17, 8 p.m., \$17 to \$36. Information, 465-4755.

### PONCHO SANCHEZ

Troy Savings Bank Music Hall, State and Second streets, Feb. 15, 8 p.m., \$24. Information, 273-0038.

### JOAN BAEZ

with Richard Shindell, The Egg at Empire State Plaza, Albany, Feb. 15, 8 p.m., \$28. Information, 473-1845.

## CHERYL WHEELER

The Eighth Step at Cohoes Music Hall, Remsen Street, Feb. 15, 8 p.m., \$17. Information, 434-1703.

## Visual Arts

### NEW YORK STATE MUSEUM

American Sculpture, 1940 to 1960, through Feb. 24; A Slave Ship Speaks: The Wreck of the Henrietta Marie, through March 17; Ancient Life of New York, through March 31; plus permanent collections, Empire State Plaza, Madison Avenue. Information, 474-5877.

### ALBANY INSTITUTE OF HISTORY AND ART

Circa 1900: From the Genteel Tradition to the Jazz Age, American art at the turn of the 20th century, plus exhibits on Hudson River School paintings, the Albany Army Bazaar of 1864, American sculpture, Egypt and the history of Albany, 125 Washington Ave. Information, 463-4478.

## ALBANY CENTER GALLERIES

Mohawk-Hudson Regional Invitational, featuring works by Warren Craighead III, Ellen DeMarco Cervera and Rob O'Neil, through Feb. 15, opening reception Jan. 10 from 5:30 to 8 p.m., 161 Washington Ave. Information, 462-4775.

### ALBANY INTERNATIONAL AIRPORT GALLERY

Private Eye, unusual local collections, third floor of terminal building, through March 17, two hours free parking. Information, 242-2241.

## Call For Artists

### FEESTELIJK

local entertainers and performers for Bethlehem community arts celebration on April 27. Apply at 439-0512.

### DELMAR COMMUNITY ORCHESTRA

openings in the string, horn and percussion sections. Information, 439-7749.

## COLONIE TOWN BAND

several openings, rehearsals on Mondays at 7:30 p.m., at town hall, Route 9, Newtonville. Information, 783-2760.

### COLONIE CENTENNIAL BRASS CHOIR

openings for brass players, rehearsals on first Thursday and third Tuesday of the month, at 7:15 p.m., town hall, Route 9, Newtonville. Information, 783-2760.

### SIENA CHAMBER ORCHESTRA AND CHOIR

rehearsals Thursdays at 7:30 p.m. for orchestra, Wednesdays at 6 p.m. for choir, Siena College, Route 9, Loudonville. Information, 783-2325.

### CLIFTON PARK COMMUNITY ORCHESTRA

openings in strings, especially cello and bass, and in French horn, rehearsals Tuesdays at 7 p.m., Coburg Village, Rexford. Information, 383-1718.

### MALE SINGERS NEEDED

for Electric City Chorus, training provided, rehearsals at Faith United Methodist Church, Brandywine Avenue and Eastern Parkway, Schenectady, Tuesdays, 7:30 p.m. Information, 785-4807.

### PAINTERS WANTED

the Colonie Art League seeks local two-dimensional artists to exhibit at Local Color Art Gallery, 961 Troy-Schenectady Road, Latham. Information, 786-6557.

## 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.

### CAPITAL COMMUNITY VOICES

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

## Classes

### ACOUSTIC INSTRUMENT CLASSES

fiddle, guitar, banjo, pennywhistle, hammered dulcimer and bodhran, six-week sessions on Tuesday evenings at the ROI Smith Center, Route 155, Guilderland, sponsored by Old Songs, \$75. Information, 765-2815.

### 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, oil and drawing, beginner and intermediate, Wednesdays and Thursdays, taught by Kristin Woodward. Information, 783-1828.

## MAGIC MAZE • TOWNS

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

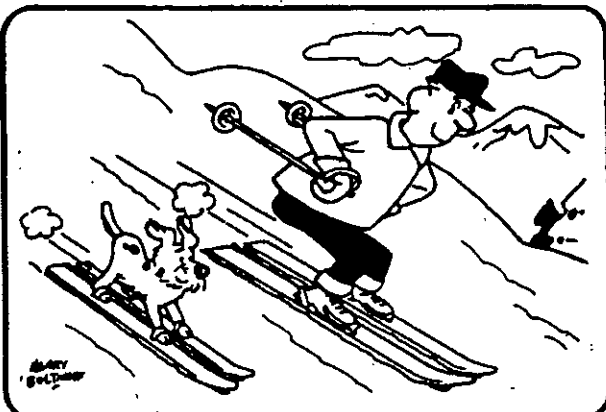
Find the listed words in the diagram. They run in all directions - forward, backward, up, down and diagonally.

Allentown	Chinatown	Hometown	Molotov
Baytown	Crosstown	Jamestown	Uptown
Boontown	Downtown	Johnstown	Yorktown
Cape Town	Freetown	Midtown	

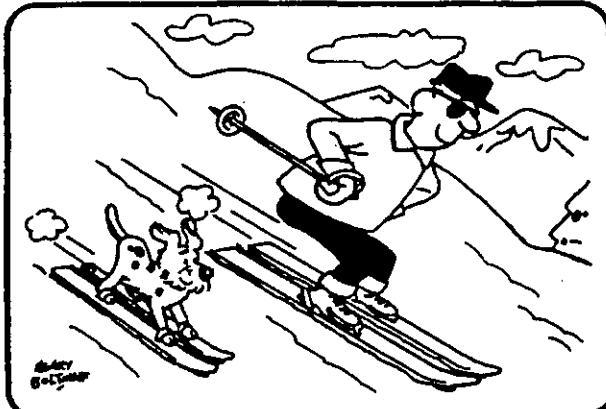
©2002 King Features, Inc.

## HOCUS-FOCUS

BY HENRY BOLTIKOFF



Find at least six differences in details between panels.



Differences: 1. Tree is missing. 2. Man has sunglasses. 3. One ski pole is missing. 4. Dog has more spots. 5. Cloud has been added. 6. Dog's skis are shorter.

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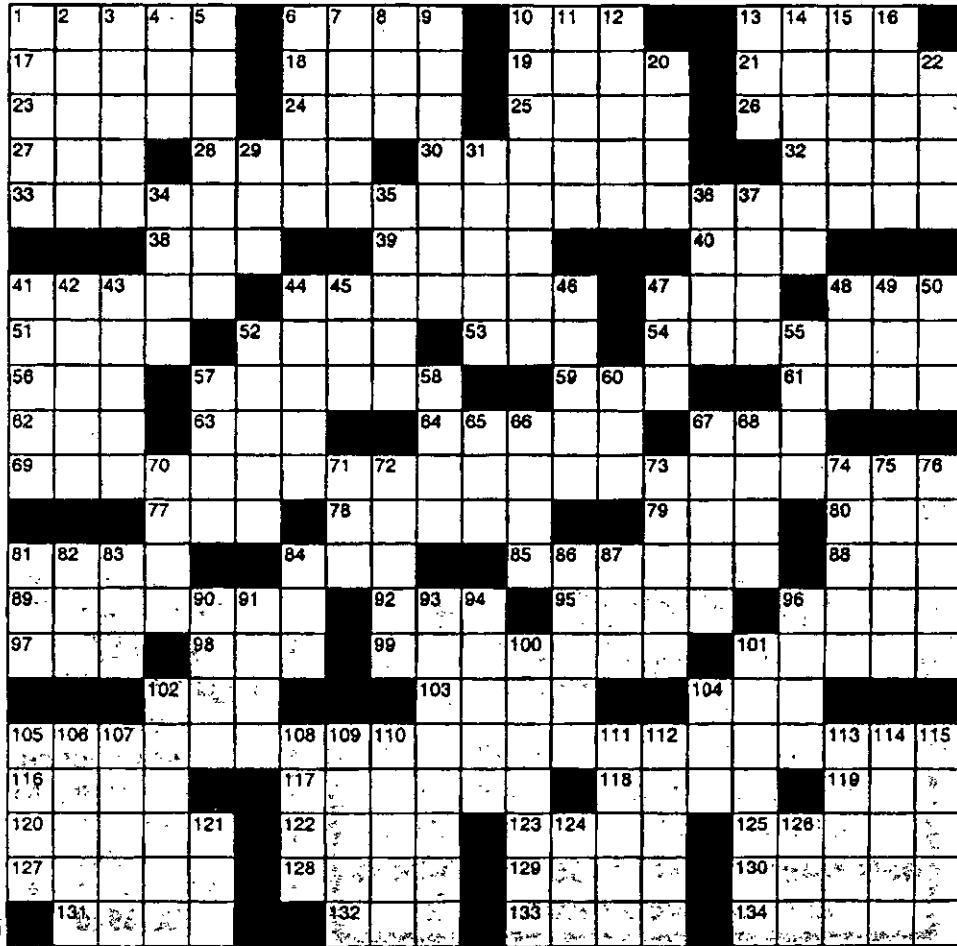
Spotlight Newspapers  
The Capital District's Quality Weeklies

The Spotlight; Colonie Spotlight; Loudonville Spotlight; Guilderland Spotlight; Niskayuna Journal; Scotia-Glenville Journal; Rotterdam Journal; Clifton Park/Halfmoon Spotlight

439-4949

## The Super CROSSWORD

ACROSS  
1 Songwriters' org.  
6 Old Glory feature  
10 — jongo  
13 Ali —  
17 Playground fixture  
18 Ripped  
19 Inland sea  
21 It multiplies by dividing  
23 Islamic text  
24 Columnist Bombeck  
25 Mrs. Zeus  
26 Astronomer Carl  
27 Catchall abbr.  
28 Party pots  
30 Bandleader Hampton  
32 Gusto  
33 Start of a remark by George Leonard  
38 Cry of discovery  
39 Pound of poetry  
40 Forster's "Howards"  
41 Film division  
44 Swerves dangerously  
47 — de-lance  
48 Spear-headed  
51 Colorless  
52 Ship's slammer  
53 Salon supply  
54 Part 2 of remark  
56 — du  
57 Lost one's tail?  
59 It can be wicked  
61 Writer O'Brien  
62 — Tin Tin  
63 Over-dramatic  
64 Nichols' "Irish Rose"  
67 Mont-gomery's st.  
69 Part 3 of remark  
77 Humorist George  
78 Pine product  
79 Affliction  
80 Palindromic Parseghian  
81 Old tub  
84 Rock's Fleet-wood of a diet  
85 Part of a wheel unit  
88 Part 4 of remark  
92 Time Warner partner  
95 Sharpen a skill  
96 Location  
97 Even so  
98 Shack  
99 Occur earlier  
101 Croc's kin  
102 Droop  
103 Director Mira  
104 Tin —  
105 End of remark  
116 Chianti, e.g.  
117 Keen insight  
118 Graceland name  
119 — roll  
120 Above it all  
122 Mr. Ed's mother  
123 "Clinton's Ditch"  
125 Buffalo Bill, for one  
127 Tenor Mario  
128 North Carolina campus  
129 Baseball's Sammy  
130 Disbush  
131 Nourish  
132 Humorist Buchwald  
133 Manuscript imperative  
134 Bolger/Lahr co-star  
DOWN  
1 Crooked  
2 Arboreal animal  
3 She brought out the beast in men  
4 Periodon-tists' org.  
5 Kind of fudge  
6 Shorthand, shortly  
7 Museum piece  
8 It's up your sleeve  
9 Get it  
10 '75 Diana Ross film  
11 Stadium  
12 Seraglio  
13 Coll.  
14 Bowled over  
15 Sire  
16 Discomer  
20 Composer Schiffrin  
22 Up-front money  
29 Plutarch character  
31 "The Woman —" ('84 film)  
34 Nary a soul  
35 It suits many  
36 41 Down, for one  
37 Calvary inscription  
41 Mr. Agnew  
42 Neighbor of Nev.  
43 Skater Berezhnaya  
44 Brioche bit  
45 Pitch in  
46 Put in stitches  
47 Crafty critter  
48 Top  
49 Tons of time  
50 Heredity  
52 Responsibility  
55 Shipshape  
57 Israel's Barak  
58 Place to pontificate  
60 "Just — thought!"  
65 Bach's "Bist du — mir"  
66 Travelers' stops  
67 Dwelling  
68 Turn throw-aways  
70 Time to crow?  
71 Monk's title  
72 Sum up  
73 Swill con-noisseur  
74 Implied  
75 Urania's sister  
76 Not as common  
81 Farm feature  
82 — gelida marina? (Puccini aria)  
83 — bran  
84 Encountered  
86 Actress Maureen  
87 Fate  
90 Bangkok resident  
91 "Les Miserables" author  
93 Frill  
94 Rent  
96 Amritsar attire  
100 Gloom  
101 Parsley, perhaps  
102 Nap  
104 Word form for "environ-ment"  
105 Ellipse  
106 Mideastern melange  
107 — fell swoop  
108 June, but not July  
109 Florida city  
110 Colossal commotion  
111 Elevate  
112 Actor Williams  
113 It gets wet as it dries  
114 Absurd  
115 Sweet treat  
121 in thing  
124 Disintegrate  
128 — Locka, FL





# The Spotlight CALENDAR

**Wed. 2/13**
**BETHLEHEM**

**YOUTH EMPLOYMENT SERVICES**  
Parks and Recreation Office, Elm Avenue Park, 2-4:30 p.m. *Also Mon.* Information, 439-0503.

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

**TOWN BOARD**  
Bethlehem 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.

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

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

**NEW SCOTLAND**  
**TOWN COUNCIL**  
New Scotland Town Hall, Route 85, 7 p.m. Information, 439-4889.

**PRAYER MEETING**  
evening prayer meeting and Bible study, Mountainview Evangelical Free Church, Route 155, 7:30 p.m. Information, 765-3390.

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

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

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

**Thurs. 2/14**
**BETHLEHEM**

**BETHLEHEM SENIOR CITIZENS**  
Bethlehem Town Hall, 445 Delaware Ave., 12:30 p.m. Information, 439-4955.

**TAKE OFF POUNDS SENSIBLY**  
Weekly meeting at Delmar Reformed Church, 386 Delaware Ave., Delmar, 1-2:30 p.m. Information, 465-8732.

**YOUTH EMPLOYMENT SERVICES**  
Parks and Recreation Office, Elm Avenue Park, 4:30-7 p.m. Information, 439-0503.

**BETHLEHEM ART ASSOCIATION**  
Bethlehem Public Library, 451 Delaware Ave., 6:45 p.m. Information, 768-2624.

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

**DELMAR FIRE DEPARTMENT AUXILIARY**  
firehouse, Adams Place, 7:30 p.m.

**ELSMERE FIRE CO. AUXILIARY**  
firehouse, Poplar Drive, 7:30 p.m.

**BETHLEHEM LUTHERAN**  
children's choir, 6:15 p.m., senior choir, 7 p.m., 85 Elm Ave. Information, 439-4328.

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

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

**NEW SCOTLAND**

**EVENTS AT VPL**  
*Library Club Valentine Party* for grades 4-6. Signup necessary; 3:30 p.m.  
*Every Other Thursday Night Poets*, no signup required. 7 p.m.  
Voorheesville Public Library, 51 School Road. Information, 765-2791.

**Fri. 2/15**
**BETHLEHEM**

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

**CABARET IN SLINGERLANDS**  
Harlequin Players present "Decades of Song And Dance: A Cabaret", reservations required, refreshments served; admission \$10, seniors/students \$8. Community United Methodist Church, 1499 New Scotland Road, Slingerlands, 8 p.m. *Also Feb. 16.* Reservations, 355-6694.

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

**NEW SCOTLAND**  
**PIONEER CLUBS**  
For children grades 1 through junior high; Mountainview Evangelical Free Church, Route 155, 3:45 - 5 p.m. Information, 765-3390.

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

**Sat. 2/16**
**BETHLEHEM**

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

**Mon. 2/18**
**BETHLEHEM**

**MOTHERS' TIME OUT**  
Christian fellowship group for mothers of preschool children, Delmar Reformed Church, 386 Delaware Ave., nursery care provided, 9:30 to 11 a.m. Information, 439-9929.

**DELMAR KIWANIS**  
Quality Inn, Route 9W, 6:15 p.m. Information, 439-2437 or 439-6952.

**CLASS IN JEWISH MYSTICISM**  
Delmar Chabad Center, 109 Elsmere Ave., 7 p.m. Information, 439-8280.

**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, 310 Kenwood Ave., 7:30-9 p.m. Information, 439-4205.

**DELMAR COMMUNITY ORCHESTRA**  
rehearsal, Bethlehem Town Hall, 445 Delaware Ave., 7:30 p.m. Information, 439-7749.

**ROYAL ARCH MASONS**  
Temple Chapter No. 5; Masonic Temple, 421 Kenwood Ave.

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

**NEW SCOTLAND**  
**QUARTET REHEARSAL**  
United Pentecostal Church, Route 85, New Salem, 7:15 p.m. Information, 765-4410.

**Tues. 2/19**
**BETHLEHEM**

**DELMAR ROTARY**  
Howard Johnson's, Route 9W, 7:30 a.m. Information, 767-2930.

**TREASURE COVE THRIFT SHOP**  
First United Methodist Church, 428 Kenwood Ave., 9 a.m. to 6 p.m.

**HEALTH SCREENINGS**  
Sponsored by Bethlehem Senior Services; Bethlehem Town Hall, 443 Delaware Avenue, Delmar, 9:30 a.m. - noon.

**TAKE OFF POUNDS SENSIBLY (TOPS)**  
Glenmont Community Church, Weiser Street, 6 p.m. weigh-in, 6:30 p.m. meeting. Information, 449-2210.

**ELSMERE FIRE COMMISSION**  
firehouse, Poplar Drive, 7:15 p.m. Information, 439-9144.

**A.W. BECKER PTA**  
Becker Elementary School, Route 9W, 7:30 p.m. Information, 767-2511.

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

**SLINGERLANDS FIRE COMMISSION**  
firehouse, 8 p.m. Information, 439-4734.

**NEW SCOTLAND**  
**STORY HOUR**  
Voorheesville Public Library, 51 School Road, 10 a.m. Information, 765-2791.

**NIMBLEFINGERS/QUILTERS**  
Voorheesville Public Library, 51 School Road, 1 to 3 p.m. Information, 765-2791.

**Wed. 2/20**
**BETHLEHEM**

**YOUTH EMPLOYMENT SERVICES**  
Parks and Recreation Office, Elm Avenue Park, 2-4:30 p.m. *Also Mon.* Information, 439-0503.

**DELMAR PROGRESS CLUB**  
Evening Group: presentation by Ann Vandevort on "Dolls and Flowers." Bethlehem Public Library, 451 Delaware Avenue, Delmar, 7 p.m. Information, 439-3916.

**BETHLEHEM LIONS CLUB**

Quality Inn, Route 9W, Glenmont, 7 p.m. Information, 439-4857.  
**ALZHEIMER'S SUPPORT GROUP**  
Northeast NY Alzheimer's Association meetings for families, caregivers, and friends; Delmar Presbyterian Church, 585 Delaware Ave., 7 p.m.

**SOLID ROCK CHURCH**  
1 Kenwood Ave., evening prayer and Bible study, 7 p.m. Information, 439-4314.  
**ZONING BOARD OF APPEALS**  
Bethlehem Town Hall, 445 Delaware Ave., Delmar, 7:30 p.m. Information, 439-4955.

**'NONFICTIONADOS'**  
Book discussion group focusing on nonfiction works; meeting third Wed. of each month through May. Bethlehem Public Library, 451 Delaware Avenue, Delmar, 7:30 p.m. Information, 439-9314.

**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.

**BC SCHOOL BOARD**  
district office, 90 Adams Place, 8 p.m. Information, 439-7098.

**BETHLEHEM ELKS LODGE 2233**  
Route 144, Cedar Hill, 8 p.m. Information, 767-2886.  
**ORDER OF THE EASTERN STAR**  
Onesquethaw Chapter, Masonic Temple, 421 Kenwood Ave., 8 p.m. Information, 439-2181.

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

**NEW SCOTLAND**  
**V'VILLE PLANNING COMMISSION**  
Village Hall, 29 Voorheesville Ave., 7:30 p.m. Information, 765-2692.

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

**PRAYER MEETING**  
evening prayer meeting and Bible study, Mountainview Evangelical Free Church, 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 United Methodist Church of Voorheesville, 68 Maple St., 8 p.m. Information, 489-6779.

**Thurs. 2/21**
**BETHLEHEM**

**BETHLEHEM SENIOR CITIZENS**  
Bethlehem Town Hall, 445 Delaware Ave., 12:30 p.m. Information, 439-4955.

**TAKE OFF POUNDS SENSIBLY**  
Weekly meeting at Delmar Reformed Church, 386 Delaware Ave., Delmar, 1-2:30 p.m. Information, 465-8732.

**YOUTH EMPLOYMENT SERVICES**  
Parks and Recreation Office, Elm Avenue Park, 4:30-7 p.m. Information, 439-0503.

**BETHLEHEM LUTHERAN**  
children's choir, 6:15 p.m., senior choir, 7 p.m., 85 Elm Ave. Information, 439-4328.

**AA MEETINGS**

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

**NEW SCOTLAND**

**NEW SCOTLAND KIWANIS CLUB**  
New Scotland Presbyterian Church, Route 85, 7 p.m. Fri. 2/22

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**MOVING SALE!**  
(In Colonie)

Off White/Mauve Sectional Sofa. **ASKING \$600**

Maple Bedroom Set (older): Triple Dresser, Night Stand, Mirror. **ASKING \$250**

Complete Set of Wrought Iron Patio Furniture (with pink floral cushions): sofa, chairs, ottoman.

**ASKING \$450**

EVERYTHING IS IN EXCELLENT CONDITION!

All Must Go Before Feb. 28th!

Call **364-0046** for more information

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**LOST**



**"Sadie"**

(Her hair is longer now)

White, Bichon/Poodle Mix.

She has a black collar w/ cows on it.

Her left eye has white in it. Any information:

**439-5491 210-7435 210-7416**

**200 Kenwood Ave. area**

**Mystical Teachings of Jesus; Part 2.**

Presented by Reverend Penny Donovan D.D.

**FRIDAY, FEBRUARY 15TH**

**7PM-9PM**

at the **UNITY CHURCH**, 21 King Ave., Albany, NY.

The cost is \$25.

For any additional information call Jeanne at **286-3940**.

**FREE & LOCAL HOME HEALTH AIDE TRAINING PROGRAM**

Would you be interested in free training at the RCS High School for a career as a certified home health aide?

Are you a senior citizen looking for a new career or are you 17 years or older looking to explore a career in the health care field?

If you said YES to either of these questions, call Cindy Bradly RCS Continuing Education Program, 756-5213 or Angela Leary, RN at 462-7292 ext. 18

**This Training Program is funded by A Millenium Grant From The Albany County Department For Aging**

\*Some training restrictions will apply\*

## LEGAL NOTICE

## LEGAL NOTICE

**BETHLEHEM SOCCER CLUB**  
The Annual Meeting of the Bethlehem Soccer Club will be held on March 4, 2002 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 Louise McGann 4 Bobwhite Drive Glenmont, New York 12077 (February 13, 2002)

## PUBLICATION NOTICE

1. The name of the Limited Liability Company is ARIANA FAMILY CARE LLC (hereinafter referred to as the "Company").  
2. The Articles of Organization of the Company were filed with the Secretary of State on January 18, 2002.  
3. The County within New York in which the office of the Company is to be located is Albany County.  
4. 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 1845 Central Avenue, Albany, New York 12205.  
5. The purpose of the business of the Company is to engage in any lawful act or activity for which limited liability companies may be organized under the Limited Liability Company Law of the State of New York.  
(February 13, 2002)

## ARTICLES OF ORGANIZATION OF BDH, LLC.

Under Section 203 of the Limited Liability Company Law  
The Undersigned, being authorized to execute and file these Articles, hereby certifies that:  
FIRST: The name of the limited liability company (hereinafter referred to as the "Company") is BDH, LLC.  
SECOND: The County of the office of the Company in this State is Albany.  
THIRD: The Company does not have a specific date of dissolution in addition to the events of dissolution set forth by law.  
FOURTH: The Secretary of State is designated as 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 is 926 Nineteenth Street, Watervliet, New York 12189.  
FIFTH: The name and street address in New York of the registered agent of the Company upon whom and at which process against the Company can be served are Breakell & Couch, P.C., Suite 1200, 11 North Pearl Street, Albany, New York 12207.  
SIXTH: The Company is to be managed by one (1) or more members, provided, however, that the managing members may only bind the limited liability company in accordance with the terms of the operating agreement of the limited liability company.  
SEVENTH: The business purposes of this limited liability company are to engage in any lawful act or activity for which limited liability companies may be organized under the Limited Liability Company Law; provided, however, that the limited liability company is not formed to engage in any act or activity requiring the consent or approval of any state official, department, board, agency or other body without first obtaining the consent of such body.  
EIGHTH: A manager shall not be personally liable to the Company or its members for damages for any breach of duty as a manager, except for any matter in respect of which such manager shall be liable by reason that, in addition to any and all other requirements for such liability there shall have been a judgment or other final adjudication adverse to such manager that establishes that such manager's acts or omissions were in bad faith or involved intentional misconduct or a knowing violation of law or that such manager personally gained in fact a financial profit or other advantage to which such manager was not legally entitled or that with respect to a distribution of the subject to Section 508 of the Limited Liability Company Law, such man-

## LEGAL NOTICE

agers acts were not performed in accordance with Section 409 of the Limited Liability Company Law. Neither the amendment nor the repeal of this Article shall eliminate or reduce the effect of this Article in respect to any matter occurring, or any cause of action, suit or claim that, but for this Article, would accrue or arise, prior to such amendment, repeal or adoption of an inconsistent provision. This Article shall neither eliminate nor limit the liability of a manager for any act or omission occurring prior to the adoption of this Article.  
NINTH: The Company shall have the power to indemnify, to the full extent permitted by the Limited Liability Company Law, as amended from time to time, all person whom it is permitted to indemnify pursuant thereto.  
IN WITNESS WHEREOF, these Articles of Organization have been subscribed this 27th day of December, 2001 by the undersigned who affirm that the statements made herein are true under penalties of perjury.  
S/ MARK W. COUCH  
Organizer  
(February 13, 2002)

## LEGAL NOTICE

Capacity Financial Services, LLC. LLC was filed with the SSNY on 09/24/01. 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: Carl A. Gerson, 120 Pleasant Street, Upper Saddle River, NJ 07458. Purpose: Any lawful purpose.  
(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of CapitalSource Finance LLC. Fictitious name in N.Y. State: CSF. Authority filed with Secy. of State of NY (SSNY) on 12/20/01. LLC formed in Delaware (DE) on 8/25/00. NY office location: Albany County. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to the principal office of LLC: 1133 Connecticut Ave. NW, Ste. 310, Washington, D.C. 20036, Attn: Steve Muscles, Arts. of Org. on file with DE Secy. of State, Federal & Duke of York St., Dover, DE 19901. Purpose: any lawful activity.  
(February 13, 2002)

## NOTICE OF PUBLIC HEARING

Notice is hereby given that the Board of Appeals of the Town of Bethlehem, Albany County, New York will hold a public hearing on Wednesday, February 20, 2002, at 7:30 p.m., at the Town Offices, 445 Delaware Avenue, Delmar, New York to take action on application of Andrew Chaiyuk/David Chaiyuk/David Catalano, 2 Jean Lane, Albany, New York 12203 for Use Variance under Article VI, Permitted Uses, Section 128-12, of the Code of the Town of Bethlehem, to request an extension of time to construct two-family dwellings in an "A" Residential zone at premises 18 and 22 Elm Place, Albany (North Bethlehem) New York 12203.  
Michael C. Hodom  
Chairman  
Board of Appeals  
(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of CIMCities LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 1/2/2002. LLC formed in Delaware (DE) on 7/27/1999. NY office location: Albany County. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation Service Co., 80 State St., Albany, NY 12207-2543. Principal office of LLC: 1400 Lake Hearn Drive, Atlanta, GA 30319. Arts. of Org. on file with DE Secy. of State, Federal & Duke of York St., Dover, DE 19901. Purpose: any lawful activity.  
(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of CINGULAR SUPPLY, L.P. Authority filed with Secy. of State of N.Y. (SSNY) on 1/23/02. Office location: Albany County. LLC formed in Delaware (DE) on 1/14/02. SSNY designated as agent of LP upon

## LEGAL NOTICE

whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation Service Co., 80 State St., Albany, NY 12207, registered agent upon whom process may be served. Principal office of LP: 5565 Glenridge Connector, Atlanta, GA 30342. Name/address of each genl. ptr. available from SSNY. Cert. of LP on file with DE Secy. of State, Federal & Duke of York St., Dover, DE 19901. Purpose: any lawful activity.  
(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of CLF CAPITAL, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 1/31/02. Office location: Albany County. LLC formed in Delaware (DE) on 1/23/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to principal office of LLC: c/o Investcorp, 280 Park Ave., 36W, NY, NY 10017. Arts. of Org. on file with DE Secy. of State, 401 Federal St., Dover, DE 19901. Purpose: any lawful activity.  
(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of Cox HRP, L.L.C. Authority filed with Secy. of State of N.Y. (SSNY) on 1/24/02. Office location: Albany County. LLC formed in Delaware (DE) on 1/1/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation Service Co., 80 State St., Albany, NY 12207, registered agent upon whom process may be served. Principal office of LLC: 1400 Lake Hearn Dr., Atlanta GA 30319. Arts. of Org. on file with DE Secy. of State, Federal & Duke of York St., Dover, DE 19901. Purpose: any lawful activity.  
(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of Cox MMT, L.L.C. Authority filed with Secy. of State of N.Y. (SSNY) on 1/23/02. Office location: Albany County. LLC formed in Delaware (DE) on 1/1/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation Service Co., 80 State St., Albany, NY 12207, registered agent upon whom process may be served. Principal office of LLC: 1400 Lake Hearn Dr., Atlanta GA 30319. Arts. of Org. on file with DE Secy. of State, Federal & Duke of York St., Dover, DE 19901. Purpose: any lawful activity.  
(February 13, 2002)

## ARTICLES OF ORGANIZATION OF EMAK HOLDING LLC

Under Section 203 of the Limited Liability Company Law  
FIRST: The name of the limited liability company is: EMAK HOLDING LLC.  
SECOND: The county within the state in which the office of the limited liability company is to be located is Albany.  
THIRD: 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:  
23A Walker Way  
Albany, New York 12205  
FOURTH: The effective date of the Articles of Organization shall be the date of filing with the Secretary of State.  
FIFTH: The limited liability company is to be managed by 1 or more members.  
IN WITNESS WHEREOF, this certificate has been subscribed to this 28th day of December, 2001, by the undersigned who affirms that the statements made herein are true under the penalties of perjury.  
S/ Jesse Vandergrift, Attorney in Fact  
(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of EXTENSIS VI LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 1/2/02. LLC formed in Delaware (DE) on 12/11/01. NY office location: Albany County. SSNY

## LEGAL NOTICE

designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation Service Co., 80 State St., Albany, NY 12207, registered agent upon whom process may be served. Principal office of LLC: Plaza Nine, 900 Rte. 9 North, P.O. Box 248, Woodbridge, NJ 07095. Arts. of Org. on file with DE Secy. of State, Federal & Duke of York St., Dover, DE 19901. Purpose: any lawful activity.  
(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of FIDO HOLDINGS, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 1/31/02. Office location: Albany County. LLC formed in Delaware (DE) on 1/30/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to principal office of LLC: c/o Investcorp, 280 Park Ave., 36W, NY, NY 10017. Arts. of Org. on file with DE Secy. of State, 401 Federal St., Dover, DE 19901. Purpose: any lawful activity.  
(February 13, 2002)

## NOTICE OF FORMATION OF G PROPERTIES, LLC

(Pursuant to Section 203 of the Limited Liability Company Law)  
NOTICE IS HEREBY GIVEN that the Articles of Organization of G PROPERTIES, LLC (the "Company") were filed with the Secretary of State of the State of New York on January 25, 2002.  
The Company is being formed to engage in the ownership, leasing, purchasing, selling, development and mortgaging of property 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 50 State Street, 6th floor, Albany, NY 12207.  
(February 13, 2002)

## LEGAL NOTICE

Notice of formation of Gold Rock Realty, LLC, filed with SSNY on 12/31/2001. Office Loc.: Albany Co. SSNY designated as agt. of the LLC upon whom process may be served. SSNY shall mail copy of any process to: 3 Bonnie Drive, Gunderland, NY 12084. Purpose: any lawful purposes.  
(February 13, 2002)

## NOTICE OF FORMATION OF LLC

Greene Imaging, LLC, filed Articles of Organization with the New York Secretary of State on December 19, 2001. Its office is located in Albany County. The Secretary of State has been designated as agent upon whom process may be served and shall mail a copy of any process served on him or her to Greene Imaging, LLC, c/o Vincent L. Valenza, 75 State Street, Albany, NY 12207. Its business is to engage in any lawful activity for which limited liability companies may be organized under Section 203 of the New York Limited Liability Company Act.  
(February 13, 2002)

## SUMMONS AND ORDER OF PUBLICATION

STATE OF VERMONT, RUTLAND COUNTY, SS RUTLAND FAMILY COURT CIVIL ACTION  
DOCKET #369-8-96RCDMD  
Janet M. Hodge (formerly Weber), Plaintiff, Of Clarendon, Rutland County  
v.  
Keith M. Weber, Defendant, Address Unknown, Formerly of Glenmont, Albany County, NY  
To the above named Defendant: You are hereby summoned and required to serve upon Janet M. Hodge, plaintiff, whose address in PO Box 98, North Clarendon, VT 05759, an answer to plaintiff's complaint in the above titled action within 30 days after the date of the first publication of the summons, which is February 13th, 2002. If you fail to do so, judgment by default will be taken against

## LEGAL NOTICE

you for the relief demanded in the complaint. Your answer must also be filed with the court. This matter has been set for hearing in Rutland Family Court, Rutland County, Vermont, on March 20, 2002 at 8:30 a.m. Unless the relief demanded in the complaint is for damage covered by a liability insurance policy under which the insurer has the right or obligation to conduct the defense, or unless otherwise provided in Rule 13(a), your answer must state as a counterclaim any related claim which you may have against the plaintiff, or you will thereafter be barred from making such a claim in any other action.  
Plaintiff's action is a petition for award of the marital residence brought by Janet M. Hodge, plaintiff, against Keith M. Weber, defendant, in which plaintiff alleges that the defendant's equity in the marital residence has been extinguished by his failure to pay child support from August 9, 1996 until November 23, 2001. A copy of this petition is on file and may be obtained at the office of the clerk of this court, Rutland Family Court, Rutland County, Vermont.  
It appearing from that affidavit duly filed in the above-entitled action that served cannot be made with due diligence by any of the methods prescribed in V.R.C.P. 4(d) through (f) inclusive, it is hereby ORDERED that service of the above process shall be made upon the defendant, Keith M. Weber, by publication pursuant to V.R.C.P. 4(d)(1) and 4(g). This order shall be published once a week for two consecutive weeks on Wednesday, February 13th, 2002 and Wednesday, February 20th, 2002, in the Delmar Spotlight, a newspaper of general publication in Albany County, NY.  
Dated at Rutland, Vermont, this 4th day of February, 2002.  
Family Court Judge  
(February 13, 2002)

## LEGAL NOTICE

Notice of Formation of iMark of New York, LLC. Arts. of Org. filed with Secy. of N.Y. (SSNY) on 12/28/01. Office location: Albany County. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: Corporation Service Co., 80 State St., Albany, NY 12207, registered agent upon whom process may be served. Purpose: sales organization.  
(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of Ingomar Limited Partnership. Authority filed with Secy. of State of N.Y. (SSNY) on 12/26/2001. LP formed in Nevada (NV) on 7/26/1996. NY office location: Albany County. SSNY designated as agent of LP upon whom process against it may be served. SSNY shall mail copy of process to: The Prentice-Hall Corporation System, Inc., 80 State St., Albany, NY 12207-2543, the registered agent upon whom process may be served. Principal office of LP: 323 Fifth St., Eureka, CA 95501. Name/address of each general partner available from SSNY. Cert. of LP on file with NV Secy. of State, 101 North Carlson St., Ste. 103, Carson City, NV 89701. Purpose: any lawful activity.  
(February 13, 2002)

## LEGAL NOTICE

Notice of formation of INMO XENIA, LLC a NYS limited liability company (LLC). Formation filed with SSNY on 01/28/2002. Off. Loc.: Albany Co SSNY designated as agt. of LLC, upon whom process may be served. SSNY shall mail copy of process to: The LLC, 221 South Rd., Wurtsboro, NY 12790. Purpose: All Lawful purposes.  
(February 13, 2002)

## LEGAL NOTICE

INSURANCE AGENCY CONNECTION OF NEW YORK, LLC  
Notice of formation of Insurance Agency Connection of New York, LLC, a limited liability company ("LLC"). Articles of Organization filed with the Secretary of State of NY (the "SSNY") on 1/8/02. Office location: Albany County. The SSNY has been designated as agent of the LLC, upon whom process against it may be served. The SSNY shall mail a copy of any process to the LLC, c/o Peter C. Staniels, 24 Greystone Drive, Voorheesville, New York 12186, the Registered Agent. The pur-

## LEGAL NOTICE

poses of the LLC are to act as agents or brokers or aid in any manner in the business of soliciting, negotiating, or procuring the making of any insurance contract for, or in the placing of risks or receiving applications for life, health, accident, fire, theft, casualty, fidelity, surety, guaranty, indemnity, property, mortgage, rent, use and occupancy, income, marine, automobile liability, homeowner's liability, employer's liability, and all other liability insurance of all kinds, and all other kinds of insurance against loss or damage of any kind form any and all causes, and other insurance and reinsurance of all kinds; to investigate, collect, and report the causes and extent of damages on insured losses, to adjust and to act as agent in the payment of such claims; to collect premiums on all policies of insurance, to cancel, alter, or extend such policies; to conduct agencies for the doing of all such business; to do all things necessary, incidental, or desirable to accomplish such purposes; and generally to transact a general insurance agency business, and to carry on all kinds of such business.  
(February 13, 2002)

## NOTICE OF PUBLIC HEARING

Notice is hereby given that the Planning Board of the Town of Bethlehem, Albany County, New York, will hold a public hearing on Tuesday, February 19, 2002, at the Town Offices, 445 Delaware Avenue, Delmar, New York, at 7:45 p.m., to take action on the application of James Villaseñor, 107B Jefferson Rd., Glenmont, NY for approval of a 12 lot subdivision at the end of Journey Lane, Glenmont, as shown on map entitled, "SUBDIVISION PLAN, GLENMONT WOODS SUBDIVISION, Located at Journey Lane & Voyager Drive, Town of Bethlehem, County of Albany, Applicant: Jim Villaseñor, 107B Jefferson Road, Glenmont, NY 12077", dated October, 2002, revised to 01/11/02 and made by Arico Associates, Engineers and Consultants, Loudonville, NY.

Douglas Hasbrouck  
Chairman, Planning Board  
NOTE: Disabled individuals who are in need of assistance in order to participate in the public hearing should contact the Parks Dept. at 439-4131. Advance notice is requested.  
(February 13, 2002)

## NOTICE OF PUBLIC HEARING

Notice is hereby given that the Board of Appeals of the Town of Bethlehem, Albany County, New York will hold a public hearing on Wednesday, February 20, 2002, at 7:45 p.m., at the Town Offices, 445 Delaware Avenue, Delmar, New York to take action on application of Kenneth and Nancy Hodge, 4 Alden Court, Delmar, New York 12054 for Area Variance under Article XVI, Front Yards, Section 128-66, Required Depths, of the Code of the Town of Bethlehem for construction of a porch addition which would encroach into the Front Yard setback requirement at premises 4 Alden Court, Delmar, New York.

Michael C. Hodom  
Chairman  
Board of Appeals  
(February 13, 2002)

## NOTICE OF FORMATION OF A LIMITED LIABILITY COMPANY

Pursuant to Section 203 of the New York Limited Liability Law  
1. The name of the Limited Liability Company is LAS ALBANY REDEVELOPMENT COMPANY, LLC.  
2. The Articles of Organization were filed with the Secretary of State on December 21, 2001.  
3. The office of the Limited Liability Company is to be located in Albany County.  
4. 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 New York to which the Secretary of State shall mail a copy of any process against the limited liability company served upon him or her is: LAS Albany Redevelopment company, LLC 85 Watervliet Avenue Albany, New York 12206  
5. The limited liability company is formed to engage in any lawful act or activity for which limited liability companies may be formed under the laws of the State of New York.  
(February 13, 2002)



## LEGAL NOTICE

## NOTICE OF FORMATION OF A LIMITED LIABILITY COMPANY

Pursuant to Section 203 of the New York Limited Liability Law 1. The name of the Limited Liability Company is LAS REDEVELOPMENT COMPANY, LLC.

2. The Articles of Organization were filed with the Secretary of State on December 21, 2001.

3. The office of the Limited Liability Company is to be located in Albany County.

4. 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 New York to which the Secretary of State shall mail a copy of any process against the limited liability company served upon him or her is: LAS Redevelopment company, LLC 85 Watervliet Avenue Albany, New York 12206

5. The limited liability company is formed to engage in any lawful act or activity for which limited liability companies may be formed under the laws of the State of New York.

(February 13, 2002)

## NOTICE OF FORMATION OF A LIMITED LIABILITY COMPANY

Pursuant to Section 203 of the New York Limited Liability Law 1. The name of the Limited Liability Company is LAS WATERLIET REDEVELOPMENT COMPANY, LLC.

2. The Articles of Organization were filed with the Secretary of State on December 21, 2001.

3. The office of the Limited Liability Company is to be located in Albany County.

4. 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 New York to which the Secretary of State shall mail a copy of any process against the limited liability company served upon him or her is: LAS Watervliet Redevelopment company, LLC 85 Watervliet Avenue Albany, New York 12206

5. The limited liability company is formed to engage in any lawful act or activity for which limited liability companies may be formed under the laws of the State of New York.

(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of LETCO/Omega, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 1/11/2002. Office location: Albany County. LLC formed in California (CA) on 2/26/1998. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation Service Co., 80 State St., Albany, NY 12207, registered agent upon whom process may be served. CA address of LLC: 220 Bush St., Ste., 565, San Francisco, CA 94104. Arts. of Org. on file with CA Secy. of State, 1500 11th St., Sacramento, CA 95814. Purpose: the trading of securities on the International Securities Exchange.

(February 13, 2002)

## LEGAL NOTICE

Notice of Formation of Madison Theatre Company, LLC. Arts. of Org. filed with Secy. of State of N.Y. (SSNY) on 1/29/02. Office location: Albany County. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation Service Co., 80 State St., Albany, NY 12207. Purpose: To own and operate motion picture theaters.

(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of MET CAPITAL, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 1/31/02. Office location: Albany County. LLC formed in Delaware (DE) on 1/23/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to principal office of LLC: c/o Investcorp, 280 Park Ave., 36W, NY, NY 10017. Arts. of Org. on file with DE Secy. of State, 401 Federal St., Dover, DE 19901. Purpose: any lawful activity.

(February 13, 2002)

## LEGAL NOTICE

## LEGAL NOTICE

Notice of Qualification of MET57 HOLDINGS, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 1/31/02. Office location: Albany County. LLC formed in Delaware (DE) on 1/30/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to principal office of LLC: c/o Investcorp, 280 Park Ave., 36W, NY, NY 10017. Arts. of Org. on file with DE Secy. of State, 401 Federal St., Dover, DE 19901. Purpose: any lawful activity.

(February 13, 2002)

## NOTICE OF PUBLIC HEARING

Notice is hereby given that the Planning Board of the Town of Bethlehem, Albany County, New York, will hold a public hearing on Tuesday, February 19, 2002, at the Town Offices, 445 Delaware Avenue, Delmar, New York, at 7:30 p.m., to take action on the application of Michael J. & Deborah M. W. Giaccone, 65 Dorchester Ave., Selkirk, NY for approval of a one (1) lot subdivision at 25 Westphal Dr., Delmar, NY as shown on map entitled "PRELIMINARY PLAN, ONE LOT SUBDIVISION, LANDS OF MICHAEL J. GIACONE & DEBORAH M. W. GIACONE, 25 WESTPHAL DRIVE, County of Albany, State of New York", dated November 9, 2001, revised to 1/11/02 and made by Edward W. Boutelle & Son, Delmar, NY. Douglas Hasbrouck Chairman, Planning Board

NOTE: Disabled individuals who are in need of assistance in order to participate in the public hearing should contact the Parks Dept. at 439-4131. Advance notice is requested.

(February 13, 2002)

## NOTICE OF FORMATION OF LLC

Articles of Organization for Myers Brothers, LLC were filed with the Secretary of State of New York on January 30, 2002. Office location in Albany County. The Secretary of State has been designated as agent upon which process may be served and copy of process shall be mailed by the Secretary of State to the LLC, 8 Grove Street, Delmar, New York 12054. Purpose: For any lawful purpose.

(February 13, 2002)

## ARTICLES OF ORGANIZATION OF NEILSON ROAD LLC

Under Section 203 of the Limited Liability Company Law

FIRST: The name of the limited liability company is: Neilson Road 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, 2051.

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: 12 Century Hill Drive 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 24th day of January, 2002, by the undersigned who affirms that the statements made herein are true under the penalties of perjury.

S/ Jesse Vandergrift, Attorney in Fact

(February 13, 2002)

## LEGAL NOTICE

Pursuant to New York Limited Liability Company Law §206, One Life Enterprises, LLC publishes the following legal notice:

1. The name of the limited liability company is: One Life Enterprises, LLC. (the "Company")

2. The Articles of Organization were filed with the Secretary of State on December 19th, 2001. The Company came into existence on January 1st, 2002.

3. The offices of One Life Enterprises, LLC will be located in Albany County, New York.

## LEGAL NOTICE

4. The Secretary of State has been designated as agent of the Company upon whom process against it may be served, and the Secretary of State shall mail a copy of any process against it served upon him or her to the Company at c/o Robert L. Sadler, RD 2, Box 144, Schoharie, New York 12157.

5. No registered agents have been designated for service upon the Company.

6. The Company has not specified a date of dissolution, or any events that will automatically cause the dissolution of the Company.

7. The Company shall be engaged in software consulting services, as well as any lawful act or activity for which limited liability companies may be organized under the Limited Liability Company Law of the State of New York.

(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of REIT MANAGEMENT & RESEARCH LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 12/5/01. Office location: Albany County. LLC formed in Delaware (DE) on 9/27/01. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation Service Co. (CSC), 80 State St., Albany, NY 12207, registered agent upon whom process may be served. DE address of LLC: c/o CSC 2711 Centerville Rd., Ste. 400, Wilmington, DE 19808. Cert. of Form. on file with DE Secy. of State, Div. of Corps., 401 Federal St., Dover, DE 19903. Purpose: any lawful activity.

(February 13, 2002)

## LEGAL NOTICE

Risk Protection International, LLC dba RPI Insurance Agency LLC was filed with the SSNY on 07/16/2001. Office: Albany County. SSNY designated as agent of LLC upon whom process against it may be served. The address which SSNY shall mail any process against the LLC served upon him: Thomas J. Malloy, Risk Protection International, LLC, 500 Ferry Boulevard, Stratford, CT 06615. Purpose: Any lawful purpose.

(February 13, 2002)

## LEGAL NOTICE

ROMA BROTHERS REALTY, LLC

Notice of formation of Roma Brothers Realty, LLC, a limited liability company (the "LLC"). Articles of Organization filed with the Secretary of State of NY (the "SSNY") on 12/28/01. Office location: Albany County. The SSNY has been designated as agent of the LLC, upon whom process against it may be served. The SSNY shall mail a copy of any process to the LLC at 9 Cobbee Road, Latham, New York 12110. The purposes of the LLC are to own, acquire, manage, lease, develop, operate, buy, sell, exchange, finance, refinance, and otherwise deal with real estate, personal property, and any type of business, as the Managers may from time to time deem to be in the best interests of the Company.

(February 13, 2002)

## NOTICE CONTAINING SUBSTANCE OF ARTICLES OF ORGANIZATION FOR A PROFESSIONAL SERVICE LIMITED LIABILITY COMPANY

Under Section 1203 of the Limited Liability Company Law

MOVING SALE!  
(In Colonie)

Off White/Mauve Sectional Sofa. ASKING \$600

Maple Bedroom Set (older): Triple Dresser, Night Stand, Mirror. ASKING \$250

Complete Set of Wrought Iron Patio Furniture (with pink floral cushions): sofa, chairs, ottoman. ASKING \$450

EVERYTHING IS IN EXCELLENT CONDITION! All Must Go Before Feb. 28th!

Call 364-0046 for more information

## LEGAL NOTICE

1. The name of the professional service limited liability company ("PLLC") is: S. Michael Fuhrman, D.O., LLC.

2. The date of the filing of the Articles of Organization with the Secretary of State of the State of New York is: December 12, 2001.

3. The office of the PLLC is to be located in Albany County.

4. The Secretary of State of the State of New York has been designated as agent of the PLLC upon whom process against it may be served. The post office address to which the Secretary of State of the State of New York shall mail a copy of any process against it served upon him or her is: 363 Delaware Avenue, Delmar, New York 12054.

5. The purpose of the business of the PLLC is to engage in the practice of medicine and any other lawful purpose.

(February 13, 2002)

## NOTICE OF FORMATION OF LIMITED LIABILITY COMPANY

NAME: SDS PROPERTIES, LLC. Articles of Organization were filed with the Secretary of State of New York (SSNY) on 01/15/02. The latest date of dissolution is 12/31/2077. 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, 26 Cross Street, Albany, New York 12203. Purpose: For any lawful purpose.

(February 13, 2002)

## LEGAL NOTICE

Notice of formation of SMOOTH DENTAL, P.L.L.C. a NYS limited liability company (LLC). Formation filed with SSNY on 01/03/2002. Off. Loc.: Albany Co. SSNY designated as agt. of LLC, upon whom process may be served. SSNY shall mail copy of process to: The LLC, 208 Avenue U-LL, Brooklyn, NY 11223. Purpose: All Lawful purposes.

(February 13, 2002)

## NOTICE OF FORMATION OF STEP ONE TECHNOLOGY, LLC

(Pursuant to Section 203 of the Limited Liability Company Law) NOTICE IS HEREBY GIVEN that the Articles of Organization of STEP ONE TECHNOLOGY, LLC (the "Company") were filed with the Secretary of State of the State of New York on January 14, 2002. The purpose of the Company is to invest in companies owning medical equipment 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 Sec-

## LEGAL NOTICE

retary 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 905 Melville Court, Slingerlands, New York 12159.

(February 13, 2002)

## ARTICLES OF ORGANIZATION OF STOCKBRIDGE CAPITAL, LLC

Under Section 203 of the Limited Liability Company Law

FIRST: The name of the limited liability company is "Stockbridge Capital, LLC."

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

THIRD: The latest date on which the limited liability company is to dissolve is November 1, 2065.

FOURTH: The Secretary of State is designated as agent of the limited liability company upon which process against it may be served. The post office address within or without the State of New York to which the Secretary of State shall mail a copy of any process against the limited liability company served upon him or her is: Stockbridge Capital, LLC., 1698 Central Avenue, Albany, NY 12205.

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 one or more of its members.

IN WITNESS WHEREOF, these Articles of Organization have been subscribed to this 4th day of December, 2001 by the undersigned who affirms that the statements made herein are true under the penalties of perjury.

Frank A. Tate, Jr., Attorney in fact for the Organizer

(February 13, 2002)

## LEGAL NOTICE

Notice of formation of Sylvia Woods Food Company, L.L.C., a NYS Ltd. liability co. (LLC). Formation filed with SSNY on 8/21/01. Off. Loc.: Albany Co. SSNY design. as agt. of LLC, upon whom process may be served. SSNY shall mail copy of process to: The LLC, Attn.: G. Greenhouse, 3 Marcus Blvd., Ste. 202, Albany, NY 12205. Purpose: any lawful activity.

(February 13, 2002)

## NOTICE OF FORMATION OF A LIMITED LIABILITY COMPANY (LLC)

Name: Ted Cillis Jr. Builders, LLC. Articles of Organization filed with

## LEGAL NOTICE

Secretary of State of New York (SSNY) on 1/4/02. Office location: Albany County. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail a copy of process to: The LLC, 7 Rainbow Drive, Latham, NY 12110. Purpose: any lawful activity.

(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of Telerep, L.L.C. Authority filed with Secy. of State of N.Y. (SSNY) on 1/24/02. Office location: Albany County. LLC formed in Delaware (DE) on 1/1/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation Service Co., 80 State St., Albany NY 12207, registered agent upon whom process may be served. Principal office of LLC: 1 Dag Hammarskjold Plaza, NY, NY 10017. Arts. of Org. on file with DE Secy. of State, Federal & Duke of York St., Dover, DE 19901. Purpose: any lawful activity.

(February 13, 2002)

## LEGAL NOTICE

ARTICLES OF ORGANIZATION OF TRICITY ASSOCIATES, LLC, a Limited Liability Company filed with the Secretary of State on September 12, 2001. The name of this Limited Liability Company is Tricity Associates. The principal office of the Limited Liability Company is located in Albany County. The purpose of the company is to do all things to the extent permitted under the statutes of the State of New York. The Secretary of State has been 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 Department of State shall mail a copy of any process served against it is: Tricity Associates, LLC, 547 Myrtle Ave., Albany, NY 12208.

(February 13, 2002)

## LEGAL NOTICE

Notice of Qualification of Wal-Mart Transportation, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 12/26/01. LLC formed in Delaware (DE) on 11/9/01. NY office location: Albany County. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation Service Co., 80 State St., Albany, NY 12207, registered agent upon whom process may be served. Principal office of LLC: 702 S.W. 8th St., Bentonville, AR 72716. Arts. of Org. on file with DE Secy. of State, Federal & Duke of York Sts., Dover, DE 19901. Purpose: any lawful activity.

(February 13, 2002)

**Valentine's Greetings**

Star,  
Thanks for being my foundation.  
Love, Andrew

Sarah,  
Happy Valentine's Day!  
Love, Shooter

Scott,  
Loving you is our happiness.  
Love, Angie, Celina, Julianna



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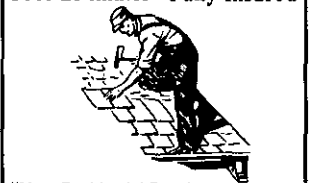
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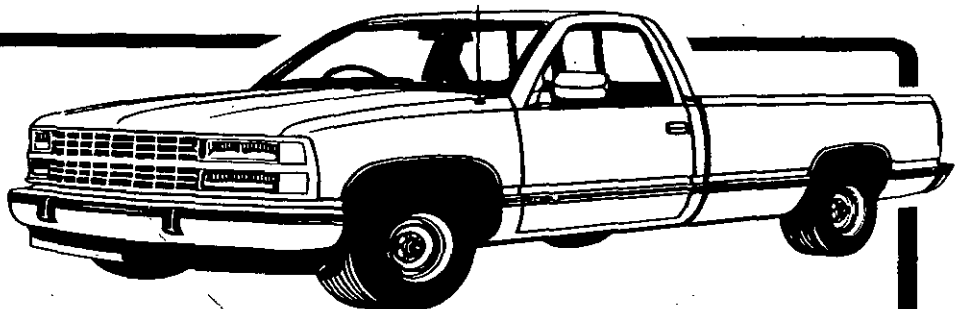
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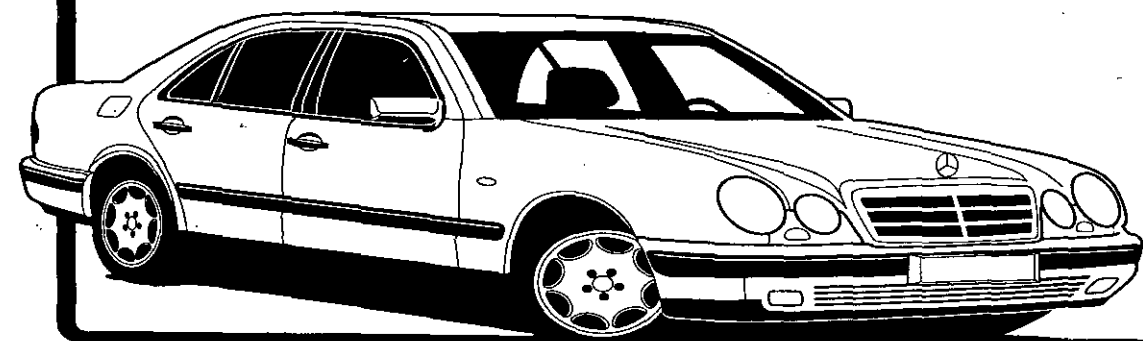
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# Spotlight on EMPLOYMENT

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# Automotive CLASSIFIEDS

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To help put a stop to pollution in the 21st century, clean your car in a professional car wash rather than in your driveway at home. Automatic and self-service car washes use water efficient equipment, such as computer controlled systems and high-pressure nozzles and pumps, to clean cars thoroughly while also conserving water - much more than by simply using a garden hose. In fact, studies have shown that washing your car in your driveway

can use up to 10 times more water than taking your car to a professional car wash.

To further help protect the environment, the government has established The Clean Water Act that requires professional car washes to pipe their dirty water to water treatment facilities or into state-approved drainage facilities. At a professional car wash the contaminants are washed off and channeled through sanitation sewers to wa-

ter treatment plants. On the other hand, home car washing pollutes the environment as the soap and dirt end up in storm sewers, which flow out into lakes, streams and rivers.

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**1998 Chevy Astro** Pass Van AWD, 1 owner, 4.3L V-6, Auto, PL, PW, PM, P. Seat, AC Frt & Rear, Cruise, ABS, Tilt, R. Keyless, H.D. Trailing, Alum Whls, mi 67K **\$14,995**

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**1997 Chevy Tahoe** LS 4 Dr, 5.7L V-8, PL, PW, PM, AC, Cruise, Tilt, R. Keyless, 3:73, Slip Possi, Alum Whls, H.D. Trailing mi 61K **\$17,995**

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## Lobban

(From Page 1)

Several days after the Sept. 11 event, his school held a memorial service on the school's back lawn, since the school has no space large enough for all 1,226 students to gather at one time. All of the students, faculty and staff plus several hundred parents were able to attend. Two teachers were keynote speakers, one an officer in the naval reserve and the one who was the eye witness to the tragedy from the sailing ship Half Moon in New York's harbor. Music was provided by school musicians.

Lobban, 54, said a picture and description of this very moving ceremony was included in his résumé to his new district because it emphasized all of the caring qualities of the community and his students.

Lobban said again, "while it was a difficult decision," he will be going to a community that has "the tools to teach and the same value for education as the Bethlehem District."

## Auxiliary to serve fish fry dinners

The auxiliary of Selkirk Fire Co. No. 1 will dish up its annual fish fry dinners on Friday, Feb. 15, March 1, 15 and 29, from 4:30 to 7 p.m. at the firehouse on 126 Maple Ave.

Dinners include a fish fry, french fries, cole slaw, beverage and dessert.

Dinners cost \$6 for adults, \$3 for children. An extra piece of fish is \$3.

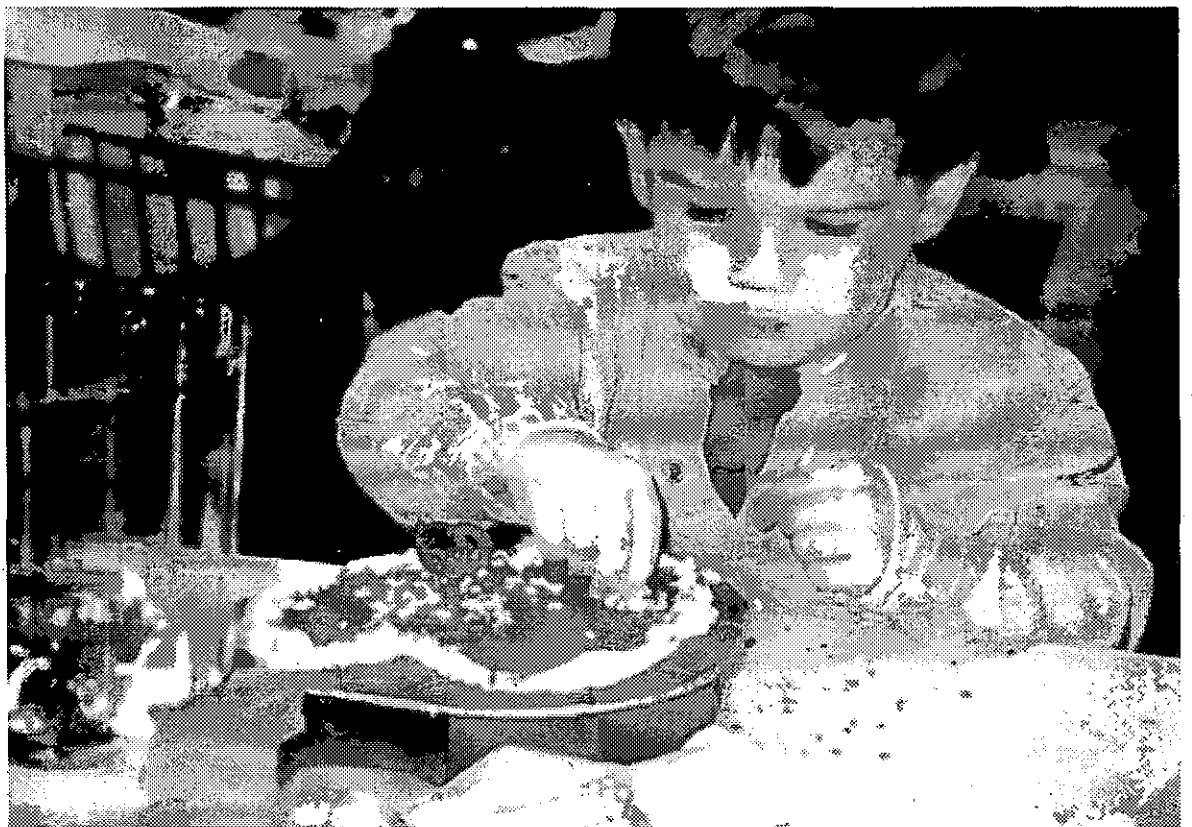
Take out is available, but patrons must bring their own containers.

For information, call 767-9951 or 767-9838.

## Student selected for foreign study

Melissa Kanuk, a third-year college student majoring in Health Promotion and Wellness who is a 1999 graduate of Bethlehem Central High School, has been accepted in American University's World Capital Program for the spring semester. She will be studying at Charles University in Prague.

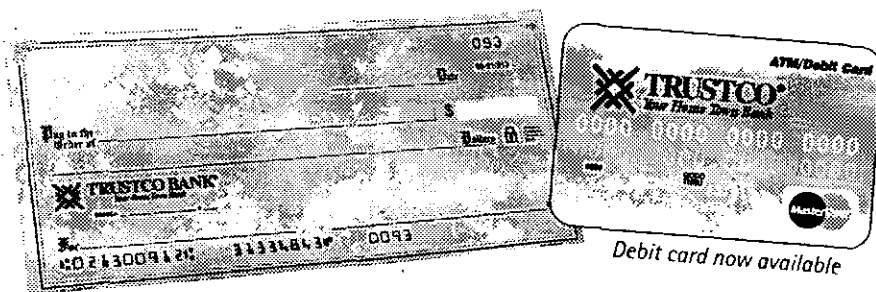
## Be mine



Robert Cartwright, 2, of Glenmont decorates a Valentine cake at Grand Union in Glenmont as part of the market's Cake Decorating for children last Saturday.

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## WATER EMERGENCY BULLETIN

There is a severe water shortage in the town of Bethlehem. The town is requiring that **ALL RESIDENTS** take immediate action and extraordinary steps to help conserve our remaining water supply.

Further information is available on the town's website:

**www.townofbethlehem.org.**

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# Customer service drives Marshall's for 70 years

BY DEV TOBIN

The automobile business has seen its share of ups and down over the past 70 years, and the vast majority of dealers in business at one time or another over that period are not around anymore.

Since 1932, Marshall's Garage on Route 9W in Ravena has not just survived but thrived thanks to a basic business concept — treat the customer with respect.

"Here, Mrs. Jones is Mrs.

Bill Marshall, was handed down to Dick Marshall and is now carried on by himself and vice president Craig Albano.

**update**  
**2002**  
a progress edition

Marshall's may be a little out of the way, on the southern fringes of the Capital

District, but its solid reputation draws customers from all over.

"If people know they will be treated fairly, with a good price and good service, they're willing to travel a little," Driscoll said, adding that Marshall's sales and

service staff are "upfront on everything."

One sign of that is that Marshall's has won the Daimler Chrysler Five Star Award, the company's highest



In front of Marshall's Five-Star Awards from left, Jim Driscoll, Jim Youmans, Rudy Blakesley and George Roberts.

Jones, not some customer number," said Jim Driscoll, president of Marshall's Garage. "The people we have working here take pride in their jobs and have a sincere concern for customer satisfaction."

Driscoll said the focus on customer satisfaction began at the beginning with Claude and

recognition for excellence in customer service, for more than 40 years.

Marshall's offers several car and truck lines — Chrysler, GMC Truck, Subaru and Jeep — on its several-building campus, along with complete service for those vehicles and others.



Marshall's features the new GMC Trucks line including the new 2002 Envoy from left, Todd Finn, John Sterrett, Craig Albano, Steven Sebert, Joseph Sanchez and John W. Zolner.

"We're tops in the area in service and our technicians are constantly getting training on the newest computerized technology," Driscoll said.

Sport utility vehicles remain very popular, especially the new Jeep Liberty and GMC Envoy, Driscoll noted.

"Overall, SUVs, trucks and minivans are outselling cars," he said. "The new SUVs like the Liberty and Envoy are better than the models they replaced (the Cherokee and the Jimmy, respectively) — they ride more like a car than a truck."

He noted that Subaru has remained a strong seller, especially its small SUV Outback. Subaru has also recently introduced the Baja, a kind of Outback/pickup truck.

Marshall's also has more than 50 top-quality pre-owned cars, trucks, minivans and SUVs.

In line with its philosophy, Marshall's will hold some kind of customer appreciation/70th anniversary celebration later in the year, Driscoll said.

Hours for service and parts are 8 a.m. to 5 p.m., Monday to Friday, and 8 a.m. to noon on Saturday. Showroom hours are 8 a.m. to 8 p.m., Monday to Thursday, 8 a.m. to 6 p.m. on Friday, and 8 a.m. to 5 p.m. on Saturday.

Although it's a venerable 70-year-old firm, Marshall's also has a modern presence on the World Wide Web at

[www.marshallschryslerjeep.com](http://www.marshallschryslerjeep.com).

For information, call 756-6161.

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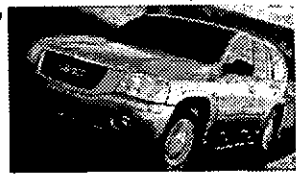
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# Delmar repair shops offer comprehensive service

BY KATHLEEN MOORE

Two shops in one space means better service, which is just what Collision Recovery Auto Body Repair and Delmar Auto & Radiator, both located at 90 Adams St. in Delmar, can offer.

Although this winter's milder weather means fewer body repairs, Collision Recovery Auto Body Repair owner Chris Williams said his business is still the one to come to if your car's been in an accident.

"We're consumer-oriented, personable," he said. "A lot of bigger body shops cater to the insurance company more than the consumer. I negotiate each claim as an individual claim for my customers."

Many companies have signed contracts with insurance agencies, a practice Williams says isn't in the best interest of the customer.

What is in the best interest of the customer is a body shop that can handle the rest of the

problems that roll in with the vehicle, and Williams has that covered too.

Collision Recovery is housed in the same building as Delmar Auto and Radiator, and the two owners refer cars back and forth.

"We can offer a full line of service, anything to do with the car," said Delmar Auto and Radiator owner Doug Shanley of the shared operation.

Shanley recently changed his business to focus more on auto repair. Originally, Delmar Auto and Radiator was a radiator distribution and installation business.

"I saw the market change in the area," Shanley said. "A lot of the warehouse suppliers where I used to buy my radiators have been bought up by bigger warehouses that sell directly to the garages."

While that was happening, Shanley noticed that his auto repair customers wanted him to expand that part of the business.

So he stopped selling radiators, pared down his radiator repair, and hired younger mechanics experienced at handling newer cars.

"They're not challenged by the electronics guys in my generation struggle with," Shanley said. "They've learned on the newer cars."

Shanley also makes sure that his shop has the most up-to-date testing equipment, so mechanics can find and

diagnose problems correctly the first time.

"I hear the horror stories," Shanley said, adding that many of his customers have come to him after other mechanics guessed at and did not fix the problems with their cars. "They

wind up on my doorstep wanting to get their car sorted out."

Shanley said he has organized his shop so as to avoid the sort of mistakes that

bigger shops sometimes make.

"I know we'll do a better job," he said. "We're not trying to run 40 cars through the shop every day. When mechanics get paid by how quickly they do a job, the consumer is always on the losing end."

Delmar Auto & Radiator works on about three cars a day, Shanley said, partly due to the fact that he tends to get the cars that no one else has been able to figure out how to fix.

"Our jobs are usually complex, so they take up a lot more time," he said.



## Martin Nemer VW prepares to move into new building

BY ROB JONAS

After 31 years in its former, somewhat cramped showroom, Martin Nemer Volkswagen is getting a new look.

The Latham dealership is moving into a 15,500-square-foot building in late April — its first new facility since it opened for business in 1971.

"We'll have better display space, and we'll have a more modern facility," general sales manager Randy Filion said.

The new facility, which will be called a Volkswagen Marketplace, is being built next to the old building on Route 7, just west of the Latham Circle. Once the Marketplace is completed, the old building will be torn down.

Other than the new showroom, very few changes are in store at Martin Nemer Volkswagen in the coming year, Filion said.

The dealership will continue its tradition of family-oriented service it started when it first opened.

"The Nemers are around on a daily basis," Filion said. "Their presence is very evident, which we like to see."

Martin Nemer had a strong 2001 sales year, despite the recession and the impact of the terrorist attacks on Sept. 11.

"We didn't really suffer a downturn," Filion said. "We actually saw an upturn in 2001, and we're hoping for the same in 2002. The car industry had one of its best years ever last year."

Filion said the new building will certainly be a factor in bringing in customers to the dealership in 2002 and beyond.

But he noted that Volkswagen has always been very popular in the Capital District for its ability to handle the region's harsh weather and its reliability based on German engineering.

"Obviously, the economy will dictate what will happen (this year)," Filion said.

Martin Nemer Volkswagen is located at 550 Troy-Schenectady Road.

The dealership is open Mondays through Thursdays from 9 a.m. to 8 p.m., Fridays from 9 a.m. to 6 p.m. and Saturdays from 9 a.m. to 5 p.m.

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## 2002 looks bright at Jack Byrne

BY ROB JONAS

Jack Byrne Ford & Mercury in Mechanicville has been on a roll.

The dealership recently received its sixth consecutive President's Award from the Ford Motor Co. for demonstrating an ability to stay a step ahead of the marketplace and exceeding its own high standards.

"I think it really comes down to the satisfaction of the customers," general sales manager Dave Miller said. "We go the extra distance. It's been an honest, hometown place for years."

Miller said the company

had to work harder to bring in customers last year.

"With everything that has happened to the economy and everything that has happened after

Sept. 11, I was concerned."

Byrne Continued on page 5

**update**  
**2002**  
a progress edition

## New Salem readies new dealership

BY ROB JONAS

New Salem Garage is about to open a branch office.

The New Scotland-based car dealership will be opening a second Saab outlet in Halfmoon this spring.

"We had known from the beginning that that's where we wanted to be and needed to be," New Salem Garage co-owner Darryl Carl said of the southern Saratoga County area. "We had to prove that to the manufacturer that it was where we needed to be."

The new dealership — to be called Saab of Halfmoon — is currently only a frame of a building, but Carl said that they hope to have it completed in

time to open at the end of April. The new location will employ between 20 and 25 people.

Carl said that the Halfmoon location — about 1.5 miles east of the Northway on Route 146 in the Halfmoon Light Industrial Park — had a distinct advantage over other parts of the Capital District they looked at.

"The most interesting thing about the demographics in Clifton Park and Halfmoon is that it's similar to the demographics in Delmar and New Scotland," Carl said.

"We've been able to support the business down here" for more than 50 years.

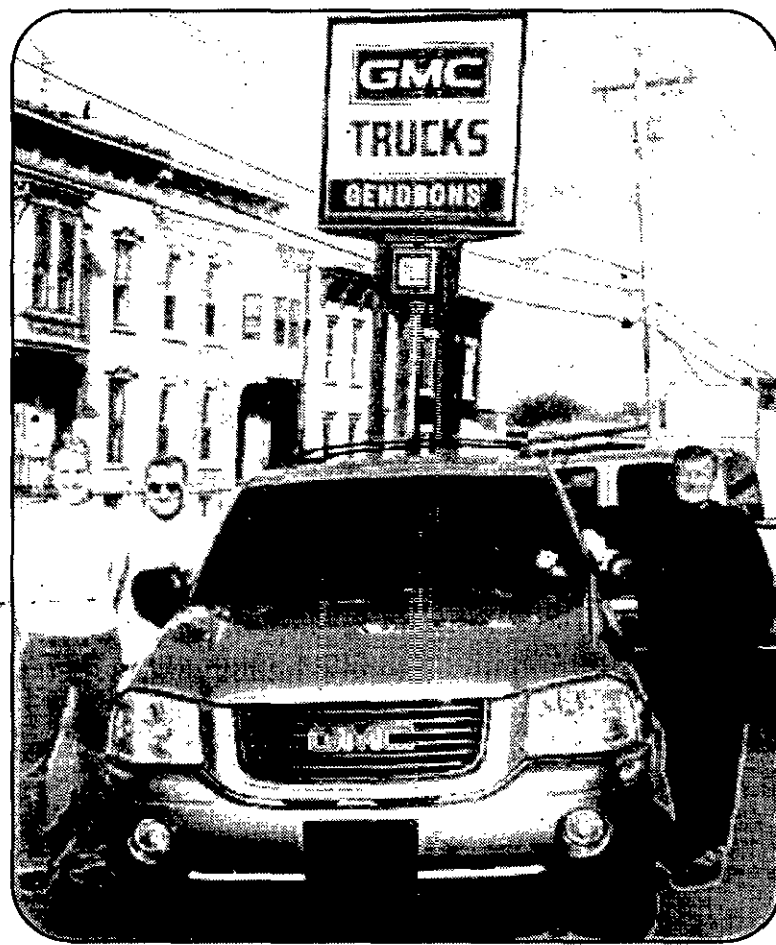
Carl is hopeful that both dealerships will be able to avoid

the sluggish sales that the automobile industry has suffered in the wake of the events of Sept. 11 in 2002.

"As far as new car sales (in 2001), we were off from our original projections by about 40 units, but profits were still strong," Carl said. "I think the first quarter of '02 is going to be a challenge, but the last three quarters — as long as the state of the world doesn't deteriorate any further — we'll get back to some sort of normalcy."

New Salem Garage moved several years ago from New Salem, where it was located for more than 40 years, to a new location on Route 85, just east of Slingerlands.

## Keep on Truckin'



At Gendron's 5.5 acre facility in Troy the truck and customer are king. Pictured with the new 2002 GMC Envoy are from left Carla, Don and Richard Gendron. The dealership offers new and used GMC Trucks for both commercial and personal use.

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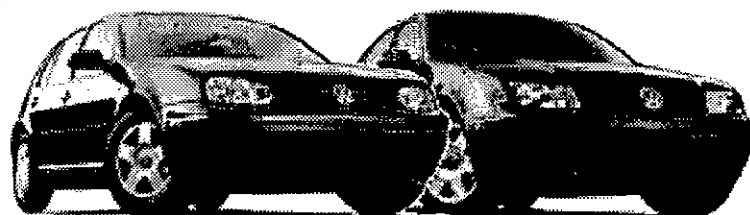
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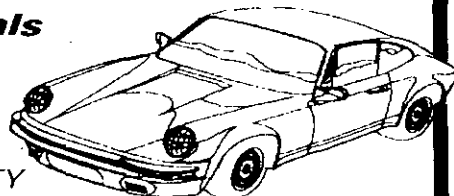
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## Top sales



Fraida Varah has closed over 620 real estate transactions, more than any other Realtor in Albany County.

## Byrne

from page 4

Miller said. "But with the zero percent (interest rate) from Ford and other things that we've done, sales have been up.

"We had to do a little extra work on the phones and do some incentives to bring people in."

One thing that has helped Jack Byrne stay ahead of the pack is the stability of its staff.

"We've had the same sales staff for years and years and years, and I think that speaks to how we treat our employees," Miller said. "We've got people who have been here 20 or 30 years. So, people aren't walking in to a new salesman every one or two years. They're dealing with the same people."

And the customers have been

happy with their experiences at the dealership. "The customer surveys have expressed satisfaction," Miller said.

The salespeople are hoping that with the economy starting to turn around at the beginning of 2002, people will be even more receptive to purchasing automobiles.

"At this point and from listening to Mr. (Alan) Greenspan a couple of weeks ago, I was surprised as to how well the economy is doing," Miller said. "I'm actually looking forward to 2002 now."

Jack Byrne Ford is located at the intersections of routes 4 and 32 in Mechanicville. The showroom is open Monday through Thursday 9 a.m. to 9 p.m., Fridays 9 a.m. to 6 p.m. and Saturdays 9 a.m. to 5 p.m.

# Terramere offers options

BY JOSEPH A. PHILLIPS

Peg Roos is, literally, first on her block — she moved just a few months ago into a brand-new home on Frost Common, a cul-de-sac at Terramere, a development just off Route 85 in Slingerlands.

The home model is called Summer's Lease, one of five standard models available in the planned residential district. But Roos and her husband consulted with the builders to open up the walls into the great room on the first floor, reconfigure the entrances to the spacious kitchen, and switch the locations of the dining room and study.

"It's like starting from scratch, but not having to go through the whole process with the architect," said Roos, looking down on the great room from a second-story railed balcony above the foyer. "You had a standard model to go by, but were able to make it personal."

Personalized, but easy, is the character of Terramere, a community in the making; 20 new lots for building courtyard homes like the Roos' Summer

Lease are now available through the Coldwell Banker realty firm.

Eight cul-de-sacs along Thackeray Drive are named, like Frost Common, for great poets — Whitman and Keats, Emerson and Hughes — and designed to accommodate just 4 to 8 homes. The house models, variously two- to four-bedrooms, all derive their names — Garden Croft, Country Song — from snippets of verse, as in Shakespeare's "Summer's lease hath all too short a date."

Terramere tops a scenic bluff overlooking the Normanskill but just a stone's throw from a major arterial north to Albany and south to John Boyd Thacher State Park. It boasts easy access to nearby shopping, and convenient road connections to the center of Delmar and to Crossgates and Stuyvesant Plaza in Guilderland.

As a planned district, Terramere will never face overcrowding.

"The nice thing about this is that there are 48 homes on cul-de-sacs, and that's it," said Coldwell Banker site sales specialist Gretchen Willi.

A homeowners association

takes on the more prosaic responsibilities of home ownership — grounds, landscape and roadway maintenance, ice and snow removal, trash pickup, and maintenance of common spaces.

"It's all taken care of for you," said Roos, a longtime resident of an older Delmar neighborhood, adding that the association was a key factor in the choice of a new home.

Willi said she hears that from many of her customers.

"We all thought we'd have more time for the little things that go with owning a home as we got into our 50s," she says. "But we all find that's not so."

The home designs are airy and spacious, with high ceilings and plenty of natural lighting to appeal to the poetry in anyone's soul. Willi can be contacted about the remaining buildable lots at 865-1882.

Construction has not yet begun on 22 2- to 5-acre wooded lots where custom estate homes, starting at \$700,000 and up, will rise along Teasdale and Thoreau drives. A model estate home will likely be built soon to show off the possibilities.

Prospective estate buyers can contact Abbey Farbstein at 228-2222.

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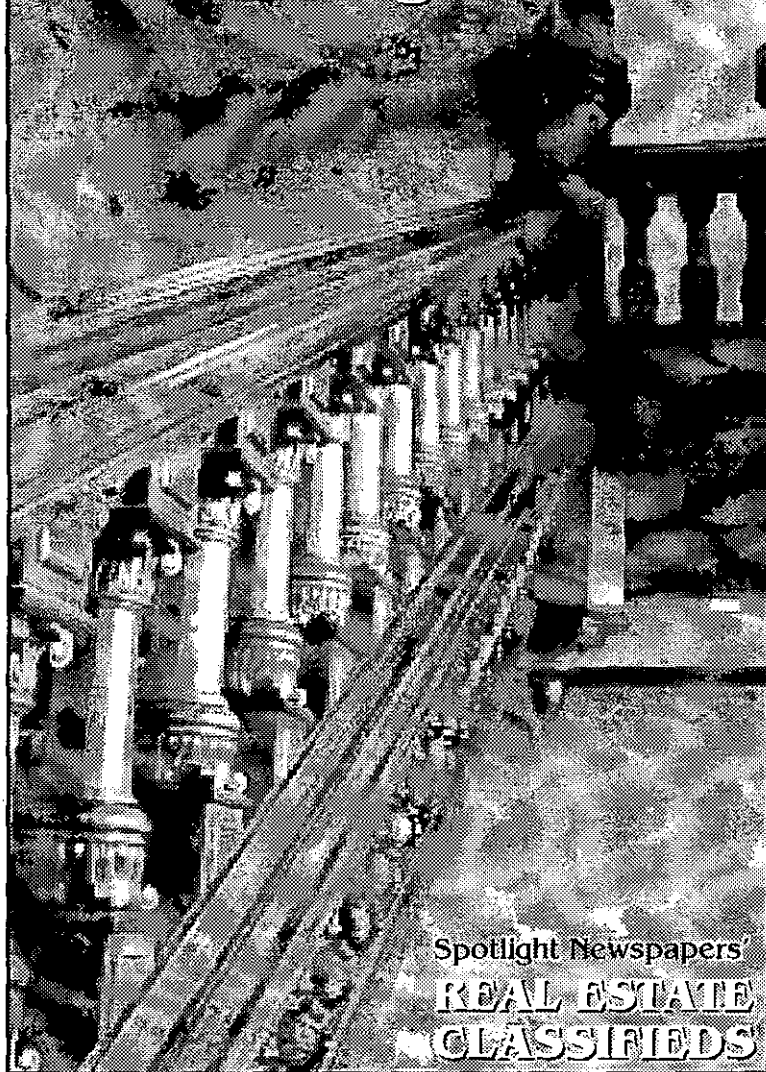
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# Blackman & DeStefano focuses on service and tech

BY SUSAN GRAVES

Blackman & DeStefano Real Estate feels right at home in the Capital District.

With 20 years of experience and seven offices — two in Clifton Park, one in Latham, one in Loudonville, one in Delmar, one in East Greenbush and one in Saratoga Springs — the business enjoys continued growth and success, said Bill Alston, a partner who works in the Delmar office on 231 Delaware Ave.

"We've just come off three years of record growth. In Delmar, we're 6 percent over last year," he said, adding that the company is optimistic about continued good fortune in 2002.

"We are a major player in the resale market in Delmar," he said.

Alston believes service is key to Blackman & DeStefano's effectiveness in the sale and resale of homes throughout the

Capital District.

"The company is based on service, every step of the way," he said.

"We've never lost focus that this is a people business."

Alston said Blackman & DeStefano's agents — all 110 of them — are dedicated to their clients.

"The agent represents you every step of the way," he noted.

**update**  
**2002**  
a progress edition

agent.

But along with one-on-one service, Alston said the company is no stranger to the latest technological tools used in the real estate business.

"What we offer is the best of both worlds, with tremendous technological resources," he said.

That includes photos of all the houses on Blackman & DeStefano's Web site, [bdrealestate.com](http://bdrealestate.com). In addition would-be home buyers can view Wednesday previews of open houses and take a virtual tour of homes for sale.

"You get everything you can get from the larger 'monster' companies, but with all the personal touches," Alston said. "By going with us, you're getting a complete package."

"We do business the old-fashioned way, yet with all the bells and whistles of technology," he said.

For 2002, Alston said he is "cautiously optimistic" despite the recession.

"We're in uncharted waters," he said, adding that the area real estate market continues to do well.

For information on Blackman & DeStefano, call Alston at 439-2888.

**We do business the old-fashioned way, yet with all the bells and whistles of technology.**

Bill Alston

That means that agents are present at structural closings and available throughout the process of selling a home, which can be a trying process for the seller without a reliable

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Upstate New York, from Syracuse to Albany, and from the Canadian border to Hudson, has clearly benefitted from CPC's financing of projects that provide affordable housing.

During 2001, CPC closed on 18 loans in the 16-county central region of New York. More than \$6,272,000 of loans financed 246 housing units, one

day care center, and in Massena, on the St. Lawrence River, a 30-bed adolescent residential treatment facility.

Among the projects in the Capital District that have been assisted by more than \$1.9 million in CPC financing are two historic brownstone buildings with a total of 13 apartments on Willett Street and Madison Avenue in Albany, the 36-unit Wilton Senior Apartments in Saratoga County, and a 15-apartment buildings in downtown Hudson.

CPC finances low-, moderate and middle-income rental properties with loans of up to 30 years at competitive rates.

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In CPC's Eastern Region, contact Anders Thomson at 463-1776 for information on CPC programs. CPC also has a Web site, [www.communitypc.com](http://www.communitypc.com), full of information on its programs.

In central New York, CPC has focused on financing the

rehabilitation of smaller buildings, especially in Syracuse city neighborhoods. CPC works cooperatively with the city and its housing agencies, home headquarters and other neighborhood development organizations to upgrade neighborhood rental housing stock.

CPC also works cooperatively with U.S. Department of Agriculture's Rural Development program on the development of housing and other facilities in small communities. In the village of Jordan, Onondaga County, the agencies closed two construction loans for 24 units and a 30-bed treatment facility in 2001.

CPC also participates in the city of Syracuse's efforts to increase the supply of housing in and adjacent to downtown Syracuse. CPC is financing the development of 30 units at Laurel's Landing in Franklin Square, and is actively working on three other residential projects downtown and in Franklin Square.

In the future, CPC plans to continue to expand its efforts to communities in the Capital District.

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# New York Life focuses on new asset-building products

BY HEATHER E. MACDONALD

The tragic events of Sept. 11 had an unexpected effect on business at New York Life Insurance Co.

"Since 9/11, many more people are taking a serious look at their own financial situation.

My best year in the business so far was last year," said Timothy Green, an agent and registered representative with New York Life. "Most of the folks involved in 9/11 were underinsured."

He explained that through life insurance and investments, people can provide for their family even after an untimely death. New York Life can make sure clients' future goals, for items including their children's education, debt and mortgage

payments, are met.

"Our goal is to help people build assets, protect assets and pass those assets on," he said.

Sheila Wells, also an agent and licensed representative with New York Life, said that she also saw growth last year in the business planning market.

"People are more aware that they need to protect their business. It's not that you plan to fail, it's that you fail to plan," she said.

"If people plan, they can dictate what happens."

She added that a major part of her job involves educating prospective clients.

"People are more receptive now, and they want to know what is available to them," she said.

In addition to mutual funds, annuities and a range of financial services and products, there are two new programs available to New York Life clients as of last October, according to Green. The Premium Plus Annuity program offers a bonus for placing money into the annuity. And the 529 College Sense program is becoming especially popular, allowing clients to invest in mutual fund-type assets that are federally tax-free.

"More people are learning about this program, and more people are learning it's a good deal," Green said.

The plan becomes more conservative as the client's children age and are closer to entering college, and the money invested can be used at colleges and vocational school toward higher education expenses including tuition, books, room and board.

Green noted that most education savings programs can be used only for tuition at

accredited schools, and the Internal Revenue Service typically limits investments to \$20,000. The maximum amount that can be invested in the College Sense program is \$250,000, which is "essentially no limit," he said.

Another advantage in the College Sense program is a low monthly minimum — only \$25, according to Green.

And if the funds are not used by one child, they can be passed to another family member. Or if a child wins a scholarship, an equivalent amount of money can be withdrawn penalty-free, he said.

Green said that the biggest obstacle he faces in selling New York Life's products is the myth that what he's selling is unnecessary.

"Everything we do is completely goal-oriented, and it's my clients' goals that I'm concerned with," Green said. "New

York Life is always trying to be on the cutting edge and creating new products. When I walk away from a client's house, I know that they're better off, and they at least have more information."

For information, call 220-4200.

**Our goal is to help people build assets, protect assets and pass those assets on.**

Timothy Green

## Voluntary benefit plans can help both employers and employees

Employee benefits — these two words can wreak havoc on the budget of any business owner. However, these benefits are essential to attracting, retaining and protecting quality employees.

The average business spends about 38 cents for each payroll dollar on employee benefits. Most employees significantly underestimate their employer's contribution to these plans.

Voluntary employee benefits can be an integral component in solving this dilemma, according to Farmers & Traders Life Insurance Co.

A well-designed voluntary plan coordinated with a core benefit plan can help the employer offset the cost of expanding current employee benefit programs.

This can reduce or eliminate potential morale problems, while improving the image of the employer with employees.

Some of the voluntary offerings available are dental, vision, long-term care, critical illness, disability, pre-paid legal plans, auto/homeowners, and life insurance. Retirement options such as IRAs, college savings 529 plans and tax deferred annuities for nonprofits are also available.

Medical Savings Accounts can be obtained by self-employed persons, and employers with 50 or fewer employees. U.S. Savings Bonds are also gaining popularity as a payroll deduction option.

Communication is one of the key elements for any of these plans to be effective. It is important that the needs of the employees be assessed from a risk management priority perspective. As an example, if

most employees are younger, low to middle income workers, supplemental life insurance is a much more viable offering than long-term care coverage.

The second aspect of communications is working with competent product providers who are familiar with the details of plan installation and administration. These people will be at your place of business, meeting face-to-face with employees on company time. They must act as voluntary benefit counselors, and must not behave aggressively by over promoting products to employees.

Some things the employer should do to make the program successful include fully understanding and endorsing

the product being offered, administering salary deductions, and scheduling time at work for group and individual meetings. These should be planned for minimum impact on the workflow.

Why go through all of this effort? The primary reason is that many employees cannot, or will not, acquire these coverages if they are not made available at the worksite. Many of these coverages are offered on a guaranteed issue or simplified issue basis to a group of employees. Employees with health problems will especially value this benefit, and all of employees will enjoy the convenience of payroll deduction.

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"The company you keep."



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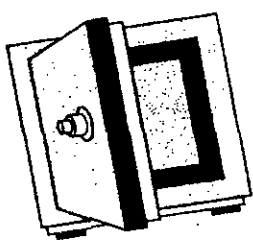
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# Hiscock & Barclay is the model of the modern law firm

BY DAVID TYLER

In the hallways of Hiscock & Barclay's offices on Warren Street in Syracuse hangs a row of portraits of the 155-year-old firm's founding partners.

Although it is one of upstate New York's oldest law firms, Hiscock & Barclay's innovative approach to solving problems for its clients is the model of modernity.

"We have this wonderful, rich tradition," said Managing Partner John P. Langan. "But what's exciting is what we've been able to do with it."

Hiscock & Barclay's success has come from lawyers and staff pulling together and embracing change, rather than resisting it, Langan said. "Clients demand more in terms

of service and value added and we have been able to provide them with more."

The firm is enjoying the depth and expertise that comes with being 135 attorneys strong, along with the benefits of a recently expanded platform with new offices in Rochester and New York City.

The firm also boasts fully staffed and integrated offices in every major upstate city,

including an office on Beaver Street in Albany.

The firm has also brought in significant new expertise that allows Hiscock & Barclay to more ably fulfill its clients' needs.

New or expanded practices include labor and employment, environmental, insurance coverage, real property tax reduction and lobbying



Hiscock & Barclay Managing Partner John P. Langan and Marketing Director Jill Richmond.

compliance and political activity.

One example would be attorney Frank Bifera, who

recently came to the firm after serving as general counsel for the state Department of Environmental Conservation.

By adding an attorney with Bifera's credentials, the firm also added his contacts in Albany and his in-depth knowledge of the DEC regulatory structure and state and federal environmental law.

Another example would be Paula Lapin, who joined the Syracuse office last year, bringing with her many contacts from her years of experience in the area of high-end commercial real estate transactions.

"Paula's energy level and sophisticated practice fit perfectly with John Sindoni's 30-plus year practice with the firm," Langan said.

The pooling of shared resources and expertise by attorneys across the state

without regard to office boundaries or attorney demographics is one of the secrets of the firm's growth.

"We are most proud of the teaming of our attorneys, from Doug Barclay working one-on-one with a newly admitted attorney, to a large cross-disciplinary group of attorneys joining forces to help close the purchase of nearly \$1 billion in nuclear power plant facilities," Langan said. "It's truly something to watch and the clients love it."

Having gone through a period of substantial growth, the statewide firm is now embarking on an extensive effort to modernize its image.

The firm's public image has not had time to catch up with all the changes in the past few years.

"We've been so busy expanding client services and growing the firm, now it's time for us to focus on bringing our image up to speed with our services," Langan said.

With the help of PR firm Eric Mower & Associates, the problem is being addressed. A statewide marketing campaign is under way and soon the firm will launch its new logo and a date-base driven Web site.

This will be coordinated with a statewide advertising campaign announcing the combination of Hiscock & Barclay and Saperston & Day and reinforcing the benefits to clients of both firms.

The firm has also gone through a healthy brand identity process with the staff at EMA, bringing the collected image of the firm together. It's

□ MODERN/page 9

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# Hancock & Estabrook reorganizes practice groups

BY FRITZ DIDDLE

According to Donald A. Denton, managing partner at Hancock & Estabrook, the legal profession is a constantly changing and evolving playing field.

"I would just be knocked over if there weren't changes," said Denton, explaining that new concepts in technology present new challenges to the firm. "Technology has just grabbed center stage in a lot of the work we do. I think we always have to change or the train leaves us."

Lawyers at Hancock & Estabrook have certainly seen a lot of change since 1889, when the firm was organized. The history of the firm is indelibly tied to the Hancock family: Theodore E. Hancock, who organized the firm, his son Stewart F. Hancock, who succeeded him and guided the law firm into the modern age, and Stewart F. Hancock Jr., who rejoined the firm after a distinguished career serving on New York's highest tribunal, the Court of Appeals.

Today, Hancock & Estabrook occupies four floors of the MONY Towers in downtown Syracuse, serving a wide variety of clients, from large, publicly-traded corporations, to small businesses, families and individuals with a team of some 160 attorneys and support staff. The firm also has an office on Wolf Road in Colonie.

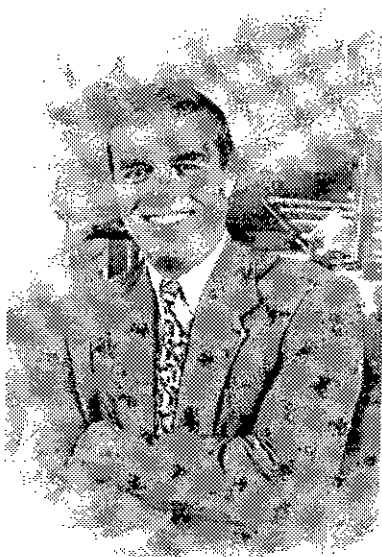
## Modern from page 8

been this process that has shown the leaders of the firm exactly where they need to be based on what clients and the competition are doing.

"By listening to each other during this process, we determined that Hancock & Barclay is more than a law firm, we are excellent attorneys with a unique understanding of business issues," Langan said. "We are lawyers who go above and beyond to offer our clients value added services and we do it in an innovative manner — that's what has gotten us this far and will continue to carry us in the future."

"We have a very healthy respect for tradition," he added. "The challenging question is what you do with it. Practicing law with a business-as-usual approach is no longer good enough. You have to listen to what clients are saying and use the firm's resources and history in a positive way."

"It's truly different, what we've done here," he said. "I'm just proud to be a part of it."



Donald A. Denton

Just last year, the firm implemented one of the biggest changes in its existence — the formation of client groups.

Denton explained that traditionally, law firms have been organized and marketed in the form of practice groups, which make

up the five areas of legal disciplines — labor and employment, litigation, tax, real estate, and trust and estate — that

attorneys are trained in during law school. This type of organization often results in

confusion among clients of law firms and, in many cases, requires clients to use a different law firm for each different legal problem, said Denton.

"Clients don't necessarily understand or equate the issues they want resolved with that form of organization," Denton said.

By packaging "turnkey" sets of attorneys, teamed to work together toward resolving clients' legal issues in a number of different industries — including agriculture, banking and finance, education, energy, health care, insurance, manufacturing, municipal, personal service, real property, service industry, small business and technology — Hancock & Estabrook is able to service entire industries with a single group of lawyers, reducing the need to "pick and choose" between different lawyers in different firms.

Denton sees it as a form of "one-stop shopping."

"The more sophisticated law firms are moving this way," he said. "In the old-school law firms, the challenge is to get a team working. We've crossed bridges to get to where we are. It's just a much more efficient delivery system."

"We allow the consumer to see themselves in us," added

Mary Storrier, a paralegal with the firm.

The focus on client groups has allowed Hancock & Estabrook to excel especially in the health care industry, Denton said.

"We have amalgamated a lot of health care talent," he said. "In the volatile marketplace, we see a lot of

totally unregulated," Denton said. "The new challenge is controlling and making some order in e-commerce."

Denton explained that the focus on client groups at Hancock & Estabrook is so recent that it's difficult to predict how clients will respond, but the firm hopes the extra degree of confidence and expertise, "packaged neatly," will help attract new clients.

"These are things that evolve — it's not revolutionary, it's evolutionary," he said. "Some of these concepts were difficult 10 years ago for us to embrace. We're confident that we've

overcome that internally as a law firm, and we're looking forward to serving clients in this fashion."

"We're very proud of our ability," Denton added. "Answers from attorneys are given more quickly; more efficiently than our competition. Our lawyers are enjoyable to work with. We don't enjoy ceremony — we enjoy people and giving people service."

**In the old-school law firms, the challenge is to get a team working. We've crossed bridges to get to where we are. It's just a much more efficient delivery system.**

Donald A. Denton

need for health care legal services."

New, constantly changing regulations in hospitals can only be surpassed by rapid change — largely as a result of the Internet — in the technological legal arena.

"Intellectual property, including trademarks, patents and copyrights, is an entirely new concept that was previously

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# Growth marks successful year for Verizon Wireless

As demand for wireless service continued to grow in 2001, Verizon Wireless created hundreds of new jobs in upstate New York and invested heavily in its digital wireless network to prepare for next generation, high-speed data service and provide customers with top-quality wireless service.

The company also introduced new, high-value wireless voice and data services designed to meet customers' needs for simple, affordable wireless communications wherever they go.

Continued growth and expansion at Verizon Wireless created new jobs within the company and resulted in business opportunities for local

firms, such as employee recruiting agencies, contractors and real estate offices.

More than 525 employees were hired last year in sales, customer service and technical positions throughout the region, including more than 350 at the company's regional call center in Rochester.

"Verizon Wireless is committed to delivering superior service to our customers and to growing our business," said John Palmer, president of the company's upstate New York region. "A key component of that growth is our commitment to upstate New York. At a time when many local companies are eliminating jobs, we were able to bring hundreds of new jobs to

Rochester and the upstate New York region."

To make shopping for wireless services easy and convenient, Verizon Wireless opened a new retail location in Buffalo and remodeled and updated 16 stores across upstate New York. Verizon Wireless now owns and operates 57 communications stores and mall kiosks upstate.

The company also invested more than \$110 million in the upstate area to enhance its wireless network and stay ahead of the growth curve in customer demand. Verizon Wireless built more than 40 new cell sites, updated another 55 from analog service to digital, and added 30 percent more capacity to its network with more than 320 code-division multiple access carrier additions to existing sites.

These investments will allow the wireless company to handle the increasing number of wireless calls throughout the region and ensure customers enjoy reliable, high-quality wireless service.

emergency, a business callback or for personal convenience," Palmer said. "An expansive, high-capacity network is essential for reliable service. That's why we invest billions in our nationwide network each year."

The value of wireless service that customers can depend on was demonstrated following the terrorist attacks on Sept. 11. Verizon Wireless' upstate New York region provided close to 100 emergency

phones to police, fire and rescue workers from the area who traveled to lower Manhattan to help with recovery efforts.

In 2002, the company will continue to invest in its wireless network to ensure customers enjoy reliable wireless service and to deliver new, advanced wireless technology. Additional capacity will be installed in wireless switching offices to handle the projected growth in wireless calling. In addition, Verizon Wireless will roll out next generation wireless service, also known as 1XRTT, which will offer customers high-speed wireless data services, including e-mail, graphics and Internet access at speeds comparable to home dial-up access.

The company also introduced a number of new products and services last year, such as SingleRate multi-state calling plans with no long distance or roaming charges when calling from your home rate area, offering customers greater value for their wireless dollars.

Verizon Wireless two-way text messaging made its debut in 2001, as well. Using a wireless phone with two-way text messaging capability, customers can swap fast, discreet messages in a meeting, a restaurant or the mall. In addition, the company launched a new prepaid wireless service called Freeup that can be used throughout the United States and includes two-way text messaging, voice mail and call waiting. With Freeup, there are no monthly bills, no credit checks and no long-term contracts to sign — attractive features for teens and young adults.

In addition to its business achievements, Verizon Wireless continued its community service efforts through its HopeLine program that seeks to bring the benefits of wireless technology to victims of domestic violence.

More than 200 phones were donated last year to victims of domestic violence in upstate communities.

Since 1995, the company has donated or recycled more than 45,000 wireless phones for use in emergencies.

**More than 525 employees were hired last year in sales, customer service and technical positions throughout the region.**

"At the end of the day, what matters most to customers is being able to make or receive a wireless call when and where they want to, whether it's an

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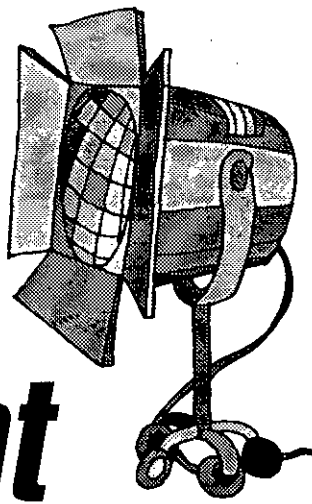
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# NYSERDA programs helps consumers save energy

BY ELIZABETH LESUER

The slogan for the Energy Star program sponsored by the New York State Energy Research and Development Authority (NYSERDA) says it all — "Energy Star — Money Isn't All You're Saving."

By offering incentives and tips on replacing existing appliances with ones that could save hundreds of dollars in electricity costs, the Energy Star program has seen much success among consumers and suppliers since its inception.

The Energy Star program offers incentives to consumers, contractors and retailers to reduce energy costs in various ways. Contractors and builders are being urged to construct new homes that are Energy Star-labeled, meaning they use 30 percent less energy than conventional new homes across the country.

The Pataki administration embraced the program when the federal Environmental Protection Agency initiative was presented in 1998. The Energy Star program is recognized nationally, and through NYSERDA, New York was the first state to partner with the U.S. Department of Energy, the

EPA and a media agency to promote this public awareness program.

The "Keep it Cool" program offers a \$75 "bounty" toward the purchase of a new Energy Star-certified air conditioner, which is given when the consumer turns in the old air conditioner. Energy Star-certified appliances are more environmentally friendly and more efficient than other

models, enabling consumers to save in the long term on energy costs.

"Last year about 40,000 units (air conditioners) were replaced statewide," said William Flynn, president of NYSERDA.

According to Flynn, last summer, Energy Star workers brought trucks to some high-rise apartment buildings in various locations in New York City and helped residents remove old air conditioners.

"We even helped them bring them down the elevators," Flynn said. "Then we trucked them away. This year we're hoping to do between 80,000 and 100,000 (units)."

Energy Star also provides services not just for appliances, but also for entire homes. NYSERDA provides financial incentives, technical support, a

multi-million dollar advertising campaign, customer education and sales brochures, special events, specialized training, individualized plan reviews and on-site building performance testing for builders who choose to use the Energy Star program for all their projects.

Individualized plan reviews can include training and certification in testing efficiency in a home in a variety of areas, including lighting, heating, air conditioning, insulation, windows and other areas.

The program is not only geared toward constructing new homes in an environmentally safe and efficient way, but also toward existing homes. Low-interest loans are available through NYSERDA to make energy improvements.

**The Energy Star program is unique because it caters to both consumers and suppliers, thus affecting the market on both ends.**

Steve Thomas, host of the PBS television show "This Old House," is the spokesman for Energy Star. Thomas travels around the state as part of the



Steve Thomas, left, host of the popular PBS television show "This Old House," is the public face of the Energy Star program, which encourages homeowners and home builders to buy energy-efficient appliances and use energy-efficient building techniques.

marketing program, urging New Yorkers to hire a Building Performance Institute-certified contractor to conduct energy

audits of their homes to determine where improvements can be made. The audit costs \$100, and if the homeowner agrees to make the suggested

improvements, the \$100 spent on the audit is applied to the cost of the projects. Low-interest loans are also available to help with costs.

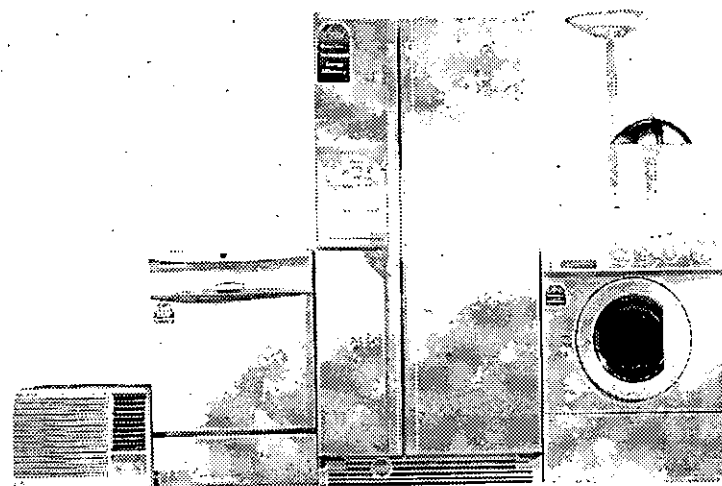
The Energy Star program is unique because it caters to both consumers and suppliers, thus affecting the market on both ends.

The ultimate goal, Flynn said, is to have the state pull out of Energy Star and have the market take itself over. Through incentives and a vigorous public awareness campaign, the Energy Star program has helped thousands of citizens around the state lower their energy costs, which in turn is good for the environment.

For information about the Energy Star program or other programs offered by NYSERDA, visit [www.nyserda.org](http://www.nyserda.org) or call 1-866-NYSEERDA.

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\*Source: U.S. EPA and DOE.



# Lafarge buys, then retrofits Ravena cement plant

The Lafarge North America cement plant in Ravena supplies much of the cement used in projects in the Capital District, including the state Comptroller's office in Albany and the new baseball stadium on the Hudson Valley Community College campus, as well as projects far and wide including Boston's Logan Airport and the Chesapeake Bay Bridge Tunnel.

The plant has been in operation since 1962 and is the sixth largest cement plant in North America. A leading supplier to the major urban markets of Boston, Hartford, Bridgeport, Conn., New York City and others throughout the Northeast, the plant's dedication to its customers, employees and the community is renewed with the recent ownership change to Lafarge North America.

In July 2001, Lafarge Corp. completed acquisition of Blue Circle Industries, the world's sixth largest cement producer, following a tender offer launched in January. Blue Circle Cement's operations in

Ravena were included in the transaction. Lafarge S.A. is now the largest building material producer in the world.

"This represents an outstanding opportunity for our facility, our community and the entire Capital Region to be affiliated with the world's largest cement company," said Claude Mongeau, Ravena plant operations manager.

The ownership change has not affected employment and is expected to remain consistent in the future.

Soon after the Lafarge acquisition, a \$15.1 million construction project to upgrade the plant's cement production facilities was completed. Three hundred contractors locally, nationally and internationally worked on the project for more than a month to complete a major overhaul that focused primarily on one of two kilns that comprise the plant.

Major components of the construction included installation of a new cooler, including a new exhaust fan to reduce fuel consumption and improve environmental

compliance; installation of new kiln hydraulic drives to improve reliability and reduce maintenance costs; upgrades to the precipitator to improve environmental compliance; and replacement of 125 tons of kiln shell as a part of scheduled maintenance. The plant's primary crusher located in the quarry was also rebuilt.

"The No. 1 goal of the project was to maintain and

improve environmental compliance," Mongeau said. "Acceptable opacity readings required by state regulation are up to 20 percent. Prior to the upgrade, the Ravena plant operated below 10 percent. With improvements to the cooler and precipitator, opacity readings are now between 6 and 7 percent, well below state regulations."

Mongeau added: "The

project is of great importance to the region for its improved environmental impact as well as to the industry for its application of new technologies to retrofit a 40-year-old facility. These improvements combined with the sustainability of the quarry will allow the plant to operate for years to come."

The plant maintained 75 percent of its operations during construction.

"We look forward to new and revitalized relationships with the community," Mongeau said. "Lafarge strives to support programs that contribute to the vitality of the region including those that generate economic growth, provide training and support social, educational and cultural advancement."

**update**  
**2002**  
a progress edition

**The No. 1 goal of the project was to maintain and improve environmental compliance.**

Claude Mongeau

## Chamber to honor Altes at dinner

The Albany-Colonie Regional Chamber of Commerce will present the James W. Michaels Envoy Salute for distinguished service to the region to its former president Wally Altes at the chamber's annual dinner on Thursday, March 14.

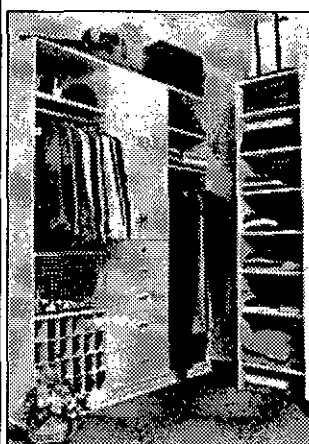
The black-tie dinner, which usually attracts more than 1,000 regional business leaders,

will be held at the Empire State Plaza Convention Center in Albany.

The event begins with a cocktail reception at 5:45 p.m. A brief program, including a video presentation, will begin at 7:30, followed by dinner at 8.

Individual tickets are \$125. For information or reservations, contact Kevin Butler at 453-5236.

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- 4 Invoice Shock.** This is what happens when you get charged "time & material" and the plumber gets paid more the longer he takes. Only at Farrell Bros. Inc. do you get Straight Forward Pricing™. This shows you the exact amount before the work begins so you can decide. Our plumbers will even show you several low cost options so you can pick the right one for you.
- 5 Call Backs.** Other plumbers have a "Concrete Guarantee" — when their truck leaves your concrete driveway their guarantee expires. Not with Farrell Bros. Inc.! With us you have a 100% SATISFACTION GUARANTEE. If you are unhappy for Any Reason — we will redo the repair for FREE.



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**Lafarge is proud to support the local community**

The Ravena Lafarge plant has been a part of the local community since 1962. The plant and its nearly 230 employees actively support several community and charity programs, including the Making Strides Against Breast Cancer walkathon, Light the Night Leukemia walkathon, Hillside House of Coeymans and the Ravena-Coeymans-Selkirk School District STAR program.

### About Lafarge in Ravena:

Facility: 4,000+ acres

Established: 1962

Employees: About 230

Supplies: Major urban markets of Boston, Hartford and New York City.

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# Danz grows in second generation

BY SUSAN GRAVES

Danz Heating & Air Conditioning has deep local roots.

The company was founded in 1978 by Ted Danz in

Slingerlands, who then worked out of his home. As his family grew, so did the business, which is now based on 404 N. Pearl St. in Albany.

"When we started out, it was just my father — now there

are 22 full-time employees," said Todd Danz, general manager.

Todd and his brothers, Ted and Tim, all grew up in Bethlehem and came in as owners of the business in 1995, although their father is still involved in the business.

The company continues to serve customers locally, and also does commercial

**update**  
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work throughout the state, including jobs in New York City, Buffalo and Utica.

"Our overall goal is to keep growing," said Danz. "The last two or three years we've grown considerably, and slow, consistent growth is what we want to keep."

And this year, in spite of the recession and the relatively warm winter, "We're still pretty busy," he added.

"People are still interested in replacing things, although people are a little more careful," Danz said.

For those people who decide to upgrade or replace heating systems, there are some great incentives.

□ Danz continued on page 21



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Designer and sales associate Ron Marsh of Closet Crafters/Albany Shower Door in Albany shows off one of the many products at a recent show. He can be reached at 459-0037.

## Vinyl decks save lots on maintenance costs

Winter has finally hit the Capital District, which means your wood deck is probably taking a pounding.

Lynn Munger, president of Vinyl Deck & Dock Distributors, can make sure that when summer comes, you can spend more time enjoying your deck, and less time maintaining it.

Munger sells Dream decking and Dream railing, made of maintenance-free vinyl.

"The average wood deck can cost upwards of \$600 per year to professionally clean and reseal," Munger said. "From the moment a tree is cut into boards, the cells of the wood begin to deteriorate, with or without coatings."

Although the initial costs of installing a vinyl deck are higher than a wood deck, owners will quickly make up that money in maintenance savings, Munger said.

Many decks are made with pressure-treated lumber, which has just been outlawed if it contains chromated copper arsenic. Dream decking doesn't contain those substances.

Dream decking is available in three different colors, white, gray and earth tone, and comes with a lifetime warranty. It's also a treat for bare summer feet, since it won't splinter, and it stays cool in the summer sun.

Vinyl Deck & Dock

□ Decks continued on page 21



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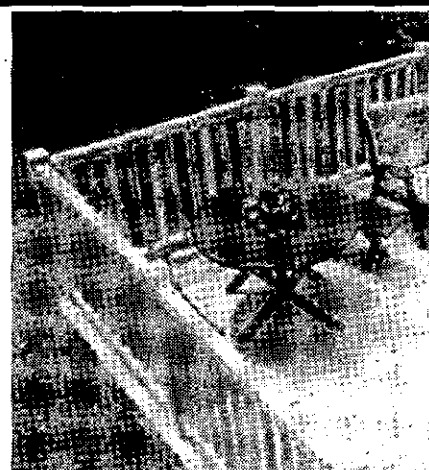
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## All about design



Cheryl Lasher, left, and Mary Whiteford make up Capital Design Works, Inc., a firm to assist businesses in planning and designing workplace environments. They can be contacted at 465-9601.

## Adams committed to service

BY DONNA J. BELL

In business since 1968, Adams Heating & Cooling is a fixture in the Capital District, not only for its longevity but also for the family firm's commitment to making customers happy with quality products and service.

"We are a family-operated and owned business," said John Raucci, one of the second generation now running the company. "Many businesses have sold out to large corporations and there are no more mom-and-pops. We are unique because the relationship between the customers and ourselves is very different. We are large enough to price competitively, yet small enough to be hands-on. If there is a

problem, you can call us directly and speak to one of us."

Adams Heating & Cooling also prides itself on its in-house service and installation department. Raucci said his customers find that important, because many other businesses contract out their work, and people can be uncomfortable if they don't know who's inside their home.

Another benefit is the "education room" at the firm's Curry Road, Schenectady, headquarters. When you are shopping for a new heating and

cooling system, you can see and hear it fully operational before you put it into your home.

Raucci noted that the fastest-growing aspect of heating and cooling over the past few years has been air purifying and duct cleaning, aimed at improving home indoor air quality.

"It's becoming more popular," said Raucci of the air and duct part of the business. "It has been growing by leaps and bounds. More people are

Adams continued on page 22

## E/One system in the spotlight

A major attraction of the recent International Builders Show in Atlanta was a unique "Behind the Walls House" sponsored by Louisiana Pacific and Professional Builder Magazine.

Left unfinished and open-walled, this demonstration model was designed to showcase the latest in engineered systems, new materials and high-value building products to the 75,000 builders from around the nation and the world who attended the show.

A local, homegrown-in-Niskayuna technology — the E/One sewer system, was featured in this state-of-the-art show home.

Specifically designed to be installed within the home, the UL-listed "appliance" provides wastewater storage (91-gallon tank capacity), grinding and pumping functions. The unit installs in minutes; plugs into a 240-volt outlet; and, with a clean, modern look, blends well in the mechanical room of any home. It can be piped into E/One low-pressure sewer system lines or retrofit into an existing gravity system.

Benefits of the E/One

system are impressive, according to Michael Stepanovich, president of Environment One Corp.

"We are half the cost of conventional sewer systems, easy to install and environmentally friendly," he

said. "And with a proven meantime between service calls of 10 years, our value is hard to beat."

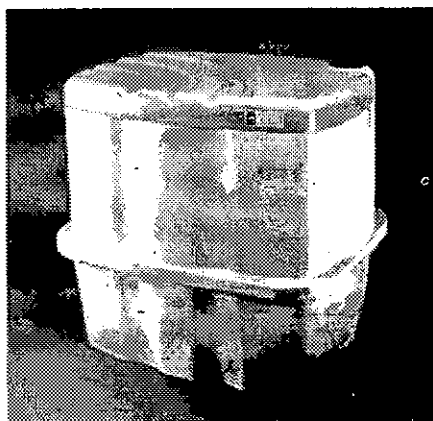
In the E/One system, wastewater is driven from the home's disposal system to the treatment facility through small-diameter pipes buried just below the frost line. The E/One unit can actually move wastewater vertically more than 150 feet or transport it horizontally up to two miles. The waste pipe can follow the contours of the landscape. This eliminates expensive deep digging required for both septic tanks and gravity sewers.

Environmental disruption is minimized. Trees don't have to be knocked down for septic fields. In an existing community, trenchless technology or directional drilling can even be used.

Public safety also benefits, since a central sewer system eliminates the need for septic fields. And septic tanks can sometimes be potential environmental time bombs.

Another public safety plus is that the E/One system is a closed-loop system that does not allow untreated storm overflow water back into the water resource.

Environment One is a manufacturer and provider of products and services for the disposal of residential sanitary waste and detection systems for the protection of high-value



The E/One sewer system.

electric utility equipment.

Environment One is an operating company of PCC Flow Technologies, a wholly owned subsidiary of Precision Castparts Corp.

With corporate headquarters in Niskayuna, NY and regional offices and distribution throughout the industrialized world, Environment One is a manufacturer and provider of:

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# 2002 brings larger facility for Greenbush Computer Fare

BY DONNA J. BELL

If you are in the market for a computer, Dave Crawmer, owner of Greenbush Computer Fare, is guaranteed to have just what you want — whether it is a used or refurbished computer for a great deal or a custom built brand-spanking new model.

"Our store is unique in that we offer new and used computers, printers and monitors," Crawmer said. "You can get a Pentium II, entry level computer with lots of bang for

the buck for about \$299."

Greenbush Computer Fare can also help you create a new computer that is just right for you — or help you find one on the shelf to fit your individual needs.

"The important thing is that a small shop we can build the computers in-house," Crawmer said. "If you have any problems the technician can fix it right away and you don't have

to send your computer away for a month. We are very customer and service satisfaction orientated."

Crawmer said he and his staff "do it all" and can help everyone — from people who have never turned on a

computer before to experts. He equates a new computer buyer to a new car buyer and tries to help them get a model that they can "learn how to use and not worry about crashing."

"When a customer comes in, we ask them a lot of questions about what they are

going to be using the computer for and match them to the computer that is right for them," Crawmer said. "We are always trying to help people on a budget."

If you are on a budget, or just like to save some money, now is the time to visit the store during their "huge" moving sale.

"We'd rather sell it than move it," Crawmer said. "We'll have huge discounts and some giveaways."

Greenbush Computer Fare's new location isn't far from the old one. You'll find them on the same side of the same road about four miles down the road just past Miller

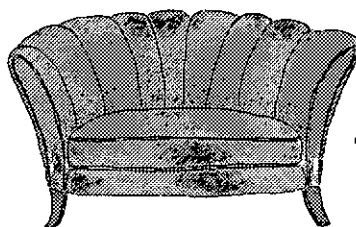
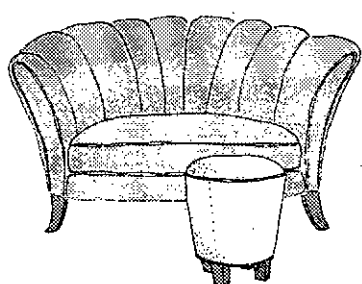
Road (exit 10 of I-90) on routes 9 and 20, just look for the blue-metal roof.

The new store will allow Crawmer to offer a larger inventory and provide more space for Crawmer's staff of "computer geek" technicians — Ralph DeJesus, Mike Murray, Mark Dreisenstock and Jim Yetto — to repair and create your new computer.

While the store will be moving next month, the phone number will remain the same, 479-0948, and check out their Web site at [www.greenbushcomputer.com](http://www.greenbushcomputer.com) for a description of inventory, prices, hours and their new location.

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## Jewelry business still shining

BY CINDY MILOS

With Valentine's Day right around the corner, Philip Alexander Jewelers at 471 Albany-Shaker Road is just the place to shop for your sweetheart.

The store sells jewelry for men and women, with a large selection of antique jewelry and a full line of diamonds, gold and pearls.

"We have something for everyone," owner Philip Alexander said. "We also specialize in jewelry repair."

Alexander has been in the jewelry business for more than 20 years, for the past two years at his store on Albany-Shaker Road.

"Last year the business did very well," Alexander said. "We're hoping that it keeps up for this year."

According to his wife, Jude, the end of November through the end of February is when their store is usually the busiest.

This past holiday season, the most popular items were diamond bracelets, earrings and pendants, pearls and anything tanzanite, a gem that, depending on the light, can look blue, green, or violet.

"Tanzanite has really been a

hot item lately," Jude Alexander said. "Engagement rings have also been selling steadily."

The business also specializes in personal service to meet the specific demands of their customers.

"We have a variety of pieces that our customers can choose from," she said. "However, if they do not find something that they want, then we can work with them to design a piece to their liking. They can even watch us work while we do it."

In addition to the Alexanders, six employees work at the store.

Philip Alexander Jewelers is open Mondays through Wednesdays from 10 a.m. to 6 p.m., Thursdays from 10 a.m. to 8 p.m., Fridays from 10 a.m. to 6 p.m., and Saturdays from 10 a.m. to 4 p.m.

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# Plainville Farms grows by focusing on quality

BY FRITZ DIDDLE

When Plainville Farms began focusing on growing turkeys more than 50 years ago, there were more than 200 turkey farms of a similar size in New York state. Fierce competition from multinational corporations has since put nearly every small turkey farm in the Northeast out of business.

But Plainville Farms, located just outside Baldwinsville, Onondaga County, enjoys staying power by occupying a unique niche in the industry.

"We have lots of competition," said Mark Bitz, president and general manager of Plainville. "But there's really nothing in the country like us. We're different from the big guys in that we are totally integrated. We grow all our own turkeys, produce our own feed, perform our own processing and market our products."

Plainville is the 25th-largest turkey processor in the country, producing nearly 500,000

turkeys per year. This might seem insignificant compared with companies like Sara Lee, ConAgra, Carolina Farms or Louis Rich, which produce up to 20 million turkeys each per year.

But bigger isn't always better in the turkey industry. By staying small, Plainville is able to control every aspect of the growth process, focusing on producing a high-quality, healthy product.

"We're only one of five

turkey farms growing turkeys antibiotic-free," Bitz said. "And we're the only company to pioneer animal-friendly practices."

Antibiotics allow farmers to grow animals in higher densities and are used by almost every poultry, hog, beef cattle and dairy farm. Although there has been pressure from the federal Food and Drug Administration (FDA) to curb

the use of antibiotics, no results have been seen yet in the industry, Bitz noted.

The FDA fears the overuse of antibiotics will give bacteria the opportunity to develop resistance to the drugs, resulting in the evolution of superbugs that will not respond to antibacterial treatments.

Plainville grows turkeys

□ PLAINVILLE/page 24

## Find value and heritage at Cossackie Antique Center

BY DONNA J. BELL

Bill Johns' passion for antiques is evident at the Cossackie Antique Center that he owns with his wife Diane.

"We are really the Crossgates Mall of antiques," Johns said of his new building, that has doubled his space, at 12402 Route 9W in West Cossackie.

"We now have twice as many dealers," Johns said.

With antiques that range from the 18th century to the mid-20th century, the mall sells everything from toys to tools, and linens to paper collectibles and furniture.

Beyond just a good price, Johns loves the way antique furniture adds character and history to a home.

"You can run your hand across it and feel where the craftsman ran his wood plane," said Johns. "It puts you in touch

with your culture."

The store offers many services from buying antiques and taking consignments, to organizing or purchasing entire estate sales.

□ ANTIQUE/page 24

**Two years from now, you won't be taking it to the landfill. Antique furniture has lasted 100 years and will last another 100.**

Bill Johns

Johns calls it "the anything store" because "you might just find anything."

"A few months ago, someone came in looking for a fuse for an old house and we rustled around in the back room and came up with it," Johns said.

He added that you don't have to be an antique collector to find a great deal at the Cossackie Antique Center.

"If you need a nice piece of furniture, you can find it cheaper and it will be a much better piece," Johns said. "It will hold its value. Two years from now, you won't be taking it to the landfill. Antique furniture has lasted 100 years and will last another 100."

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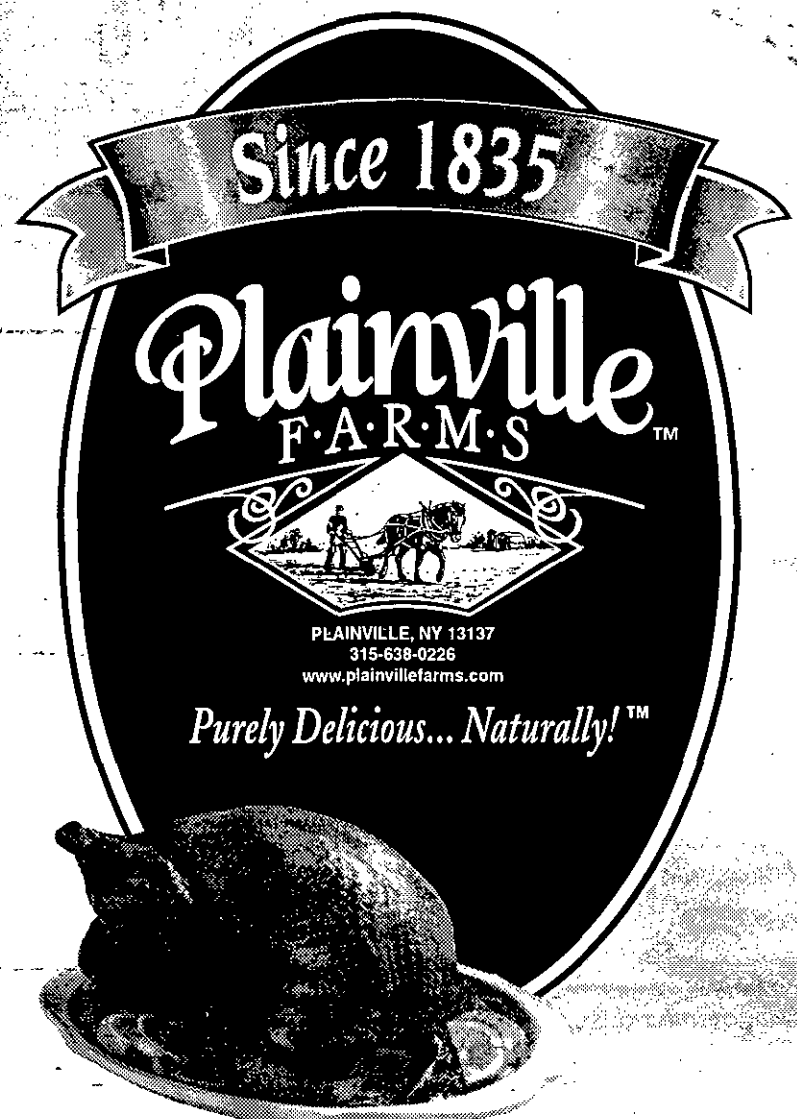
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# Stuyvesant Plaza thrives with quality retailers

BY BILL FONDA

Since it opened in 1958, Stuyvesant Plaza in Guilderland has seen a lot of change on the local retail scene.

Crossgates Mall opened right down the street on Western Avenue; Colonie Center on Wolf Road experienced a near-fall and recovery; and Northway Mall was rebuilt as a strip mall.

"This one survived, and I think it's gotten better over time," said Janet Kaplan, vice

president of real estate for Stuyvesant Plaza.

The plaza currently has 58 stores — two of which, Pearl Grant Richman's and Honigsbaums, have been at the plaza since the beginning — and Kaplan said last year was a success.

"It was actually better than what the retailers expected, based on what we were hearing about the economy and Sept. 11," she said.

One store, the handmade craft seller 10,000 Villages,

opened in July, and Kaplan said sales far exceeded store owners' expectations.

"They were surprised because they were a brand-new store, and no one had ever heard of them," she said.

In 2002, Kaplan thinks Stuyvesant Plaza will continue to do well.

"What they're saying about the economy is that it's getting better, and that's good for our stores," she said.

The mall currently has three vacancies, and Kaplan is encouraged by the negotiations to fill them. Although she would not say what stores she is negotiating with, Kaplan did say

that one of the vacancies is the former Cowan & Lobel site, and that she is hoping for a similar store to replace it.

So how has Stuyvesant Plaza been able to thrive in today's mega- and strip-mall environment? The first factor Kaplan cited was the plaza's ambience and convenience.

"It's a very pleasant place to be," she said. "It's easy to park and get to any of the stores."

Kaplan also credited the stores themselves.

"We have a lot of stores that are mom-and-pop or small local chains," she said. "Only 10 percent of our stores are large national chains."

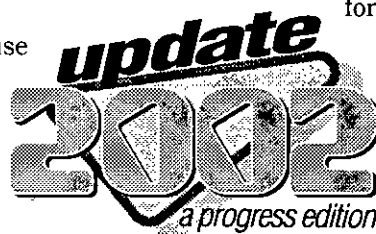
Because most of the stores are not part of large chains, Kaplan said their owners are frequently present, which adds to customer service.

"It helps the relationship with the customers," she said. "Here, people will help you."

Most stores in Stuyvesant Plaza are open from 10 a.m. to 9 p.m. weekdays, 10 a.m. to 6 p.m. Saturdays and noon to 5 p.m. Sundays.

"We have a dry cleaner (Executive Cleaners) that's open on Sunday," Kaplan said. "How many places have that?"

The exceptions to plaza hours are the post office, Trustco Bank, TGI Fridays, Mangia, Bountiful Bread, Londonderry Café, Provence, Bruegger's, Peaches Cafe and Stuyvesant Liquors.



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BY ANDREW GREGORY

It can be hard to find new merchandise in a world that looks too full of the same old thing.

Destiny Threads, at Delaware and Elmsmere avenues in Delmar, is a store that has broken through the typical boundaries of the retail realm.

The bright lavender facade of Destiny Threads is as eye-catching as the interior is charming. For co-owners Susan Jacobsen and Larry Marcus, Destiny Threads is a labor of love.

"We put a lot of energy into the store," Marcus said. "We try our best to make Destiny Threads a unique experience."

Walk into Destiny Threads, and you'll find yourself surrounded by unique items including handmade place mats,

silk painted scarves and tapestries

"Even though the majority of wholesalers we deal with are American, there is a strong ethnic feel to some of our merchandise," Marcus said.

The vivid colors of South African candles and Boss & Brown pillows are two examples of the multi-cultural influence evident at Destiny Threads.

Marcus and Jacobsen travel all over the East Coast to find their merchandise. They attend craft shows where they pick and choose from various crafters' selections.

"Going to the shows is a great experience," Marcus said. "We meet interesting people who make marvelous things."

Previously at Delmar's Four Corners, Destiny Threads moved to its current spot, reopening a few months ago.

"Moving to this new location was one of the best decisions that we've ever made," Marcus said. "Now that there is accessible parking available, we're getting more and more customers."

Even with all the unique items and comfortable environment, Marcus said that the best part of owning and working in Destiny Threads is meeting the people that walk through the door.

"It's a wonderful feeling to see the look of wonderment on people's faces when they see how many different items we have," he said. "It's like they don't know where to begin."

This year promises to be one of growth for Destiny Threads. With a new location, pleasant atmosphere and creative gifts, Jacobsen and Marcus are really looking forward to 2002.

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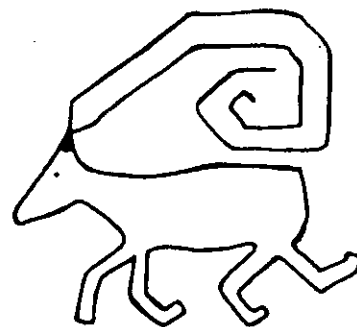
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# Weisheit's helps solve small engine problems

BY KATHLEEN MOORE

If you prepared for the year's surprisingly mild winter by filling up your snowblower's gas tank, you might want to get a checkup at Weisheit Engine.

"The biggest problem we see today is the gasoline," Bill Weisheit, owner of Weisheit Engine, a lawn and garden equipment dealer and repair shop, said. "Gasoline will eventually turn into a varnish and gum up the carburetor. I tell people you have to treat gas like milk; it will go bad. It has a 30-day shelf life."

If your gasoline is edging close to the 30-day mark, Weisheit recommends you do something other than letting it sit there, because a couple months' wait will cost you \$100 in repair bills.

"Start the machine and let it run out of gas," Weisheit said. "That would be the safest way. Of course, do it outside. The machine should run out of gas in about an hour."

Weisheit also recommends

yearly maintenance on every big piece of equipment you own.

"The machines we see come in every year last longer," he said. A well-maintained lawn mower should last 10 years; an annually checked snowblower 20 to 25.

Typically, yearly maintenance includes an oil change, blade sharpening and new spark plugs.

Other than that, Weisheit recommended bringing your machine in if you see the following warning signs: hard starting, knocking noises, blue smoke or black smoke.

Although the "big box" stores have been providing competition in sales, their products mean more repair jobs for Weisheit.

"Quite frankly, there are brands made primarily for price," Weisheit said. "They do not last. The big box equipment breaks down more often, so we're seeing it in here more often."

Weisheit added that he often buys the same brands as Home Depot and other large stores, but pays more for them.

"We buy through an independent dealer," he said. "They sell a lesser quality machine to the big box stores. It looks like the same machine on the outside, but they do cut

corners."

His repairmen have found that those machines have cheaper bearings and other less-expensive parts.

"It's not bad because those machine require more repair," Weisheit said, adding that the losses he's taken in sales have more or less balanced out with the additional repair jobs.

Also in Weisheit's favor is the fact that his store is a rare find these days.

"There are fewer and fewer repair shops out there," he said. "We're becoming sort of a dying breed."

Weisheit Engine Works is at 123 Weisheit Road in Glenmont, off Wemple Road. For information, call 767-2380.

**update**  
**2002**  
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## New home



Kimberly Scofield, left, manager and Laurie Lette, assistant manager, of Friar Tuck, stand in what will be their new and expanded store at Delaware Plaza in Elmsmere.

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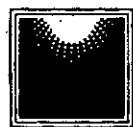
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# Wolberg Electrical keeps customers' lights on

BY DONNA J. BELL

With a 54,000-square-foot warehouse housing

more than \$4 million worth of products, Wolberg Electrical Supply Co. is lighting up the Capital District.

Founded in 1925, Wolberg Electrical has been helping individuals, businesses and contractors with their lighting and electrical needs for three-quarters of a century.

Residential and commercial customers can visit the retail lighting showrooms at Wolberg Electrical's main store at 35 Industrial Park Road in Albany, and at the branch at 118 Erie Blvd. in Schenectady.

"We have lighting designers available if customers need help picking out a fixture," said general manager Paul Trawinski. "Or come in with a set of prints and we will go through them room by room. Our designers have an average of 15 years in the business."

Trawinski himself has been with the company for 30 years.

"We have a senior sales person who has been with us since 1953," he said. "Our employees are our No. 1 asset."

Wolberg Electrical boasts a do-it-yourself counter service area where their experts can assist homeowners or professional contractors.

Wolberg also supplies lighting for schools, hospitals, industrial facilities and factories. They provide technical training and support,

no-obligation audits, code compliance, informational CDs, and individualized and group training.

The Albany and Schenectady stores are open Monday through Friday from 7 a.m. to 6

p.m., Thursdays until 8 p.m., and Saturdays from 8 a.m. to 2 p.m.

The Albany store's phone number is 489-8451 and the Schenectady store's number is 381-9231.

You can also log on to [www.wolberginc.com](http://www.wolberginc.com) for a catalog of products, contact numbers and links to some of Wolberg's vendors.

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**2002**  
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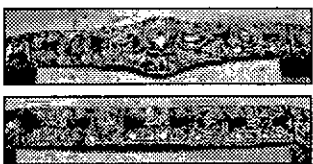


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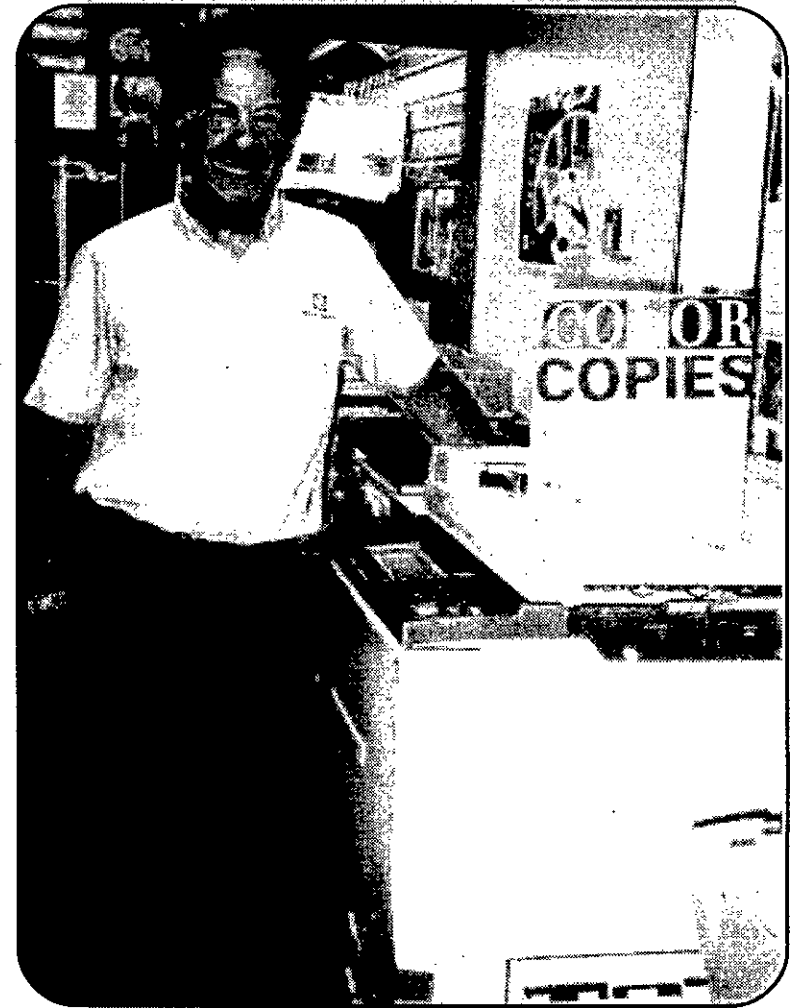
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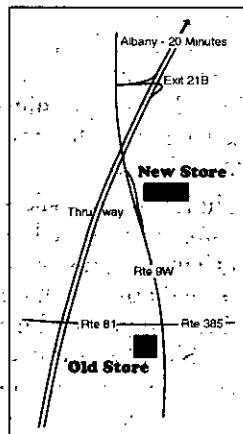
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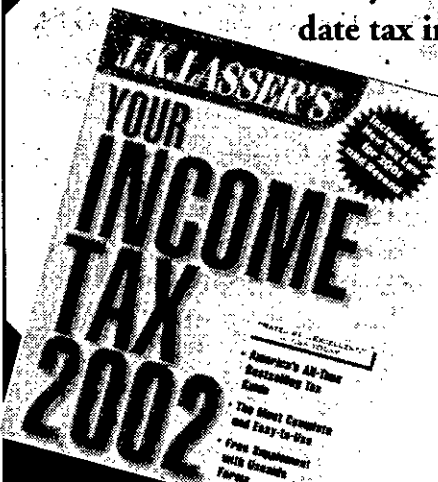
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# Farrell Bros grows despite mild winter

BY DEV TOBIN

For Farrell Bros. Inc., the recent mild winters have meant fewer frozen-pipe emergencies and more opportunities to do what are, for most homeowners, more enjoyable projects like putting a whirlpool spa in the master bathroom, according to president Randy Rowe.

"A cold snap, like 20 below, used to keep us busy for three weeks," Rowe said. "It hasn't been a big winter for heating and frozen pipes emergencies, but we've been keeping busy."

With 12 well-stocked trucks on the road, Farrell's, headquartered at 300 Delaware Ave. in Albany, is one of the biggest plumbing service companies in the area.

As some area contractors have moved away from plumbing and more into heating and air conditioning, Farrell's is still essentially a plumbing contractor, although the firm has added more plumbing-related services to its repertoire.

"We have expanded so that we can do all phases of a bathroom remodeling job," Rowe said.

Rowe said Farrell's is committed to treating the customer right.

"Our projects generally get done in a week or less, and we won't leave the job for a day or two," Rowe said. "And we provide a 100 percent satisfaction guarantee."

With the economy slowing somewhat, many homeowners are fixing up their homes rather than moving up to a newer, more expensive house, and bathroom remodeling is a natural for a home fix-up, Rowe said.

"Taxes are pretty high on a \$300,000 house, and with remodeling, people can make their house just as nice and not be taxed on \$300,000," Rowe said.

Rowe said his business is growing, in part due to an advertising campaign that includes radio, TV and newspapers, in addition to the standard Yellow Pages ad.

"It's the only reason we're staying busy now," he said.

Rowe added that the firm is concentrating on providing more services in the Bethlehem area, with at least two trucks a day in the southern Albany County suburb.

In most cases, "People call today and we'll be there today," he said.

And now is a good time to call, given the effect of supply and demand on remodeling prices.

"Now is the time to get something done," Rowe noted. "You'll get a better deal this month than next month."

For information, call 462-5454.

"Our goal was to stay in Schenectady, and we are glad to be able to do that."

The new Vinyl Deck & Dock Distributors location is in an Empire Zone, which offers tax incentives to businesses.

"Part of the reason we are able to stay in Schenectady is because of the incentives that Schenectady's Empire Zone was able to offer us," Munger said.

For information about Vinyl Deck & Dock Distributors, call 377-0374 or visit the Web site, [www.vinyldeck.com](http://www.vinyldeck.com).

deals at this time of year," he said.

"They can save upwards of 40 percent by upgrading." Danz believes that being family-owned and operated is a big plus, since many firms have been bought out or sold to larger corporations. "Customers can always call here and get one of us," Danz said. For information about Danz Heating & Air Conditioning, call 427-8685.

## Keeping the elements out



The fleet of vehicles at WeatherGuard roofing company is ready to serve the homeowners of the Capital District. Call for a free estimate at 356-5000.

## C.J. Designs makes dream rooms

BY HEATHER E. MACDONALD

Decorating a child's room can be great fun, but it's definitely not child's play if you want the job done right. In fact, if your son or daughter is begging for a room makeover, you may want to enlist professional help from C.J. Designs in Latham.

"My goal is to have a good base of things for kids and be known as a local dealer with lots of unusual things for children's rooms," explained store manager Cheryl Judge-Decker. "What I have is unique. These are things you're not going to find at Wal-Mart or Target."

Judge-Decker said she has one supplier who makes picture frames, toy boxes, lamps and other items that are musical and play children's songs. She also is the local dealer for Maine Cottage's unique line of furniture, which can be painted in the

customer's choice of 44 different colors.

"They have a huge collection of kid's rugs, bedding, lamps, art and tables," she said, explaining that she likes to provide pieces a child will grow with, so parents can consider the furniture an long-term investment.

According to Judge-Decker, there is currently a wider range of choices available for decorating a baby's room than there is for youths. She hopes to fill that gap.

Along with children's furniture, C.J. Designs also carries items for other areas of home and commercial decorating, including Maine Cottage beds, tables, armoires and wicker pieces.

"I have access to just about anything as far as home furnishings is concerned," Judge-Decker said.

Having worked as a decorator for about 11 years,

she opened C.J. Designs in August. The 1,200-square foot-showroom at 215 Old Loudon Road is her first solo venture into the retail business.

Judge-Decker holds a four-year degree in interior design, and previously ran Decorating Den, a business on wheels based in Saratoga. She has been manager at Interior Expressions in Latham, and has decorated award-winning showcase homes and does in-home consultations.

"My name is somewhat known in the area," Judge-Decker said. "I've been advertising and that helps business. It's been a lot of fun. There's a lot of growth and building in this area, so that's encouraging."

C.J. Designs is open from 10 a.m. to 6 p.m. Tuesday through Friday and 10 a.m. to 5 p.m. Saturday. The store is closed Sundays and open Mondays and weekends by appointment only.

## Comfort opens new vistas

BY TAMI SCHOENECK

Comfort has an exciting outlook for the new year. Located off Route 690 in Syracuse, Comfort has been a pioneer in the window and door business for 25 years.

Comfort does not use subcontractors in the installation of its products. Because Comfort manufactures and services all of its materials locally, every installer is in-house factory trained.

This provides the consumer with the highest quality products at the best

prices by eliminating shipping costs. The new product line for 2002 is full of exciting, quality products. Comfort started selling siding 10 years ago. Now, it is introducing a new vinyl siding product that has a flat seam technology.

More woodlike than traditional siding with a lower gloss, this siding eliminates overlapping, making it virtually seamless from a distance.

The simulation of cedar clapboard allows the homeowner to enjoy the beauty of a clapboard look without the unwanted maintenance. Comfort is proud to be the only

company in the U.S. that offers this product.

Also new is the latest innovation in vinyl - new garage overhead doors. Called the next generation in overhead doors, Comfort's new vinyl garage doors are impact-resistant and will not rot, rust, chip or ever need painting.

"It is the last garage door you'll ever need," said Fritz Gentile, Comfort regional sales manager.

For information and details on any Comfort products, or for a free in-home estimate, visit its showroom, or call 457-0022.

## Decks

from page 14

Distributors is currently located at 9 N. Broadway in Schenectady, but will open a 10,000-square-foot facility on upper State Street in March. Both locations will remain open for a while.

"We had to move somewhere, to accommodate greater inventory and additional product lines," Munger said.

## Danz

from page 14

There are some great promotions available now on heating and air conditioning, including warranties — some free — and some lucrative financing packages. In addition, Danz said, prices are low, in part because of left over inventory. "You can really get the best

# Edward Jones recognized as great place to work

BY PHILIP SCHWARTZ

George Brown, a certified financial planner for Edward Jones, pointed out that *Fortune* magazine recently ranked Edward Jones No. 1 in its annual listing of the "Best Companies to Work For" in America.

This is Edward Jones' fourth consecutive appearance on the list, but its first No. 1 ranking.

"I am excited by this No. 1 ranking," Brown said. "I believe the climate within our firm has a ripple effect on our clients and on the communities we serve. The firm values its associates and treats them with respect. This is a great place to work and having *Fortune* magazine recognize our efforts is the icing on the cake."

The magazine said that despite difficult economic times, the firm had no layoffs and noted that 97 percent of Edward Jones employees praise management's honesty.

Edward Jones Managing Partner John Bachmann said that to be on the list of the 100 best companies to work for is an honor. But to be at the top of this of the list is beyond anything the firm could have imagined, he said.

"One of the keys to being an attractive workplace is the fact that everyone is organized around a single mission,"

Bachmann explained. "We know resources practices.

our responsibility is to serve the serious, long-term individual investor, and in order to do that effectively, we have to align all our resources so that we are focusing on a team effort and doing everything we can to support that relationship between our investment representative and the customer."

More than any other national survey of companies,

The application probed 279 companies, evaluating trust in management, pride in work and the company and camaraderie.

Bachmann said he is proud that Edward Jones is committed to being a top company to work for during this time of rapid growth for the firm.

"Any ranking is a rear-view mirror look, because it shows us what happened in the past,"

Bachmann said. "What we concern ourselves with is what's in the windshield and making sure that we maintain an environment that is going to attract the most talented and most able people, whoever

they are and wherever we find them."

When Bachmann took the reins of the firm in 1980, Edward Jones had just 300 branch offices. Today, the firm boasts more than 8,000 branches and is hiring about 200 new investment representatives each month with the goal of having 10,000

branches by 2003.

The firm employs more than 21,000 people in the United States and through affiliates in Canada and the United Kingdom.

Edward Jones currently serves nearly five million clients and offers its clients a variety of investments, including certificates of deposit, taxable and non-taxable bonds, stocks and mutual funds.

Edward Jones recruits its investment representatives from all walks of life. They are former teachers, bankers, sales people, attorneys, CPAs and more. What they share is an entrepreneurial spirit to work independently and help others.

This ensures that the firm's brokers are a diverse group who are trained to establish their own style of working with clients within the confines of Edward Jones' culture and philosophy.

For information on Edward Jones, visit its Web site at [www.edwardjones.com](http://www.edwardjones.com). To view the "Fortune" magazine article, go to [www.fortune.com](http://www.fortune.com), then click on company lists.

George Brown's office is located at 1721 Central Ave. in Colonie. He can be reached at 869-9088. Edward Jones also has offices in Latham, Delmar, Troy, Clifton Park and Niskayuna.



**One of the keys to being an attractive workplace is the fact that everyone is organized around a single mission.**

George Brown

## Adams

from page 15

aware of inside contaminants and dirty ducts and they are doing more research on how to make their house a cleaner environment."

Raucci noted Environmental Protection Agency data that show people now spend 60 to 90 percent of their time in their homes, where indoor air can be up to 70 times more polluted than outside air.

The company is now installing Sanuvox ultraviolet air purifiers, a new technology designed to improve air quality.

"In the past, we didn't have

anything to combat odor or mold problems," Raucci said. "The products we use are solving the problem, not just applying a band-aid approach. When a customer calls us, we send a consultant to the home to figure out where the mold is coming from, and determine how to clean it and kill it."

Adams Heating and Cooling is located at 2088 Curry Road in Schenectady, and is open Monday through Friday, from 8 a.m. to 4:30 p.m., and Saturdays from 8 a.m. to noon.

For information, call 356-4730 or log on to [www.adams-heating.com](http://www.adams-heating.com).

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# Capital Communications FCU fosters involvement

BY PHILIP SCHWARTZ

The formula is simple, but it's often overlooked by employers.

First, you get employees involved in community service activities; then the employees will enjoy their jobs more and do better work, said Paula Stopera, executive vice president of Capital Communications Federal Credit Union.

"In order to be successful, you have to do more than show up for work, and it does make a big difference in the relationships we have," Stopera said. "We've found that the more we get involved in the

community, the more people enjoy their jobs."

Whether it's organizing a garage sale to benefit breast cancer or donating clothes to Head Start, employees of the Colonie-based credit union dedicate themselves to more than their jobs and put in community service time — in keeping with a key thrust of Capital Communications' philosophy and that of credit unions in general.

With its main office on Computer Drive East in Colonie

and a branch on Century Hill Drive in Latham, Capital Communications involves itself

in the community in order to become more than a financial institution where people merely show up to make transactions,

Stopera said.

"We really work hard at relationships here — both with employees and members — and I think it shows in our service," she said. "You just don't get an account. You get a relationship. We're here to service your needs. And we believe strongly

in giving back to our community."

And even though there is this strong spirit of community, Capital Communications is still at the forefront of using technology to enhance the experience of making financial transactions, Stopera said.

The credit union, originally chartered in 1953, was one of the first financial institutions to offer Internet banking and bill-paying services, and its members have been able to bank by phone since 1986. In addition, Capital Communications offers quick approval of loans, Stopera said.

"We're trying to make

being a member here worthwhile and convenient," she said. "The convenience is a real focus for us."

Yet one of the challenges for credit unions everywhere, according to Stopera, is getting the word out about what these institutions are all about because many still don't know the difference between them and banks.

"A lot of people don't realize that their employers can offer the free benefit of a credit union," Stopera said. "Credit unions can be a free benefit and a very advantageous one."

Credit unions are owned by its members that vote for members to serve on an unpaid board of directors. Credit unions are nonprofit organizations, and this typically means better interest rates on loans and savings.

"Many people don't know what credit unions are about. They're just like banks but are owned by members," Stopera said. "As a member of Capital Communications, you own us."

This year should be a big one for the credit union as it will open another branch April 2, near the RPI Tech Park in North Greenbush at 233 North Greenbush Road.

Capital Communications serves the employees of more than 160 companies and is positioned to serve those of other companies.

For information, call 458-2195.

## Baggetta and Co. provides personal touch

Now more than ever, people want to know who's taking care of their money. At Baggetta and Co., an investment services firm in Latham, personal attention is everything.

"Our philosophy has always been that no matter what the dollar amount of a portfolio, \$100 or \$1 million, each investor receives equal attention," founder and president Carl Baggetta Jr. said.

Baggetta, investment consultants Susan Speir and Kellie MacDonald, and office manager Nicholas Baggetta all work to that goal, with a philosophy of honesty and open communication.

Baggetta, Speir and

MacDonald start with an analysis of the customer's needs.

"We can do this in person or over the phone," Baggetta said. "The analysis of an investor's income and expenses determines how to build a portfolio for retirement, educational expenses or other needs. It's usually better if an investor starts off with a comprehensive plan before deciding when and how to invest his or her hard-earned money."

Baggetta and Co.'s consultations are free, unless a client decides not to invest. Baggetta and Co. encourages clients to invest for the long

term, and strives to educate its customers by providing research, news releases, seminars and end-of-the-year status reports.

"Our clients' investments are always important," Baggetta said. "And the line of communication between the client and adviser is paramount."

If Baggetta's staff don't know the answer to a client's question, they'll do the legwork to get an answer.

Baggetta founded the company in 1988, just after the stock market crash of 1987. He and his clients are now facing a recession, but he is confident that his company can help his

clients through these uncertain times.

"Many of our clients have portfolio concerns," Baggetta said. "We will address these concerns together and adjust investments accordingly to meet financial objectives. We have tried to make sure that our clients understand that each economic period is unique, and how these current economic conditions influence their portfolios."

Most important, Baggetta said, is that people not panic.

Baggetta and Co. is located at 459 Troy-Schenectady Road, near the Latham Traffic Circle.

For information, call 783-1545.

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# SEFCU foresees growth in 2002

The year 2002 promises to be exceptional for State Employees Federal Credit Union, an ever-evolving leader in financial services in New York state and beyond.

Chief Operating Officer Michael Castellana believes that SEFCU's success is directly

related to its innovations.

"With our improving presence on the World Wide Web and advancements in customer service, SEFCU will continue to grow in 2002," Castellana said. "We're launching several exciting programs on SEFCU.com."

In hopes of increasing the number of registered users, SEFCU.com plans on incorporating two new programs: wireless Web access and account aggregation.

"Many of our customers are constantly travelling, so we felt it was necessary to have a way for those customers to access their accounts from wherever they may be," Castellana said.

In a similar attempt to make the on-line process easier, SEFCU is currently developing an account aggregation system. This is a system in which users may view other sites which may pertain to any aspect of their Web finances.

With I-Pay, an on-line bill payment system, and E-Statements, a monthly electronic statement, SEFCU.com provides members with an easy way to do their

## Our customers turn to the Web because of the quick turn-around time.

Michael Castellana

banking 24 hours a day.

Castellana reassured customers that on-line banking is very secure.

"As a matter of fact, 25 percent of our loan volume occurs via the Net," he said.

"Our customers turn to the Web because of the quick turn-around time. They'll know within 30 seconds if they have been approved."

Even though SEFCU.com has the highest security available, many people prefer to do their banking in person. In the Capital District, customers can go to one of the 10 SEFCU branches.

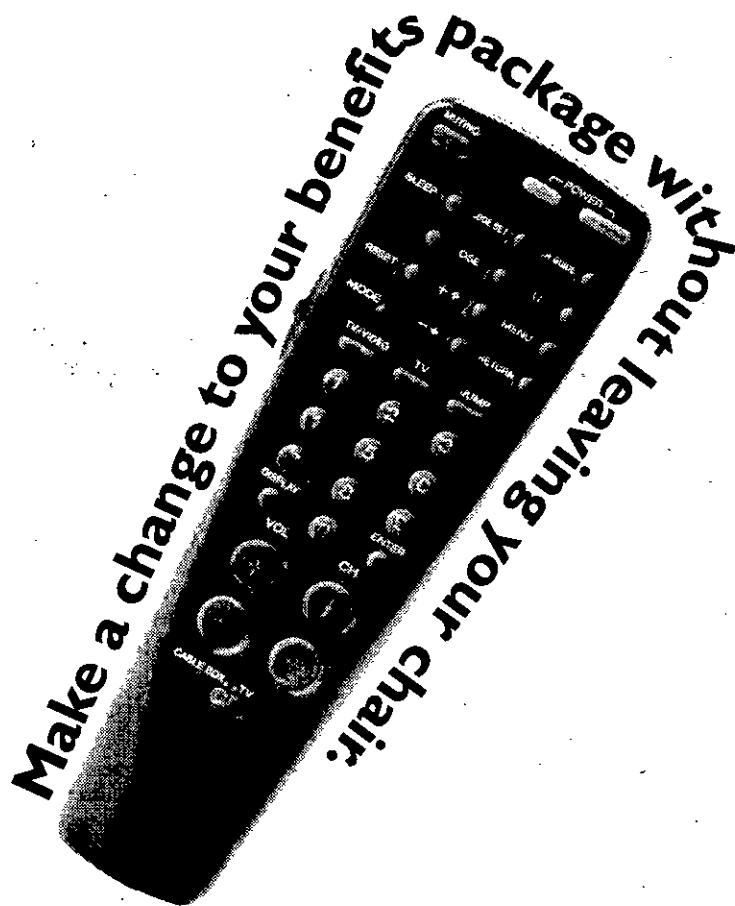
"We're committed to providing a comfortable environment in all of our banking facilities," Castellana said. "We want our customers to feel safe and secure no matter which branch location they do their banking."

As part of SEFCU's growth, the credit union plans to open two new

branches in Latham and Schenectady in 2002.

The growth in on-line banking and branches shows that SEFCU will continue to be a leader in customer service for the Capital District in 2002.

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## Plainville

from page 15

without the use of antibiotics, hormones or growth stimulants, in a less stressful environment than most of its competitors, offering the birds up to 30 percent more living space, feeder space and water space, better litter conditions and air quality; and less competition.

The turkeys are free to roam in spacious, open-sided, naturally ventilated buildings. This results in better-tasting turkeys.

"When you eat a meat product, if it's very moist and tender, there's a better chance it came from a less stressful environment," Bitz said. "That's one of the reasons our turkeys are so good."

Plainville's fresh, whole turkeys were recently judged by the American Tasting Institute (ATI), a trade organization of 35,000 chefs founded in 1993 to promote taste, safety and nutritional standards. Plainville's turkeys were judged excellent in appearance, freshness and taste, and the ATI presented Plainville Farms with an award of excellence in its category.

"Taste is our principal criterion," said ATI founder Chef Jesse Sartain. "There are so many ill-tasting products in the general market that our chefs are compelled to guide consumers and food service buyers to a better experience."

All Plainville's turkey feed is produced by its sister corporation Central New York Feeds, which produces feed with no animal byproducts using locally grown corn, soybeans, canola oil from Canada, and natural vitamins, minerals and amino acids.

Plainville's decision to grow turkeys using these methods is

strongly endorsed by the USDA, which has given Plainville Farms permission to label its husbandry practices "animal friendly."

"To my knowledge, we're the only meat company in the country that can use that (animal friendly)," Bitz said.

Using antibiotics, Plainville could grow more than 750,000 turkeys per year in the space, currently occupied by 500,000, Bitz noted.

By using natural, vegetarian ingredients in feed to produce as healthy a product as possible, Plainville is able to label its turkeys "Heart Lite," meaning they have 25 percent fewer calories and 50 percent less fat than the standard listed for turkey by the USDA.

"People are able to enjoy many of the benefits of a vegetarian diet if they limit their diet to animals that are vegetarian," Bitz said.

Many of Plainville's products, including both fresh meat and deli products, are made exclusively with all natural ingredients and no added preservatives, nitrites, phosphates, gums, glutens, starches, or refined sugars. Plainville's main plant handles all evisceration, deboning, trimming and processing of fresh meat products, while a second plant in Liverpool handles all cooked products.

"We're very concerned about food safety, and that's one of the reasons we have the two plants, to keep the operation separated," Bitz said.

"Why we are here and the other 200 (turkey farms) aren't, I believe, is because we've always had a good quality of people here, fine leadership, and our orientation to always have the finest product," he said.

## Antique

from page 15

Johns also prides himself on the fact that they are a very friendly bunch of folks to visit.

This means you can bring in an item and the staff will be happy to do a free mini-appraisal for you. Or, if you are searching for a particular item, the staff will keep a note on the computer and contact you if it comes in. Johns also guarantees you will find no fakes and no reproductions in the center.

While the store has been in business for six years, Johns says he has been interested in antiques forever, and really

enjoys sharing his passion with others.

"More people are appreciating antiques both as value and artifact," Johns said. "It gets you in touch with your heritage and a lot of people want to collect their heritage. You may remember going to grandma's house when you were 6, and eating off of those very same plates. Each piece has meaning, and is special, even if it's a bowl with chips on the rim."

The Cossackie Antique Center is open seven days a week until 8 p.m. For information, call 731-8888.

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Issue of March 6 — Ad deadline Feb. 20

# Key Bank presents talk by women's finance expert

BY KATHERINE MCCARTHY

As more women become players in the financial arena, Key Bank, with 60 branches in the Capital District, is making sure women have all the information they need.

To that end, Key Bank is presenting their first "Financial Forum for Women," co-sponsored by the Capital District Business Review and the Women's Employment and Resource Center, on Thursday, Feb. 14, from 7:30 to 11 a.m.

The event features a talk by nationally renowned financial columnist and author Jane Bryant Quinn.

"We're aware that women

are making more financial decisions," vice president of marketing for Key Bank Susan Radzynski said. "Many small businesses are run by women, more women are entrepreneurial and in charge of more money, and they are more independent, and usually live longer than men."

Women approach finances uniquely, Radzynski said. "As we looked at the research on how women plan, we saw that what they want is information."

Quinn's presentation, "Controlling Your Financial Destiny" will take place at about 8:15 a.m., following the 7:30 registration and 8 a.m. breakfast at the Crowne Plaza

on State and Lodge streets in Albany.

Quinn writes regularly on issues affecting personal finance for *Newsweek* and *Good Housekeeping*, and only recently ended a 27-year run of writing a twice-weekly personal finance column syndicated to more than 250 newspapers.

Quinn, a graduate of Middlebury College, is the author of the new, updated edition of the best-seller, *Making the Most of Your Money*. She has been a business reporter on television, including on the CBS Morning News and the CBS Evening News with Dan Rather. In 1988, Quinn hosted her own series on money management called "Take Charge!" that also ran on PBS. She appeared twice weekly on ABC's "The Home Show" in 1990 and 1991 and has been a guest on many

programs, including "Good Morning America" and "Nightline." She also helped develop the software program, *Quicken Financial Planner*.

Albany is Quinn's first stop in a seven-city tour that Key Bank is sponsoring throughout the Northeast.

"We wanted to provide local women with a high level of information," Radzynski said. "Jane Bryant Quinn is very well-known, and has great comments on personal finance."

After Quinn's presentation, there will be three workshops. Lisa Oliver, Key Bank's senior vice president for small business, will present "Growing Your Small Business"; Sue Rosander, the bank's senior vice president for consumer banking, will present "Charting Your Course for a Successful Retirement"; and Kathy Dennis, senior managing director of

Victory Capital Management, will lead a session on "Smart Investing Through Mutual Funds."

The forum will conclude with a networking session, including an opportunity to meet Quinn and to speak with the experts from the workshop sessions.

There is a \$20 registration fee to attend the forum; Key Bank will donate all proceeds to the Women's Employment and Resource Center, which provides training, education and employment search assistance to displaced homemakers affected by the death of a spouse, divorce, separation or disability.

For information about the financial forum for women, contact Amy Carter at Key Bank at 257-8839, or register online at [www.key.com/women](http://www.key.com/women).

## Excelsior provides customer services

BY KATHERINE MCCARTHY

Excelsior Credit Union is a nonprofit business that provides a wide range of financial services for its members.

"We're a full-service financial institution," marketing director Dorrie Phillips said. "Because we're not-for-profit, any profit we do make goes right back to our members, in the form of fewer fees, lower loan rates, higher dividend rates on savings products and the development of new products."

Credit unions may evoke the image of Bailey's Building and Loan from the movie "It's a Wonderful Life," and it's true that they first came into being

to serve people who couldn't get conventional bank loans, or were forced to accept usurious terms from loan sharks.

But there's nothing old-fashioned about Excelsior Credit Union or the services it provides. Originally a credit union formed in southern New York, Excelsior has had a branch in the Capital District since 1978. The office at 341 New Karner Road in Colonie has more than \$45 million in assets, and more than 11,500 members, 200 of which are from select employee groups.

"One of the positives we offer is membership to individuals," Phillips said.

☐ Excelsior

*continued on page 26*

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# Installment plan provides better financial health

It's already February, and if you feel those January resolutions slipping away, try a "banker's almost-dozen" of tips to get in financial shape this year.

"Put your New Year's financial resolutions onto an installment plan,"

said Roseann O'Meara, manager of Evergreen Bank's Delmar branch. "Try doing one a month. This gives you a much better chance of success, not to mention peace of mind."

Here's Evergreen's installment plan that will make you a financial winner by the

end of the year.

- February: Create a budget and assess your bank account. Use last year's records to assess your spending and make sure your income matches your expenditures. Continue tracking your spending, so that expenses stay

compatible with your income and your goals. Look over your bank account with someone from the bank, and find out if they have any products that could save you time and money in the coming year.

See if your bank has short-term CDs you can roll over.

- August: Apply for equal payment plans to smooth out things like heating bills that could skyrocket in the coming months.

- September: Look into online banking, which can give you up-to-the-minute

balances, let you transfer funds and download account activity to balance your checkbook and pay bills.

- October: Plan for retirement. Make or review your plan, and try to make the maximum allowable contribution to your 401(k). If the golden years are approaching, pay down your debt, pay off loans and stick to a realistic budget.

- November: Make sure you have a will; update or review it if you already do. Ask the bank about trusts, charitable endowments and ways to structure your assets for future recipients.

- December: For a month, track all your expenditures and identify small ways to trim expenses. Try comparison shopping, brown-bagging lunch and checking out books and videos from the local library.



## Excelsior

from page 25

Phillips explained that Excelsior doesn't have customers, but members.

"Everyone who opens a savings account with us is putting in the par value of a share," she said.

Part of Excelsior's mission is to provide educational

opportunities for its members. Excelsior is also involved in fund-raising with their employee groups, including the American Heart Association.

"We offer regular savings accounts, and a share certificate program," Phillips said.

"There's also no-fee checking, money market accounts, IRAs and a kid's club. We provide all types of loans, from new car to

mortgages."

Along with those loans are ancillary products like insurance. Excelsior also offers VISA credit cards, online banking, 24-hour ATM service, and drive-up window service.

"We don't do any commercial lending," Phillips said. "We're interested in serving the regular person on the street."

## Gordon's treats windows with care

BY CINDY MILOS

Attention, all you Martha Stewarts out there. If any of your upcoming projects include window decorating, then Gordon's Window Decor is the place for you.

Located at 1812 Route 9 in Clifton Park, the store specializes in custom window treatments for both commercial and residential properties.

"We have a good mixture of customers," manager Debra

Audette said.

The store features window blinds and shades, window films to block out some sun, and energy efficient items.

"Right now our most popular product is cellular shades," Audette said.

"Windows are where you lose the most heat and let the most cold air in," she said.

According to Audette, different types of customers dictate the busiest times for Gordon's Window Decor.

Residential business tends to be the best from September until December, while commercial business picks up from April until June.

"I would suggest that a customer call and schedule a time to come in," Audette said.

To learn more about the store you can visit the store's Web site at [www.gordonswindowdecor.com](http://www.gordonswindowdecor.com), or call 371-8011 for an appointment.

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# A.G. Edwards provides client-centered service

BY BILL FONDA

Although a bear market made 2001 not a great year for A.G. Edwards & Sons' Albany office, located at 427 New Karner Road in Colonie, 2002 should be better.

"Locally, we wound up doing better than the firm and the industry as a whole, but we were down," vice president and branch manager Terry Jandreau said of last year.

Jandreau said this year should bring good things for clients of the full-service brokerage, which offers stocks, bonds, mutual funds and financial planning.

"The first quarter, if not the first half of this year, things may be a little choppy, but we're looking forward to a far better year than the previous two have been," Jandreau said.

The reasons for Jandreau's optimism include changes to the tax code and the fact that interest rate cuts begun by the Federal Reserve almost a year ago will start to be felt.

"The American economy doesn't turn around whenever there's a change in fiscal policy; it takes time," he said.

Furthermore, Jandreau said that 12 percent of the time, the Standard & Poor's 500 index goes down over any three-year period, as it did with a 1 percent drop over the past three years.

In the three-year period after a drop, the index has gone up 14 percent per year.

"Statistically, we're due for a positive year," he said.

If the economy improves and people are looking for a broker, Jandreau cited a number of reasons why they should choose A.G. Edwards & Sons, which has been in existence since 1887 and is the fifth largest brokerage firm in the nation, the largest based outside of New York City.

Jandreau said the firm has a customer-first culture, exemplified by the fact that it does not offer any of its own products, meaning that brokers can search for the best situation.

"We put the client before the concerns of the broker or the firm," he said. "We do what's right for the client."

Jandreau said brokers do not receive extra incentives to sell one product over another.

"They receive the same commission payout across all product lines," he said.

"We can relate to the client," he said. "We relate to Main Street, to hometown America."

Jandreau also said the St. Louis-based firm's midwestern values are relevant to the Capital District.

Jandreau said the firm has a customer-first culture, exemplified by the fact that it does not offer any of its own products, meaning that brokers can search for the best situation.

Furthermore, the firm refuses to pay signing or recruiting bonuses for brokers who come from other firms.

"We feel that we should compensate the employees that generate the profitability for the firm," Jandreau said. "The brokers aren't here because somebody paid them several hundred thousand dollars to get them to join the ranks of their sales force."

sales force."

Jandreau said that A.G. Edwards' 19 brokers believe in the philosophy of the firm, as articulated by former CEO Benjamin Edwards III: "As financial consultants, we work at A.G. Edwards, but we work for our clients."

A.G. Edwards has been named in both listings of the best 100 companies to work for in America by Robert Levering and Milton Moskowitz; was cited in the Jan. 10, 2000, issue of *Fortune*; and *Kiplinger's Personal Finance* named the firm "Best of the Biggies" among full-service brokers.

Hours are 8:30 a.m. to 5:30 p.m. weekdays and by appointment.

For information, call 869-1680.



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A self-insurance group is an association of employers formed to provide statutory workers' compensation and employers' liability coverage. These organizations are typically medium-sized companies that may not have the size or financial capacity to become a self-insurer, yet want to assume control of workers' compensation costs.

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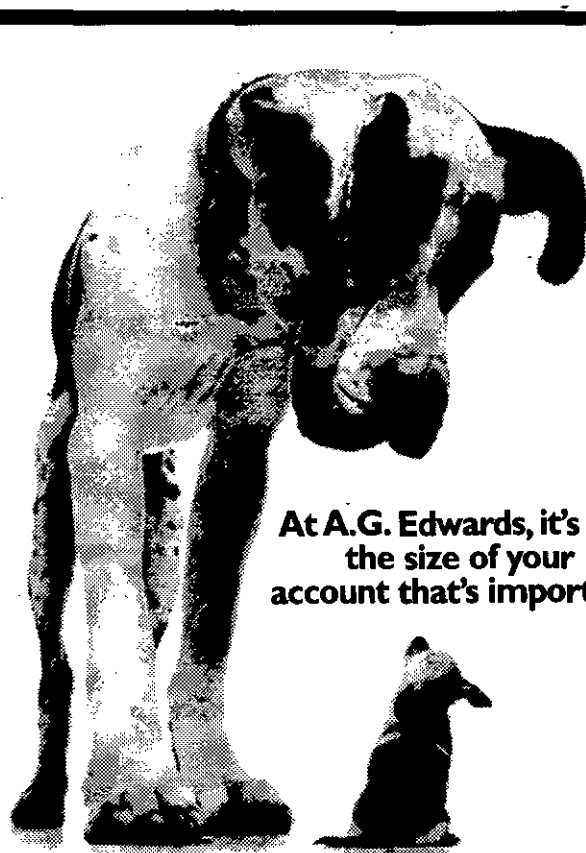
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# Budget holds line on state spending, keeps tax cuts

BY MATTHEW MCGUIRE

**G**ov. George Pataki proposed a 2002-03 budget that would hold state-funded spending to an increase of 1.6 percent, while going forward with \$300 million in already enacted tax cuts.

Overall spending, including a projected \$3.1 billion in new federal aid, would rise 4.7 percent to \$88.6 billion. The state-funds portion of the budget, including state taxes, fees, tuition and other non-federal revenue, would rise by 1.6 percent. The governor's Budget Division projects inflation for 2002 at 1.5 percent.

Pataki said the slowdown in the state's economy caused in part by the Sept. 11 terrorist attacks created a two-year budget shortfall of \$6.8 billion, compared to last year's revenue estimates. The shortfalls would be eliminated by using \$1.1 billion in reserves, restraining spending, restructuring state

debt, and reducing the state work force by approximately 5,000 positions.

"We've met great challenges in the past," Pataki said. "We will emerge from this crisis more free, more prosperous, more secure than ever before. We can and we will keep New York firmly grounded on the road to recovery."

The budget implements tax cuts enacted in previous years and scheduled to take effect in 2002-03. The Budget Division estimates the value of those tax reductions at more than \$300 million.

These tax cuts include: reduction in bank and insurance tax rates from 8 to 7.5 percent; continued reduction in energy taxes for commercial, residential and nonprofit utility customers; creation of an

investment tax credit for equipment that insurance companies use in brokerage activities; and expansion of the earned income tax credit for working, low-income New Yorkers.

Daniel B. Walsh, president of the Business Council, responded, "Despite our short-term setbacks, revenues are significantly higher than they

were just a few years ago because of the economic growth Gov. Pataki and the Legislature have helped create by reducing taxes and cutting the cost of doing business."

As outlined in his State of the State address, Pataki proposed several new economic-development efforts.

The budget includes \$250 million in initial funding for technology-based initiatives

such as the Centers of Excellence that bring universities and businesses together in high-tech research and development. Another \$5 million would establish a Security Through Advanced Research and Technology (START) program to help colleges and universities secure federal and private research funding for the growing homeland-security industry and other high-tech businesses.

The proposed budget also provides \$50 million as a down payment for a new Empire Opportunity Fund that would support projects such as industrial parks, brownfield redevelopment, research-and-development incubators and tourism destinations. The program would eventually be funded with state revenues from Native American casinos expected to open over the next two to three years.

The Budget Division forecasts that the state will lose

102,000 jobs in 2002, a reduction in overall employment of 1.2 percent, compared to a national projection of 0.6 percent. The manufacturing sector will shed some 35,000 jobs, and the financial sector some 24,000 jobs, according to the forecast.

The budget proposes new or higher fees on pesticides, food processing licenses, boat registration, weights and measures inspections, sporting licenses, and alcoholic and beverage control licenses. It would authorize counties and New York City to add up to 30 cents to the current 75-cent monthly surcharge on cellular phones and other wireless devices, for a total cost to consumers of \$28 million.

The budget includes legislation the governor proposed last year to reform the state Superfund for cleaning up hazardous waste sites and to adopt a new program to encourage the cleanup of brownfield sites. The bill would impose roughly a 10-fold increase in hazardous waste-related fees, paid mostly by manufacturers and utilities. The plans also includes \$12 million in tax credits to encourage cleanups of brownfields.

Pataki renewed his call for easing the mandate burden on local governments. Reform of the Wicks Law would exempt all school district construction projects and many municipal projects from costly requirements for use of multiple contractors. The requirement that localities engage in binding arbitration with police and fire unions would be amended to require greater consideration of the local government's ability to pay.

The budget includes some \$300 million to begin implementation of the health-care legislation the governor proposed and the Legislature approved in January. The state cigarette tax, raised by 39 cents a pack as part of that legislation, is projected to contribute \$500 million to the general fund and another \$749 million to an off-budget funding pool for various health-care initiatives.

The governor proposed an increase in school aid of \$5.96 million. He also urged the streamlining of the state's \$14.2 billion in aid to local schools to give districts new flexibility in using state assistance. Thirteen existing aid categories would be combined into one operating-aid fund representing more than two-thirds of state aid. The Charter School Stimulus Fund would receive \$6 million to help promote school choice through construction and other assistance for charter schools. The Tuition Assistance Program would add a financial incentive for students to stay in college, with a portion of each individual's aid retained by the state until graduation.

The governor also proposed improving the enhanced STAR property-tax program for seniors by adjusting the income limit for inflation.

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