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# Update 2003

— PART ONE —  
BUSINESS & FINANCE

A supplement to Spotlight Newspapers

February 12, 2003

# Marshall's puts customers first for over 70 years

BY DEV TOBIN

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

But since 1932, Marshall's Garage on Route 9W in Ravena has not just survived but thrived thanks to a basic business concept — treating their customers with respect.

One sign of that is that Marshall's has the DaimlerChrysler Five Star Award, the company's highest recognition for excellence in customer service.

"All car dealers are pretty much the same — showroom, service department, parts, new cars, used cars," said sales manager Jim Youmans. "What sets us apart is our people."

**Update 2003**  
Business & Finance

Although many Marshall's employees have decades of experience there, Youmans pointed to a relatively new salesman, Bill

Asprion of Glenmont, to reinforce his point.

Peggy Obernesser checks out a 2003 Chrysler Sebring convertible with the help of Marshall's sales manager Jim Youmans.



## New 2003 Jeep Grand Cherokee Laredo 4x4

Feature A/C, Auto, Cruise, Tilt, AM/FM CD, Power Windows, Locks, Keyless Entry, Alloy Wheels & MORE. Stock#3GC30



48 mo. lease. 48,000 Miles 20¢ per mile thereafter. Customer responsible for maintenance & excess wear & tear. Due at inception = Sales tax, First mo. payment. \$935.97 cash down & 0 Security Deposit.

29,300 MSRP  
27,658 Marshall's Price  
-2,500 Rebate

**\$25,158\*** Your Price

Or Lease for Just  
**\$329.99** Per Mo.  
48 MO. LEASE

Or Get  
**0%**  
APR In  
Lieu Of  
Rebate

## New Chrysler Voyager LX

Features Auto, A/C, Sunscreen Glass, Power Locks, Deluxe Convenience group, 7 pass, Seating & MORE. Stock#3V11



48 mo. lease. 48,000 miles lease. 20¢ per mile thereafter. Cust. responsible for maintenance & excess wear & tear. Due at inception = Sales tax, first mo. payment. \$992.25 Cash Down - 0 Sec. Deposit.

22,195 MSRP  
21,445 Marshall's Price  
-2,500 Rebate

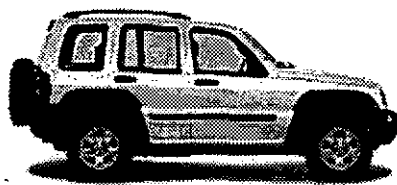
**\$18,945\*** Your Price

Or Lease for Just  
**\$259.99** Per Mo.  
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Or Get  
**3.9%**  
APR for  
72 mos.  
In Lieu Of  
Rebate

## New 2003 Jeep Liberty Sport

Feature A/C, Auto, Cruise, Tilt, AM/FM CD, Power Windows, Locks, Keyless Entry, Alloy Wheels & MORE. Stock#3L12



48 mo. lease. 48,000 Miles 20¢ per mile thereafter. Customer responsible for maintenance & excess wear & tear. Due at inception = Sales tax, First mo. payment. \$741.91 cash down & 0 Security Deposit.

23,010 MSRP  
22,199 Marshall's Price  
-1,000 Rebate

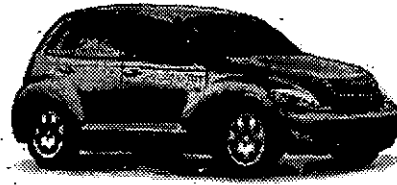
**\$21,199\*** Your Price

Or Lease for Just  
**\$289.99** Per Mo.  
48 MO. LEASE

Or Get  
**0%**  
APR In  
Lieu Of  
Rebate

## New 2003 Chrysler PT Cruiser

Features A/C, Auto, Power Windows & MORE. Stock#3PT14



48 mo. lease. 48,000 miles included. 20¢ per mile thereafter. Customer responsible for maintenance & excess wear & tear. Due on Delivery = Sales tax, First mo. payment. 0 Security Deposit. \$892.10 Cash Down.

18,010 MSRP  
17,499 Marshall's Price  
-2,500 Rebate

**\$14,999\*** Your Price

Or Lease for Just  
**\$199.99** Per Mo.  
48 MO. LEASE

Or Get  
**0%**  
APR In  
Lieu Of  
Rebate

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\*Tax, title, reg. fees extra. \*All leases are 36 mo. - 39,000 miles included; 15¢ per mile thereafter. Customer responsible for maintenance & excess wear & tear. Prices exclude sales tax & DMV fees. OFFER EXPIRES 2/18/03



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SALE HOURS: Mon.-Thurs., 8-8pm • Fri 8-6 pm • Sat. 8-5pm

SERVICE HOURS: Mon.-Fri. 8-5pm • Sat. 8-Noon

"Bill was a car hauler, delivering cars to dealerships all over the Northeast for many years. Then he suffered a back injury and needed a desk job," Youmans said. "He said he knew a lot of dealers and chose to come work at Marshall's because he liked the atmosphere here and the way we do business."

Marshall's Garage features Chrysler and Jeep products, ranging from sporty convertibles to family minivans.

Even though SUVs, like the Jeep Liberty, are popular, Youmans said, "Minivans are still our bread and butter — our customers just like the minivan."

Youmans did note that Chrysler is set to launch the 2004 Pacifica, a kind of crossover vehicle, part SUV and part minivan, with a wide variety of accessories for active families.

Youmans said the Pacifica may well revolutionize the industry the same way the minivan did when Chrysler introduced it in 1984.

Youmans added that Chrysler has made a commitment to improving the quality of its vehicles, changing almost a quarter of its parts vendors because of quality issues.

The commitment is paying off already, he said.

"We had a guy who used to do nothing but fix transmissions, 40 hours a week. Now we do a couple a month," Youmans 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.

For information, call 756-6161.



# SUVs — very popular with Marshall's customers

BY DEV TOBIN

The sport utility vehicle (SUV) is the automobile of choice for most American consumers, and Marshall's Auto Exchange on Route 9W in Ravena provides a wide variety of Subaru and GMC products to meet that consumer

demand.

"SUVs are still very popular, from the Subaru Forester to the GMC Envoy," said sales manager Mike Keel, adding that the dealer's GMC sales were up 20 percent last year.

He noted that both Subaru and

GMC have dealt with one of the concerns of customers — that SUVs tend to roll over in emergency situations.

"The new Envoy is a little lower to the ground, so it doesn't have to have the required rollover warning," Keel said. "This also makes the Envoy easier to get in

and out of."

Keel explained that Subaru's has never had to have the government rollover warning on their SUVs. And the Subaru SUVs also get good gas mileage — mid-to high-20s miles per gallon.

Keel noted that Marshall's was recently found to be No. 1 in the nation among Subaru dealers for customer satisfaction.

One element of the dealer's success is its staff, many of whom have been working for Marshall's for more than a decade. Keel himself has been there for 12 years, and is a relative newcomer.

He noted that general manager Craig Albano has been there for 30 years, and salesmen John Sterrett (27 years) and Don Ginter (15 years) are also longtime Marshall's veterans.

On the service side, service manager Steve Seibert is in his 24th year at Marshall's, while shop foreman John Zolner has been there 26 years.

"We find our customers are just more comfortable dealing with experienced people," Keel said.

Marshall's sales manager Mike Keel helps Mary Ann Bear decide on a 2003 GMC Envoy.

"Some of our salesmen have sold cars to a second generation, the children of customers who bought cars from them before."

Zero percent financing and rebates have helped bring customers in, Keel said. GMC is offering zero percent currently on all its models and Subaru has zero percent on some of its models, he noted.

Improvements planned for this year at Marshall's Auto Exchange include a new detail department building and a presence on the World Wide Web, Keel 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.

For information, call 756-6161.



**Update  
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Business & Finance

*We find our customers are just more comfortable dealing with experienced people...*

Mike Keel

## Marshall's SUBARU says, "Win Both Ways"

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#1 Sales Team  
in the USA

and

Service it at the  
#1 Service Dept.  
in the USA

\* Never before has a dealership been selected as #1 in customer service for both sales & service and been rated 100% by their customers!

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**NOW ONLY  
\$17,390**

Stk# 3S143

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AWD, Full Power, ABS, AC, CD, Remote Keyless w/ Security system

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\$19,663**

**SAVE \$2,000!**

Financing as Low as 0.0% on Many Models

**Marshall's**

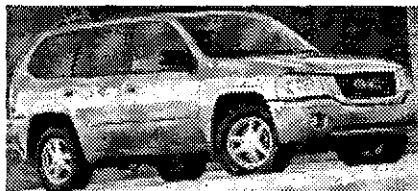
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### 2003 GMC ENVOY XL



DISCOUNTS

UP TO \$3500\*\* PLUS

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Great Selection! 10 IN STOCK 12 ON THE WAY

\*Available to credit qualified customers. \*\*Stk. #3T130.



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M.S.R.P. ....\$39,025  
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M.S.R.P. ....\$31,167  
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Standard Equipment Includes: Power Windows & Locks, Cruise, Tilt, CD Player, Deep Tint Glass, Push Button 4WD, Power in color! Stk. #3T129

M.S.R.P. ....\$33,300  
Marshall's Discount...-\$2,505  
REBATE\*\*.....-\$2,000

**\$28,795\***



### '03 GMC SONOMA EXTENDED CAB

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M.S.R.P. ....\$24,045  
Marshall's Discount...-\$2,050  
REBATE\*\*.....-\$3,000

**\$18,995\***



### '03 GMC SAFARI

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**GMC**

# Destiny Threads is the place for unique handcrafts

BY TANYA LEET

Martin Luther King Jr. said, "All our lives are woven together in a garment of destiny." Susan and Larry Marcus adopted this philosophy when naming their unique store, Destiny Threads.

According to their business card, Destiny Threads is an adventure in handmade home and personal fashion. Larry said it's almost impossible to describe the eclectic nature of the boutique.

Destiny Threads moved to its new location at the corner of Delaware and Elsmere avenues a year ago after being at the Four Corners since opening in 1996. The couple renovated the old gas station turned liquor store and

outfitted it with antique furniture to display their unusual wares.

"It's a niche-type shop," said Larry in an attempt to describe the store.

But there is something for every niche — from scarves, jewelry, baskets, clothes and quilts to toys, candles, purses and pillows. Most items have a description explaining the product's origin and the material used. Sometimes a picture of the artist or a magazine article

is available to give additional information about the item, like one on Jacob's baskets, whose pattern follows the mathematical principle of Fibonacci.

Some pieces that catch the eye are newspaper bead earrings and brooches from Florida. The artist

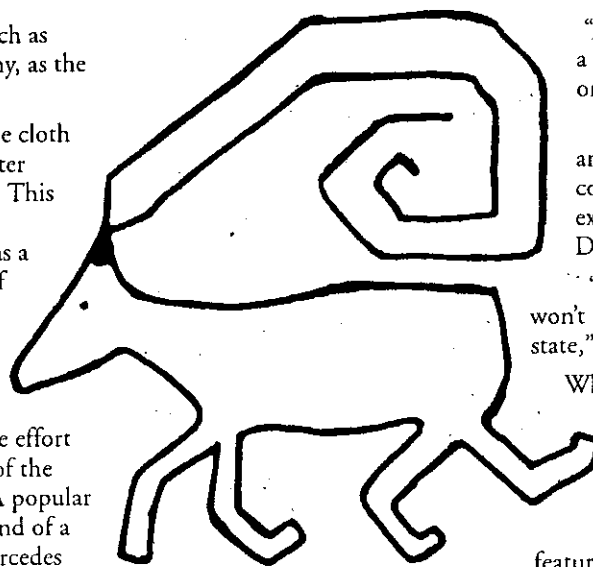
uses her favorite comics, such as Calvin and Hobbes or Cathy, as the medium.

There's also a huge Kente cloth woven out of rayon by master weavers for Ghana's royalty. This Ashanti royal tradition is recognized the world over as a work of art and a symbol of African identity. Unfortunately it is a disappearing art form.

A Kuba cloth pillow is produced as a cooperative effort between men and women of the Kuba tribe in the Congo. A popular village song relates the legend of a man who was offered a Mercedes Benz or Kuba cloth and he chose the Kuba cloth because "it would last longer."

Then there is a basket made by the ancient technique of hand-felting. An attached tag read "Imagine doing to wool what you've always been told not to; drench it in hot water until it shrinks." While this may ruin one's wool sweater, it creates a stronger and more durable fabric that can be used for other purposes.

Customer Claudette Cornell stopped by on the way to visit her mother at the hospital. Pointing to a gourd carved and painted into an animal, she said, "That sings to me."



"The shop lives" said Larry, a retired lawyer who is originally from Brooklyn.

It is a venue for talented artists from all over this country and beyond to be exposed to the Capital District.

"Some of our stuff you won't find anywhere in New York state," he said.

Where do the Marcuses find their maverick goods? They attend three major craft shows a year. Both the Baltimore and Philadelphia shows

feature American-made crafts, while one in New York City includes international artists.

"People don't know we exist. One person came in trying to sell us something, but left buying something," Larry said with a laugh.

The store carries many wonderful items that are the antithesis of mass-produced commercial goods. The only drawback is that due to the high level of craftsmanship and the labor intensive nature of the goods, many are costly. But there are items in a wide price range for those on a limited budget, as well.

The Marcuses hope to make a reputation for Destiny Threads. "We want our store to be a destination," Larry said.

Cornell, who does needlework, admits that sometimes you have to be an artist to appreciate some of the items in the store, but comments, "There is something for everyone, even kids."

"It's like walking into an art museum," Cornell added. "So much crosses boundaries, but can compliment contemporary or traditional tastes."

*It's like walking into an art museum. So much crosses boundaries, but can compliment contemporary or traditional tastes.*

Claudette Cornell

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all in stock furniture,  
bedding, children's items  
and accessories.  
Hurry in and save!

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A Division of Pat. & Ltd. 1090 Loudon Rd. (Rt.9) Latham (Across from Guprill Arena)

Pre-Inventory

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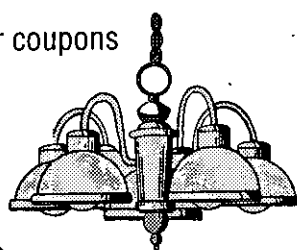
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**LIGHTING FIXTURES**

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**Just Before the Dunn Memorial Bridge**

## Thorpe sheds light on home decorating



The showroom at Thorpe Electric at 27 Washington St. in Rensselaer glitters all year long. This is just a sample of the many lighting styles that Thorpe Electric has to offer.



## Inspired interiors



CJ. Designs at 1090 Loudon Road (Route 9) in Latham specializes in custom window treatments and Maine Cottage furniture, as well as a variety of accessories.

## High tech solutions



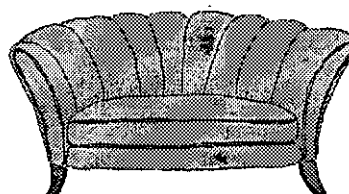
Ben Eggleston, left, and brothers Gary Robbins and Don Robbins Jr. of Solutions By Design in Main Square on Delaware Avenue in Delmar. Solutions By Design offers computer sales and service, and complete network installation and support.

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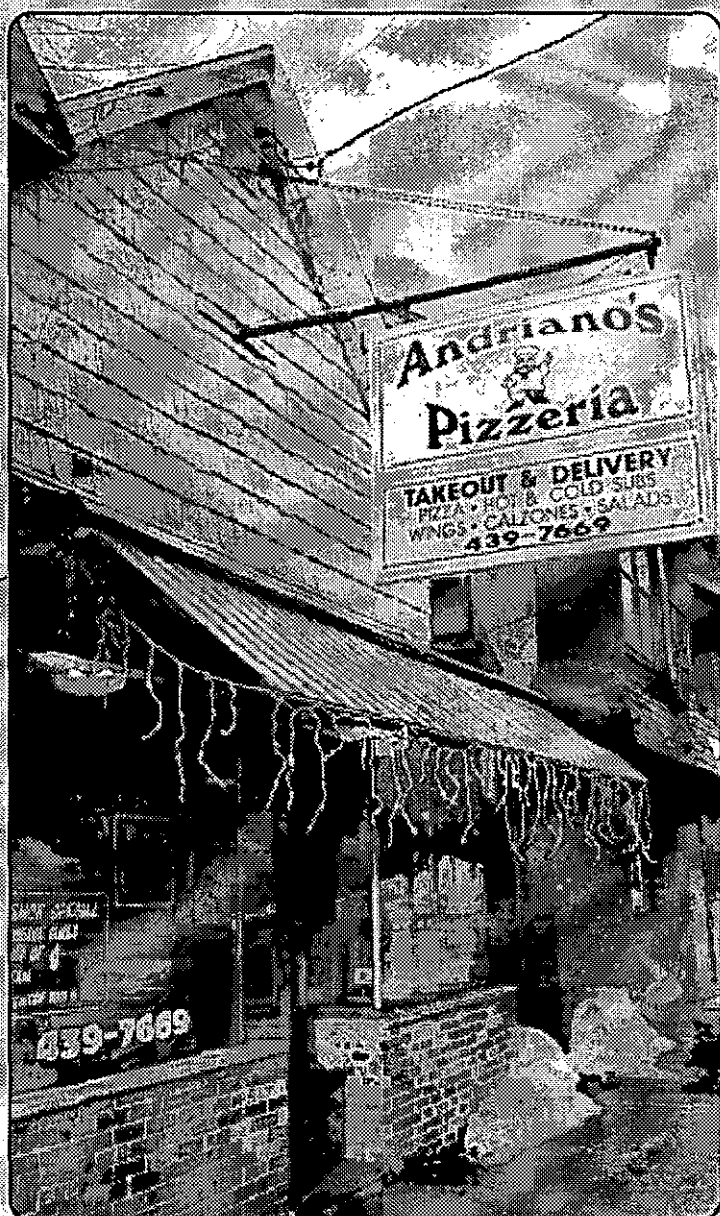


Watch for  
Upcoming Ladies  
Night Out Seminars  
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For Information  
call 782-0206

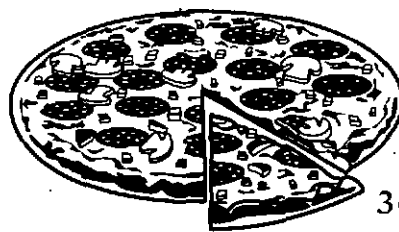
*CJ Designs*

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## A slice of heaven



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Pizzas, calzones, salads,  
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Open Mon. 4 to 9 p.m.,

Tues. - Thurs. 11 a.m. to 9 p.m.,

Fri. - Sat. 11 a.m. to 10 p.m., Sun. 4 to 9 p.m.

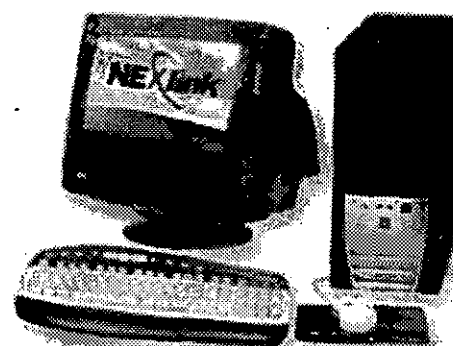
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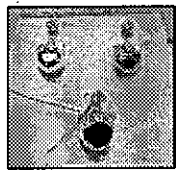




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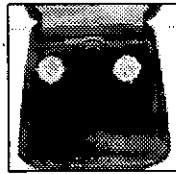


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## Buy the book (and much more)



Now in its new location at Delaware Plaza in Delmar, Friar Tuck Bookshop offers more than just books. The store has a huge selection of cigars and gift items. It is also the largest magazine retailer in the Capital District. Friar Tuck has other shops at the new Amtrak Station in Rensselaer and in Shoppers World Plaza in Clifton Park.

## Philip Alexander adds estate and custom jewelry to services

With Valentine's Day right around the corner, Philip Alexander Jewelers at 471 Albany-Shaker Road in Loudonville 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 Messina said. "We also specialize in custom design and personalized jewelry repair."

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Philip has been in the jewelry business for more than 20 years, for the past three

years at his store on Albany-Shaker Road.

"Last year the business thrived," Philip said. "We are now venturing into buying and selling of antique and estate jewelry. Pre-owned Rolex sales are doing especially well."

According to his wife Jude, the end of November through the end of February is when the store is usually the busiest.

This past holiday season, the most

popular items were past, present and future pendants, diamond bracelets, diamond studs, pearls and anything tanzanite, a gem that, depending on the light, can look blue, green or violet.

Past, present and future diamond pendants, earrings, and rings are extremely popular, Jude said. "Engagement rings have also been selling steadily."

The business also specializes in personal service to meet the specific demands of the customers.

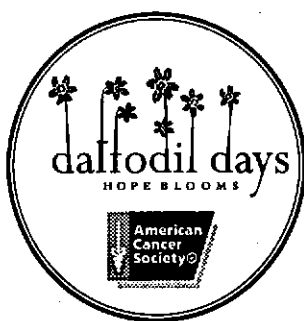
"We have a variety of pieces that our customers can choose from," she said. "However, if they do not find something that they want, then we can work with them to design a piece to their liking. They can even watch us work while we do it."

Philip Alexander Jewelers will now service Vince Kendrick customers and is expanding into the buying and selling of unique and estate jewelry.

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.

*We also specialize in custom design and personalized jewelry repair.*

Philip Messina



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**friar tuck**

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## Experience the exquisite



Nestled in the Helderbergs, Pleasant Valley Exquisitum draws customers from all over the United States and around the globe. The Museum offers only the finest quality merchandise to suit any budget, with exclusive representation for Meissen porcelain, Herend, Rosenthal and many other fine companies. It's a shopping experience you won't want to miss, in a relaxed, friendly atmosphere on Route 254, Pleasant Valley Road, in Knoxville.

## Play It Again Sports your best bet for great sports equipment

Where is the premiere local full-service sporting goods store? Right around the corner!

If you haven't visited Play It Again Sports in Peter Harris Plaza on Route 7 in Latham, you don't know the deals you are missing. Play It Again not only specializes in experienced equipment, they also have a wide selection of close-outs, overstocks and hard-to-find gear.

Not sure what to do with all the equipment the kids

have outgrown, or the fitness equipment that dad's hanging his robe on? At Play It Again Sports, you can turn your equipment into quick cash, trade it on other new or used equipment, or leave the item(s) on consignment to achieve the highest value.

At Play It Again Sports, no appointment is necessary. You may buy, sell, trade or consign equipment seven days a week at your convenience.

Play It Again Sports has been locally owned and operated by Niskayuna residents Dottie and Steve Vonk for nearly seven years. They take pride in their business for its countless efforts in supporting local youth sports programs and in providing fun, friendly, knowledgeable customer service in a mom and

pop atmosphere.

One example of their commitment to the community is the current fund-raiser/ drawing for local baseball coach Sal Forino, who was killed in a car accident while traveling to a coach's clinic in New Jersey. Play It Again Sports has donated a

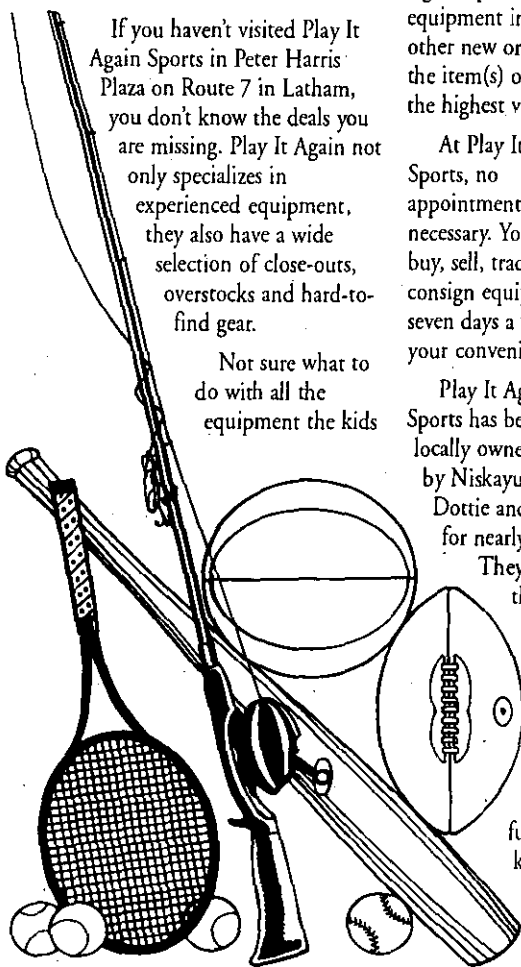
baseball/softball pitching machine and is asking its customers to take a chance on winning it. All proceeds will go directly to the Forino family.

So, whether it's golf (by the way, the deals you find in their experienced pro-line golf department are unmatched in the Capital District), fitness equipment, in-line skates, lacrosse, baseball, softball or soccer, Play It Again Sports will have the good stuff for less this spring.

If it's winter sports you are looking to gear up for, Play It Again Sports is seasonal and will once again in the fall, prepare for skiing and snow boarding as well as hockey and ice skating.

**Update  
2003**  
Business & Finance

*Buying,  
selling, or  
trading make  
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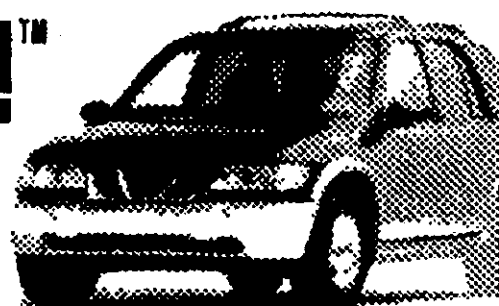
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# Arxx high performance walls promote healthy house

The American Lung Association and *Country Living Magazine* joined forces with Arxx High Performance Walls, formerly known as "Blue Maxx" to create the Country Living House of the Year. The home is known as the American Lung Association's "Healthy House."

When sneezing, wheezing and watery eyes are the symptoms, your house could be part of the problem. According to a John Hopkins Medical letter, the most common allergens in the U.S. are pollen, dust mites, mold and animal dander, many of which are often harbored in the home.

Arxx High Performance Walls, known for its ability to cut your

utility costs up to 70 percent, known to be many times stronger and safer than typical wood construction, is now known to be healthier.

Diane Walsh Astry, national director of Healthy House, stated the Arxx High Performance Walls is healthier, more energy and

resource-efficient construction.

Jeffrey Martusewicz, president of Seaway Wall Distributing, the company that distributes Arxx High Performance

Walls by Arxx Building Products, in Central and Northern New York stated, "Business has been great because we are so energy efficient, stronger, quieter, warmer, easier and cost efficient. Now that we are

proven to be healthier just puts another feather in our cap."

Locally, Arxx High Performance Walls presents hundreds of projects in Syracuse, Cazenovia, Utica, Rome, Watertown, Lake Placid, Malone and Albany to name a few.

But on the same note, businesses

are using Arxx not only for health reasons but they're dramatically reducing their operating costs. Nye Ford, Oneida for one, stated huge savings over their old building.

Martusewicz said, "We've just touched the tip of the iceberg, we're building hotels, condos,

showrooms, fire halls, funeral homes, schools from one end of the state to the other."

For more information on this amazing product, dealer, or training call 482-5253, find it on the Web at [www.arxx.net](http://www.arxx.net).

**Update 2003**  
Business & Finance

## Countertops bring new life to rooms

BY KATHERINE MCCARTHY

If the work surfaces in your kitchen are looking a little tired, some new countertops might spruce them right up. At Kitchen Buyers Outlet in Clifton Park, ask for Ty Sanderson, and check out New Life Countertops.

"We've been here since July," Sanderson said of his new business. "Kitchen Buyers Outlet has been here for 30 years, and my dad was

in the business."

Sanderson said he can provide any type of kitchen countertop that you want — granite, Corian, butcher block, tile or laminate. Working with Kitchen Buyers Outlet, he can also arrange for any other kitchen updates you might need. There are lots of countertops available in many places, but New Life Countertops will offer personal service.

"I usually have two appointments with people," Sanderson said. "I'll go to their place and measure to do a free in-home estimate. Then they come here to choose their countertops."

Sanderson said he does a mixture of new homes, remodeling and commercial work, although 85 percent of his business is remodeling. As an added bonus, he will get rid of any old countertops you replace. Granite and Corian are two countertop substances that are really popular right now.

"With granite, you get a big 'Wow!' factor," Sanderson said. "It's a really hard, distinctive surface."

Corian, a solid, man-made surface that's very hard, is also popular right now.

"It's like a dull, solid version of granite," Sanderson said. "If you scratch it, you can sand it and it

doesn't come unglued."

Customers have a huge range of color choices with their new countertops.

"There are 7,000 colors of granite worldwide," Sanderson said. "We keep about 60 on hand."

New Life Countertops has about 100 colors of Corian, and when it comes to laminates, there are more than 300 color choices. Granite countertops last a lifetime, he said, and while Corian has a 15-year warranty, with proper care, it can also last forever.

"Sixty percent of our customers come in knowing what they want," Sanderson said. "Forty percent need advice, and there are always a few who are just looking."

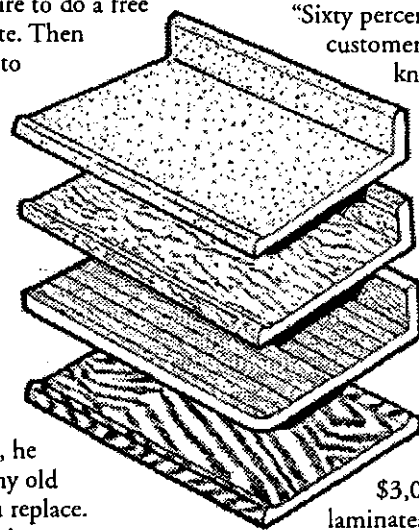
Installing granite or Corian countertops starts at about

\$3,000, and laminates are half of that

That's why Sanderson wants people to be happy with their choices, and why he treats each of his customers personally.

"This is a lot of money to spend," Sanderson said. "That's why we want everyone to be happy."

New Life Countertops is at 1789 Route 9 in Clifton Park. They can be reached by phone at 383-2654.



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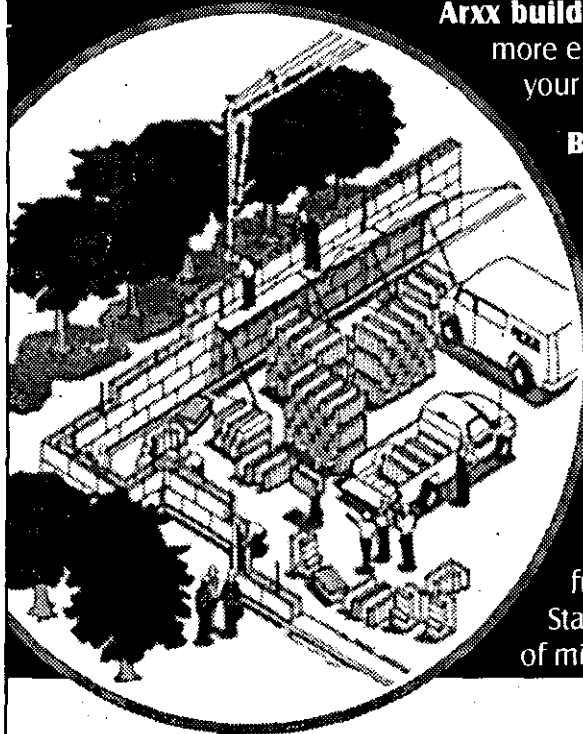


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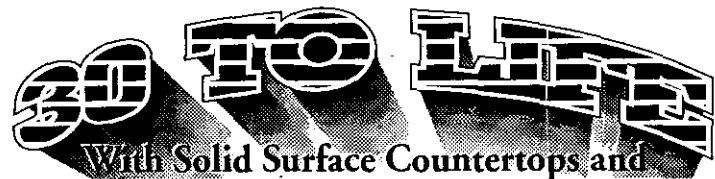
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# Kitchen designer brings showroom to his customers

BY JOSEPH A. PHILLIPS

**D**avid Morin has been selling kitchen cabinetry for 27 years, first as a district manager for Triangle Pacific — and then nine years ago, going into business for himself as DWM Kitchens, with offices in Altamont and a small showroom in Colonie.

From its outset, DWM has offered its design and consultation services, and sale of finished cabinetry, to builders and remodelers, visiting homeowners seeking a new kitchen or home-sites under construction and preparing design drawings and specifications for new countertops and cabinets.

But he doesn't sit around a showroom waiting for walk-in traffic; that's why, he said, it can sometimes be hard to reach him by phone at his office without going through an answering machine. Try his cell-phone instead; this one-man-band can probably be found out on a job site — with color and wood samples, countertop materials and computer-generated perspective drawings for customers to see.

"What I try to do is not bring people to me," he said. "I want them to bring me to them. My motto is, we bring the showroom to you."

"I prefer to go to them. I go into their homes and they show me the kitchen space they're looking to change. On occasion, there are people who just can't visualize it,

who need to see a showroom. I can do that if they need to come in and kick the tires, I can set up an appointment for them and bring them to the showroom. But I find it's always better to have me right there in their kitchen."

And last year, Morin added a new wrinkle to his business: cutting out the middleman. While he says the bulk of his business still comes from contractor consultations or referrals, "Up until last year, I've never really sold directly to homeowners, or advertised directly to the end customers. But I've been dealing with homeowners directly for so many years because remodelers prefer to do it that way. So I figured I'd give this a try."

With his long history in the business, Morin is acquainted with all of the latest materials for kitchen surfaces from Corian to Formica to laminates to granite.

"And as far as cabinets go, just about any wood species you can imagine, as well as laminates," he said.

Using a sophisticated computer-aided design program, he will convert measurements taken on the job site into floor plans, elevation and perspective drawings. "I can come back in a day or two after an initial consultation with a layout that will give them a pretty good feel for what it's going to look like," he said.

But it's in the intangibles that his expertise comes into play. "I

find a lot of people have some kind of idea what they'd like a new kitchen to look like," he said. "I'll measure up their kitchen, talk to the homeowner about whatever ideas they have, and sometimes I'll incorporate some of my own. I'll give them three or four alternatives to think about."

He can design custom-built cabinetry but urges customers to select from the wide variety of standard models available — saving them money. "Custom is custom,

and whatever way you want it is the way you can have it," he said. "But with the right installer you can make standard cabinetry look like custom. I can supply a kitchen that looks like it cost \$14,000 for about \$6,000 to \$8,000. And my pricing doesn't change depending on the customer. I don't have homeowner prices and contractor prices. My prices are the same no matter who's buying."

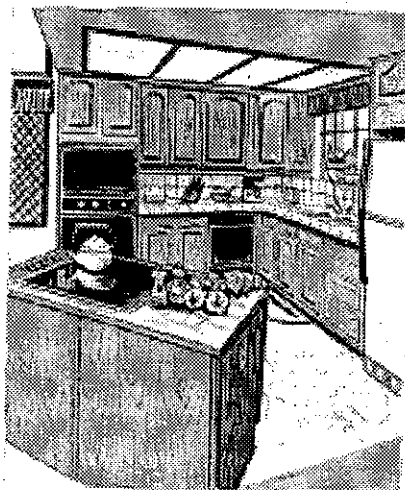
"When a homeowner goes to a Home Depot or a Lowe's, they're

going to have to make an appointment to sit down and do a design on their computer at the store."

But Morin comes direct to the customer — and is available virtually round the clock as needed: "You have to be pretty flexible in this line of work."

To arrange a consultation with DWM Kitchens, leave a message at the Altamont office at 861-0070 — or contact Morin by cell phone at 505-7071.

**Update  
2003**  
Business & Finance



## Let there be light — at Wolberg



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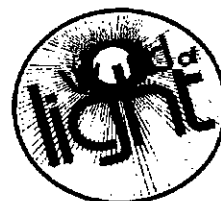
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# Family Danz continues tradition of customer service

**F**ounded in 1978, by Ted Danz, who then worked out of his home in Slingerlands, the company, now based on 404 N. Pearl St. in Albany, has expanded and now does commercial jobs throughout the state, in addition to its local customers.

Truly a family operation, Ted's sons Todd, Ted and Tim all grew up in the business and became owners in 1995, although Ted is still involved in the business. The brothers and their employees specialize in residential and commercial sales, service and installation of furnaces, boilers,

burners, humidifiers and heat pumps.

Family Danz services and cleans all makes, and offers duct cleaning. The company is a Carrier Leadership Dealer.

The Danz family has a tradition of meeting customer needs. "When you purchase a new furnace or new air conditioning system from Family Danz, you are starting a 20-30 year relationship with us," stated Ted Danz.

The Danz motto, he added, is "Get and Keep Customers."

The company invites potential customers to look around their neighborhood you see what they mean, and are happy to provide references from right in your own area.

From the most complex installation, to routine service and maintenance, they have the tool, people and products to provide an indoor weather system that fits your lifestyle and budget. They boast that "you can count on Family Danz for the highest quality system at the most affordable price."

Financing is available, and they are licensed and fully insured. Family Danz also has its own sheet metal shop and offers 24-hour emergency service. In fact, the company's philosophy is "service

that exceeds your expectations."

Family Danz is an authorized factory dealer for Carrier, Trane and York. They feature Carrier WeatherMaker gas furnaces and Deluxe oil furnace and WeatherMate air conditioning units. They also offer the unique Space Pak whole house cooling system.

Their commercial clients have included the state Thruway Authority and state Department of Corrections, Albany International and X-Ray Optical Systems, to name a few.

Family Danz sells and installs

Maytag gas and electric water heaters, State residential water heaters, Napoleon outdoor gas grills, and Napoleon and Vermont Castings fireplaces and stoves.

They also have high efficiency air cleaners (Pure Air Systems HEPA whole-house filtration system) and Aprilaire humidifiers, which require minimum maintenance.

The Danz brothers are happy to give free estimates and can be reached at 439-2549 in Delmar, 427-8685 in Albany, 273-5927 in Troy, or 371-7031 in Clifton Park.

**Update  
2003  
Business & Finance**

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## New product restores moisture to dry air

BY RONALD E. CAMPBELL

**T**he intense cold and winds of this winter have kept area heating systems working hard to provide sufficient warmth to make living and working spaces comfortable.

Keeping houses closed up to conserve heat leads to some problems resulting from an atmosphere more akin to the Sahara desert: no moisture.

The symptoms are plentiful and include furniture joints drying out and separating or a person's skin drying out and itching, flaking and cracking. The discomfort of nasal passages drying, to become places that harbor germs, allergies and viruses, is also another condition related to dry air.

"This is particularly true of spaces heated by baseboard heat, a system you cannot humidify," according to Tom Barber, owner of Closet Crafters & More, Inc.

Closet Crafters is bringing a new product to the market called Humidifall which, according to Barber, works exceptionally well in humidifying interior heated spaces.

"It can humidify up to a 2,500-square-foot home. The unit is a wall hung water fall, 29 inches wide by

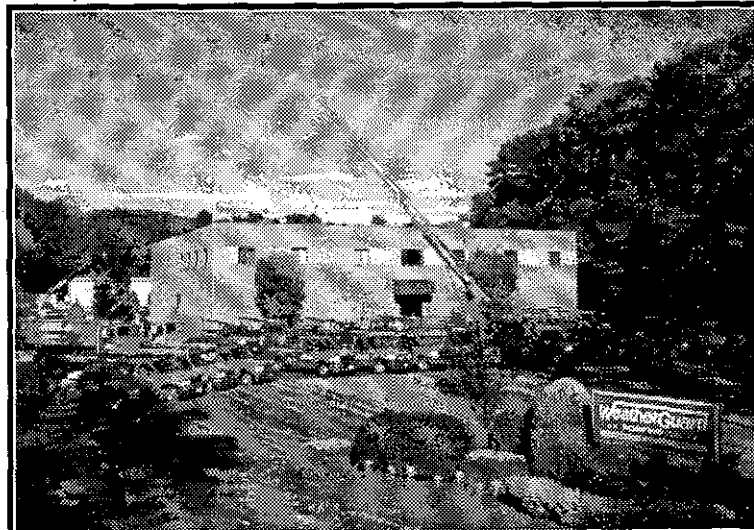
54 inches tall. The water falls down the face of the unit and is captured in the base for re-circulation. Before re-use the water is treated in an ozone process to remove all bacteria," added Barber.

When the unit is installed in a two-story structure it would be placed on the lower floor since humidity rises. Cost of the unit is in the range of \$2,500, which includes installation.

Closet Crafters at 25 Kraft Ave. in Colonie has the staff and expertise to handle and service the installation. Tom Barber and his wife have 16 years experience, having been in business since 1987, and they are fully equipped with 13 people, six vehicles and a complete shop to manufacture and install shelving, closets, counters and shower systems.

The company provides sales and service to both residential and business clients. Recent projects have included large commercial installations of shelving and cabinetry, home offices, closet systems, outfitting doctor's offices, window treatments and wine cellars — from basic storage to full cellars.

A visit to the Web site at www.closet-crafters.com will give a prospective client full details of the company's capabilities.



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# Self-insurance trust helps employers with compensation

BY KELLY MANTOAN

**N**ew York Compensation Managers, Inc. has been reducing workers' compensation costs for New York employers since 1963. Their mission, "Approaching old workers' compensation problems with a new perspective," equals a proven proprietary system that blends commitment, dedication, experienced personnel and technology.

Lynn Schlafer, director of public relations for NYCM said many employers shy away from joining a self-insurance trust because they don't believe anyone else is a member. But with more than 1,000 businesses on board, employers hardly find themselves alone when they join one of three self-insurance trusts through NYCM.

"Since joining the Manufacturing Self-Insurance Trust, we have had a very positive experience," said Bennie Jensen, human resource director of Gray Metal Products, Inc. "I have worked with very proactive people on claims handling,

and early return-to-work procedures. I have found the NYCM staff to be very informative and knowledgeable, as well as willing to assist me with any problems I may encounter. I would highly recommend others to join one of their self-insured trusts."

In addition to the Manufacturing Self-Insurance Trust, NYCM offers a Special Trades Contracting and Construction Trust

and a Mercantile Self-Insurance Trust. Each allows employers within their own industry a unique and proven method of funding their statutory workers' compensation obligation at a substantially lower cost than the state rating system. Included is case management by NYCM's highly skilled certified registered nurses, third-party administration, claims management, an Internet-based client server data system plus safety and loss control risk management services.

"New York Compensation Managers staff displays a high level of professionalism, service and courtesy which only complements the cost savings our company has experienced since joining the trust,"

said Stanley Martinelli, vice president of Martinelli Enterprises.

NYCM has an overall system that builds upon itself. This structural approach relies on each of its components to solve today's workers' compensation issues. As an alternative to traditional workers' compensation insurance, self-insurance groups provide a means for employers to gain greater control

over their losses and claims costs, while providing a substantial pool to share in the cost of claims and expenses.

Charles Burke, owner of the T.J. Burke Lumber Co., said that joining a Mercantile Self-Insurance Trust was a seamless transition. He found self-insuring not only to be a cost savings but the procedures NYCM has in place from billing to claims handling

are great. Burke added that the NYCM staff is friendly, courteous and he would definitely recommend others to join a self-insured trust.

To join the growing number of New York employers signing on with NYCM call Lynn Schlafer at 699-8475 for information or visit [www.workerscomp.com](http://www.workerscomp.com). NYCM is located at 6250 South Bay Road, Cicero.

**Update  
2003**  
Business & Finance

## AAA can help customers with all their travel plans

**I**n today's everyday life, we are faced with difficult decisions. As grueling as those decisions are, planning your vacation shouldn't be.

Where should we go on our trip, what do we want to see and how much is it going to cost? That is why most people use a travel agency when planning their vacation.

In fact, more than 30 percent of hotel reservations, 75 percent of airline tickets and 95 percent of cruises and other tours are booked through a travel agency, according to the American Society of Travel Agents.

So why do so many people go to a travel agent for help with their vacation? The answer is simple. It's the same reason that you go to the doctor when you or your children are sick, because they are the experts! In the Capital Region, the best place to find a travel expert is at AAA Hudson Valley.

AAA is the largest travel organization in the world with the largest number of certified travel professionals in North America. Now that you know where to find the experts, why is so important to use them?

In today's busy life, time and money and planning a vacation can be very time consuming. It takes researching and paying careful attention to details to ensure that everything is in perfect order. Even one letter misspelled on a document for a traveler

can lead to costly change fees or even loss of the entire trip.

Now, not all travel agents are "created equal." Some just know

how to take orders and others listen to what the customer needs. A good travel agent has the knowledge and the tools to do all the work for you. Travel agents know how to comparison shop and evaluate

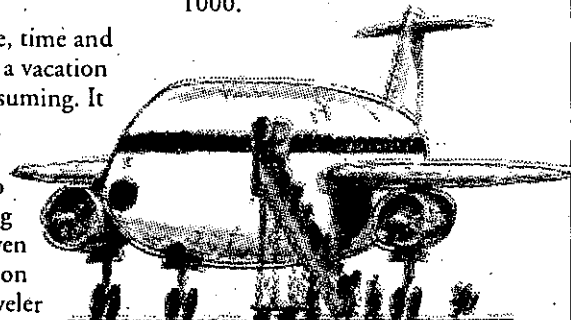
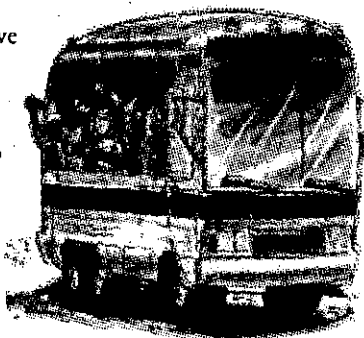
options from the wide range of travel providers.

For more than 100 years, AAA Hudson Valley has been using only the best providers in the travel industry that are reliable with proven track records of service and quality.

Did you also know that because of the volume of travel dollars generated by AAA, making your arrangements

with AAA Hudson Valley can provide with you special discounts and benefits that no travel agency can offer? Now you know that a good travel agency can offer you service — value, insight and a peace of mind.

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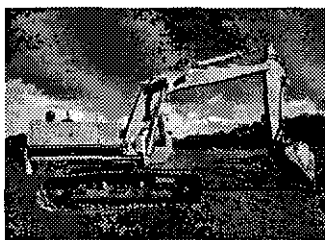
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### Manufacturing Self-Insurance Trust



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# CPC assists developers in reviving inner-city areas

BY KATHERINE MCCARTHY

Since 1974, the Community Preservation Corp. (CPC) has worked to revitalize inner city neighborhoods by being a conduit for private development and developers.

"We're a direct lender, using our own money for loans that we make," said Anders Tomson, vice

president in CPC's Albany office. "Our mission is to help revitalize our communities. We're a not-for-profit, and we work closely with municipalities, and promote affordable housing."

CPC has nearly 100 member institutions, which are banks, insurance companies and some public entities.

"This consortium is a revolving

credit facility and we have a board of bankers," Tomson said.

When CPC makes a loan to a developer, each of the members is involved, although the amount they lend may be weighted towards their size, with larger institutions more heavily involved.

"We typically complete the loans, and although we may sell them to something like a pension

fund or Freddie Mac, the customer only sees us," Tomson said.

Since 1974, CPC has invested more than \$3.1 billion in construction, rehabilitation and preservation of more than 90,000 housing units. Last year, CPC closed \$334 million in loans in 239

separate transactions. CPC began by investing in New York City neighborhoods like Inwood and Washington Heights in Manhattan.

Tomson said the challenges can be great when looking at any inner city neighborhood.

"The houses are old, historic stock, and need a great deal of renovation," he said. "There are also difficult economics, where people can't afford high rents."

Through CPC's investments, Inwood and Washington Heights became healthier areas and private lenders returned there.

"We think that with the proper infusion of capital, we can right the ship," Tomson said.

In the Albany area, CPC has made investments in the South End. A large part of Tomson's job is finding the right projects to work on, with the right developers. Once

he finds a developer and works out a preliminary loan, he turns to his investment committee for final approval.

CPC also works closely with municipalities to finance projects, perhaps to find tax benefits or ways to issue bonds. While CPC has a sufficient number

of members now, Tomson said they are always looking for more efficient ways to finance projects and the more members in the pool, the better it is for everyone involved.

From its start in Manhattan, CPC expanded into the greater New York City metropolitan area, especially Westchester County and New Jersey. From there, they've opened offices throughout the Upstate area, from the Hudson Valley to Buffalo. At this point, there are no plans to expand beyond New York and New Jersey.

Tomson is proud of the work CPC does. "We're a very successful model, and we're often duplicated," he said.

For information about the Community Preservation Corp., call 463-1776.

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Business & Finance

## 22 Reasons to List with Realty USA

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## A real estate company by any other name ...

BY ROB JONAS

The name over the office door in Delmar has changed from Blackman & DeStefano to Realty USA, but the philosophy hasn't changed.

"Blackman & DeStefano was — and still is — a customer service-based company," manager Bill Alston said. "With the merger with Realty USA, the marketing possibilities we have are greatly enhanced."

Last year's merger of the two companies has moved Realty USA into the forefront of Capital District real estate sales.

"Basically, we took the second largest real estate company in the area and the fourth largest real estate company in the area, and we merged it into the largest real estate company in the area," Alston said. "Realty USA experienced a 20 percent growth. We're now the 13th-largest independent Realtor in the United States."

Alston said the merger was made easier by the fact that the two

companies shared similar ideas.

"Since the philosophies of the two companies were the same ... it was not a real big transition," he said.

The merger came at a time when real estate sales in the region — as was the case nationwide in 2002 — were booming.

"We had our best year last year," Alston said. "We were up 7 percent in sales just in the Delmar office."

Alston projects that sales of new and existing homes will continue to rise locally this year.

"All signs are — with low interest rates and good employment — that we see it continuing," he said.

The addition of Sematech and Tokyo Electron to the University at Albany's science and research

center off Washington Avenue Extension should also provide a boost to the local real estate market, Alston said.

"No one really knows what the numbers will exactly be, but the town of Bethlehem is certainly a desirable location," he said.

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— Bill Alston

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# State Farm offers banking services as well as insurance

**BY DAMIAN PAGANO**

State Farm is not just an insurance company. It is also a bank.

The company has offered banking services in New York state for about a year and a half. People can get a credit card, open a savings account and even take out a mortgage or car loan from the insurance company, according to State Farm agent Jane Bonavita.

"You can do anything that you would do with any other bank," she said.

People don't need to purchase insurance from State Farm to do their banking with the company. Banking services are available to anyone who wants them.

"I've had quite a few people who aren't customers deposit significant amounts of money with us," said Bonavita, whose office is in Delmar.

Update 2003 Business & Finance

She said people are drawn by the company's rates on five-year certificates of deposit.

That service has been very popular, she said. "We have a really good rate," she said. "So that's gotten a lot of interest from people."

Unlike other, more traditional banks, there are no physical branches for State Farm's banks. People can either do their banking with a State Farm insurance agent or online at the company's Web site. The address is [www.statefarm.com](http://www.statefarm.com).

"It's wonderful," said State Farm agent Elaine Van DeCarr, who has an office in Slingerlands. "The one-stop shopping offers added convenience to our customers."

Van DeCarr said the State Farm bank started several years ago at the company's headquarters in

Bloomington, Ill. Insurance agents in New York state were authorized to offer the service after it was certified and approved by state Banking Department, she said.

State Farm agents are authorized to offer banking services. People who want to bank with State Farm can log onto the Web site or contact local agents.

Van DeCarr's phone number is 439-1292. Bonavita's number is 439-6222.

Other local agents are Jane Hans in Loudonville at 459-1313; Stephanie Mahoney in Guiderland at 355-2611; and Maryann Fazzone in Latham at 783-7897.

## Law firm knows where to look for incentives

**BY DAVID TYLER**

With a broad base of experience in commercial and industrial site evaluation, selection and financing, Hiscock & Barclay law firm has a well-deserved reputation for maximizing the economic potential of development projects.

This reputation is due in large part to the firm's aggressive pursuit of the financial incentives various government agencies provide, with which Hiscock & Barclay has extensive experience.

Among the incentive packages available to developers in New York state are Empire Zones, which are largely state income tax based; assistance from industrial development agencies, which can include tax exemptions; and federal programs including Renewal Communities and Empowerment Zones, which offer a variety of tax credits and other incentives.

"The firm represents both developers and tenants and owners of commercial property as well as industrial development agencies, such as county of Oswego IDA and city of Syracuse IDA," said partner Jean S. Everett. "Our lawyers bring a broad perspective to each transaction including how government bodies perceive their role in facilitating commercial real estate development."

Serving as counsel to IDAs, the firm plays a large role in structuring payment in lieu of tax arrangements and other financial assistance. Hammering out the details of these arrangements involves cooperation of the affected municipalities and school districts and helping the developer and IDA rally those bodies to analyze the fiscal, economic and other benefits of non-traditional transactions and uses of PILOT payments.

"The firm is a facilitator of business growth," Everett said, "both in its role as counsel for public agencies like SIDA and representing private development companies. In transactions involving private developers and governmental agencies, we work hard toward a business deal that maximizes the objectives of both sides," Everett said.

That means on the private side, Hiscock & Barclay ensures its clients are knowledgeable about the wide

variety of financing, grant and tax incentive programs available through local, state and federal agencies.

On the public side, the firm helps governmental agencies like an IDA put together packages that maximize job creation and economic development.

Hiscock & Barclay prides itself on its creativity. Rather than structure current deals on past models, the firm's lawyers start with existing models and apply creative legal and business thinking to enhance and modify the model to meet the client's needs and goals for the transactions, unafraid to push the limits within the confines of the law.

"We try to think as openly and broadly as possible and explore every option," Everett said. "If you are creative thinkers, people will join you. The model for the last deal is just the starting point."

**Federal programs provide incentives for areas in need**

Federal programs involving U.S. Department of Housing and Urban Development and the Internal Revenue Service directed at distressed urban and rural communities and providing packages of federal tax incentives and grant funds to create jobs, revitalize the designated communities and promote economic opportunity. Portions of Syracuse, Rochester and Buffalo have been designated as eligible communities.

Some of the incentives include:

- Wage Credits
- Welfare to Work Credits
- Increased Section 179 Expensing
- Favorable Capital Gains Treatment
- Tax Exempt Financing

Hiscock & Barclay's lawyers can assist employers in evaluating and maximizing the tax incentives available with the designated areas and serve as counsel in connection with tax exempt bonds to finance costs of acquiring and constructing commercial facilities within the designated communities.

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# Clients, associates and service put Edward Jones on top

Receiving high honors for one's accomplishments is even more gratifying when supported by people who are important to you.

The financial services firm, Edward Jones enjoyed that kind of first place position several times in 2002. And some of those recognitions are continuing as we enter 2003.

While the firm's investment representatives were guiding nearly six million investors through challenging markets and promising changes in tax legislation, three notable magazines were taking note of Edward Jones.

"We're reflecting upon the year 2002 with pride and confidence, and we are starting 2003 with an even stronger commitment to serve individual investors the way we've

served them for more than 130 years," said Edward Jones investment representative Jerry Pittz.

Fortune magazine in 2002 and 2003 ranked Edward Jones No. 1 in its "100 best companies to work for" in America.

The magazine noted that Edward Jones' had no layoffs in either year and applauded its extensive training programs.

One of the reasons the Fortune ranking is so celebrated at the firm is because it is employee-driven. A full two-thirds of the total score is based upon answers provided by Edward Jones associates to an anonymous survey.

"We have a strong mission to serve serious, long term investors, so we're able to align everything at the firm to fulfill that mission," said

Pittz. "When everyone is pulling in the same direction, it's much easier to maintain a culture that attracts talented, energetic people."

Another ranking that delighted the firm was the tie for first place in the J.D. Power and Associates Investor Customer Satisfaction study. The ranking, released in June 2002, was the first of its kind done by the magazine.

The results were based on responses from more than 8,500 customers who invest with one of the 21 firms included in the study. Edward Jones was recognized for its performance in customer service, advice, account management and information resources.

"We do things differently from other large investment firms. We build relationships and get to know

our clients so we're better equipped to help them meet their financial goals," said investment representative James Merrill. "This ranking demonstrates that our clients applaud this unique approach, and that's very satisfying to discover."

The third place ranking came from Kiplinger's Personal Finance magazine, which put the firm at No. 1 for full service brokerages based on the results in six different categories. Edward Jones received top honors in categories of best stock picking and best for low fees.

"The markets have been tough for investors the past few years. Still we continue to recommend quality investments that, couple with diversification and a buy-and-hold philosophy, has helped our clients to avoid the disasters and excesses of the market over time," said investment representative George Brown.

Certainly these rankings provided a source of pride for the firm throughout

the last year. But an even more bountiful well of satisfaction came from the fact that while other firms were losing clients and downsizing their ranks, Edward Jones was given an opportunity to serve even more investors who sought out the firm's steady approach in uncertain financial times.

The new tax legislation that included significant pension reform gave the firm's investment representatives a renewed sense of urgency to educate individuals on their retirement savings options. And the turbulent market provided the firm the chance to re-emphasize its belief that the time in the market, versus timing the market, is the best way to build wealth.

Investment representative Jerry Pittz is located at 316 Delaware Ave., Delmar. James Merrill is at 2022 Western Ave. in Gunderland and George Brown is at 1721 Central Ave. in Colonie.

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## Solomon Smith Barney offers consultant tips

BY MICHAEL D. TREFFILETTI

As the investing world becomes increasingly sophisticated, complex and unpredictable, more and more people feel the need for professional guidance. Certainly, it is important to have a highly trained, qualified individual working with you to help you reach your financial goals. But, how do you determine what works, what doesn't and what qualities you should look for in a financial professional? Here are some simple steps you can take to ensure that you get the most out of your relationship with your financial consultant, and hopefully, your investments.

Choose wisely. Be prepared to go through several interviews before you find the right financial consultant. Select one who works in a stable, financially secure and reputable firm. Become acquainted with their education, background and investment philosophy. Make sure they can provide the full range of products and services you require, and have access to specialists in relevant disciplines. Discuss how you want the working relationship to be, and how you like to work best, i.e., on the phone, in person, through email. Beware of anyone who tries to guarantee annual performance no one can, or should, do that. It's all a matter of trust, so look for someone with whom you can develop a good rapport and communication.

Who's in charge here? Having the guidance of a financial consultant doesn't mean surrendering complete control. On the contrary, your participation is vital to making the process work, so stay as involved as you want to be. But, be objective when determining the desired level and quality of your input. Interest rates rise and fall, corporate earnings slump, companies merge — what's the effect on your portfolio, and do you have the time and desire to keep pace with those types of daily changes?

Financial consultants are not psychic. When you're planning for, or making, major life decisions, communicate with your financial consultant. Sooner rather than later. If you've chosen the right FC, he or she will have some well thought-out ideas about revising your investment strategy so it keeps working hard to help you meet your new objectives.

Stay connected and informed. The Internet can be a great investing and financial management tool. In fact, it makes the perfect complement to your relationship with your financial consultant. For education and keeping yourself informed on an up-to-the minute basis, the Internet is a medium that seems tailor-made for the financial industry. However, you probably have access to more information than you really want or can use.

Instead of trying to sift through all the investment, economic and financial news and data yourself, ask your financial consultant to provide you only with what you need. Any qualified financial consultant will have a pipeline to all of the latest equity and fixed income research, market reports and updates from analysts. You can stay on top of financial reports, research companies you are curious about and communicate with your FC through e-mail.

Know when to say when. If you feel your investments have outgrown the time and expertise you have to devote to them, ask your financial consultant about the options open to you in money management. Money management not only provides a high degree of efficiency, it helps keep emotion out of the equation by giving the money manager added responsibility for investment selection, portfolio reporting and monitoring.

Finally, review, reassess and revise. Your financial consultant can help you develop an investment plan that meets your goals, no matter what they are. Along with the importance of keeping your financial consultant informed about changes in your goals and objectives, is making sure you're kept informed about the performance of your investments. Nothing can substitute for regularly scheduled reviews with your financial consultant. Whether it's once a month, once a quarter or year-end, or even regular phone calls, it's important for you to know, and feel comfortable with, exactly how your investments are doing and why.

The writer is vice president — investments and resident manager for, Solomon Smith Barney, 353 Broadway in Saratoga Springs. Telephone: 581-2001. Fax: 581-6620.

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# CCFCU makes plans to celebrate its 50th anniversary

For many Americans, 1953 was an eventful year. The Korean War came to a close, "From Here to Eternity" was the smash hit at the box office, and the Indiana Hoosiers were March Madness champions, edging out Kansas to claim the NCAA basketball crown.

Here in the Capital Region, another memorable event was the chartering of the Capital District Telephone Employees Federal Credit Union by 25 workers of the New York Telephone Co. on May 19. The organization, which had just 500 members at the time, was founded to provide low-cost loans to co-workers

of New York Telephone and their immediate family members.

Five decades later, the credit union, now called Capital Communications Federal Credit Union (CCFCU), has been transformed from a small, one-branch operation into the Capital

Region's second largest. Today, 43,500 members from 190 local firms tap into the full range of financial services CCFCU offers at its main office as

18 Computer Drive East, as well as from branches in Latham (4 Century Hill Drive) and North Greenbush (233 North Greenbush Road).

"We're always introducing new

products and services and refining existing programs to better serve the needs of our members," said CCFCU President/CEO Dennis Halpin, noting that a survey of credit unions last spring ranked CCFCU number one in the nation in overall member satisfaction.\*

In addition to constantly shining the spotlight on its members, CCFCU also places tremendous emphasis on giving back to the communities it serves. For example, CCFCU has raised more than \$210,000 through the years for the American Cancer Society's Making Strides Against Breast Cancer fund raiser. For its commitment to this event — and its devotion to many other local worthy causes — CCFCU was honored in October with the

Albany-Colonie Chamber's Small Business Council's Community Service Award.

As preparations continue to be made to mark CCFCU's golden anniversary in 2003, Halpin said the credit union's success can be attributed to remaining true to its original vision and core values.

"Since our inception we've prided ourselves on treating each member as a person, not an account number," he maintained. "We stress the personal

touch when dealing with all our members, and strive to make each and every opportunity to serve them the very best experience they've ever had. That's the way it will always be here."

\*Results based on a nationwide survey of credit unions conducted spring 2002 by Raddoni Financial Group (RFG). Since 1975 RFG has provided innovative research data, insightful analysis, strategic counsel and marketing solutions to financial institutions across the nation.

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## Excelsior Credit Union offers low-cost full service banking

BY KRISTEN OLBY

An Albany area credit union is celebrating its 25th year of business in the Capital Region. Excelsior Credit Union first opened its doors in 1978 on Western Avenue, later moving to office space on Washington Avenue Extension.

With a growing number of customers and staff members, Excelsior was again in need of larger quarters, moving to 341 New Karner Road in Colonie in May 1995.

Excelsior currently offers 11,500 customers nationwide the perks of belonging to a credit union with personal service you may not receive at a traditional bank.

"Because we are often smaller most of the operations are housed in the branches, loan decisions are made there and calls are answered there. In fact, you can often enter a credit union and speak to the CEO. Can you do that in a bank? I highly doubt it," said Dorrie

Phillips, Excelsior's marketing director.

Excelsior is a not-for-profit cooperative run by a board of directors that offers all of the services of a traditional bank and more. Individuals can apply for a mortgage, open an account, obtain ATM and VISA check cards, and have free banking access by telephone or through the Web site — 24 hours a day.

"Many of our members do all of their banking this way and never set foot in the branch," said Phillips.

Because Excelsior is not profit driven, the credit union is able to offer lower fees than a traditional bank combined with better loan and savings account rates.

"Most credit unions offer everything the bank does for the consumer and we are often ahead of them when it comes to the latest product and service delivery systems," said Phillips.

Any profit Excelsior Credit Union makes is directly transferred

back to members in the form of lower rates on loans, higher rates on savings, and the development of new products and services.

"After expenses and necessary reserves what is left is used to adjust rates for loans and savings products and fees, allowing all of the members to benefit" said Phillips.

The credit union is state chartered with an open field of membership, meaning any individual can join without having to live in a specific region or work for a certain company.

Currently, more than 200 businesses offer membership in Excelsior. The New Karner Road location is open six days a week Monday through Wednesday from 8:30 a.m. to 4 p.m., with hours extended until 6 p.m. on Thursdays and Fridays. You can also bank on Saturdays from 9 a.m. until noon.

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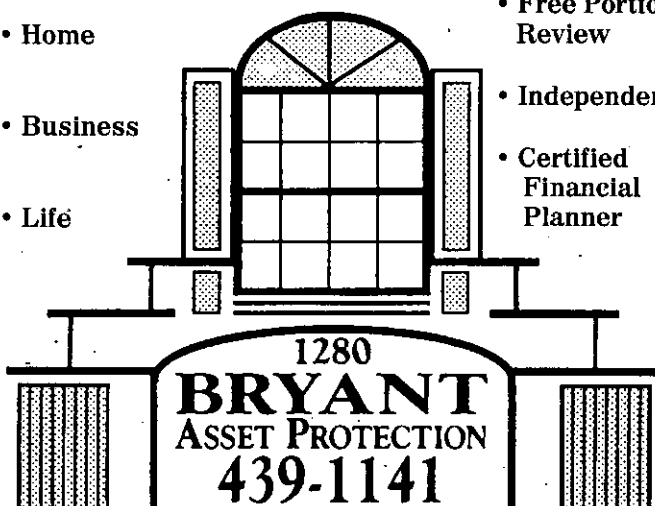
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\*Results based on a nationwide survey of credit unions conducted Spring 2002 by Raddoni Financial Group (RFG). Since 1975, Raddoni Financial Group (RFG) has provided innovative research data, insightful analysis, strategic counsel and marketing solutions to financial institutions across the nation.



# Evergreen Bank caters to small businesses

**E**vergreen Bank has proven itself to be a valuable resource for small businesses. A division of Banknorth, N.A., Evergreen combines the personal attention and local decision-making of a community bank with the strength of Banknorth's network of financial services.

The bank is committed to serving the needs of Capital District small businesses, beginning with a small business lender located at a local Evergreen branch.

"Our small business approach is to develop partnerships with our customers and tailor solutions that are right for them and their companies," said Daniel J. Burke, president and CEO of Evergreen Bank.

"We make our lending decisions locally, and that makes a big difference for our small business customers. We get to know them, their businesses and the local business environment. This insight helps us find the right mix of products and services to meet their needs," he added.

Accessing credit is critical for most small businesses. Whether you're just getting started, purchasing equipment or inventory, or expanding into new markets, Evergreen has a lending program that's just right for you. From credit

lines to VISA business debit cards, Evergreen offers a variety of credit and saving products to meet the needs of your business.

Convenience also is a key Evergreen service. The bank's small business lender works on your schedule and is available to help even when the branch is closed.

Small business owners can check their balances, transfer funds and review transactions right from their desk or from home with Evergreen's online account management.

"Convenience is more than the number of branch locations you have," Burke said. "For a small business owner it also means being able to contract your banker on a weekend to discuss financing options, being able to pay your bills online or having the choice of a broad range of products and services backed by a strong financial partner like Banknorth."

Last year, Evergreen and Banknorth launched Small Business eSource, an affordable, subscription-based resource through which small business professionals can access reliable online assistance to start, manage and grow their business.

This suite of business management solutions includes interactive business and marketing

plans, and interactive financial analysis, as well as access to thousands of legal, government and business forms with the click of a mouse.

Whether online, in the branch or at your office, Evergreen Bank is big on helping Capital District small businesses thrive.

For information on Evergreen small business services, visit [www.EvergreenNY.com](http://www.EvergreenNY.com) or call Roseanne O'Meara in Evergreen's Delmar branch at 439-1874.

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## Looking after your assets



Mark Bryant, left Alfred Schermerhorn and Jeffrey Bryant of Bryant Asset Protection A.W. Schermerhorn, Inc., which provides insurance and financial services to more than 4,000 local families and businesses. The firm offers all lines of insurance protection in addition to providing all forms of investment and financial planning advice. Independent advice is given on insurance needs. Investment planning is provided on a fee-base. Their offices are located at 1280 New Scotland Road in Slingerlands.

**Your 24/7 Small Business Partner.** When it comes to small business, Tess knows you can't go it alone. That's why she chose Evergreen Bank. If she needs advice on Friday night or has a question on Sunday, **they'll be there with the solution that's right for her.** After all, she's the boss. It's nice knowing one local bank is as committed to her business as she is.

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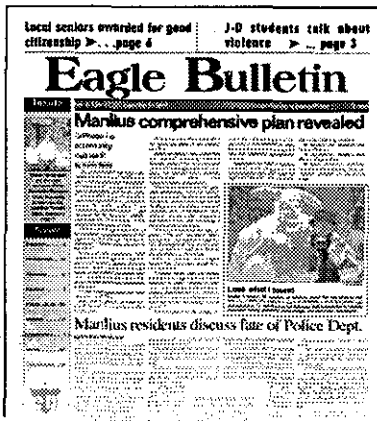
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# Affluent Americans see better economy coming soon

BY JIM CARRIERO

There's been no shortage of pessimism in recent months about the economy and financial markets. But a new survey shows that affluent Americans seem to believe the worst is over.

That was the main finding of the first survey for the McDonald Financial Group Affluent Consumer Confidence Index — a new quarterly measure of market sentiment. The index is based on a national sample of randomly selected individuals with investable assets of \$500,000 or more, or personal annual incomes of \$150,000 or more.

The initial index score of 41 out of 100 reflects a negative assessment of the current state of the economy. However, answers to survey questions indicate that respondents see better times ahead soon.

More than half the respondents think the S&P 500 will rise in the next three months and 79 percent said the economy will stay the same or improve over the same period of time. Nearly half of all respondents think the United States is in a recession, and a significant majority considers the economy to be more important than any other issue facing the nation, including national security or a possible war with Iraq.

Yet, despite their concern, more than a third (37 percent) believe stocks will provide the highest rate of return among all investment vehicles, with real estate placing second at 25 percent.

They are equally optimistic about the nation's rate of employment during the first half of the year, with a large majority (73 percent) saying they are not at all

worried about losing their jobs. And though most respondents (57 percent) expect their family wealth to remain flat over the next six months, a full third expect their personal worth will actually rise.

McDonald Financial Group is part of Key Corp. Albany is one of



Jim Carriero

and McDonald Investments' Private Client Group.

MFG provides integrated banking, brokerage, insurance and financial planning services to affluent investors.

The writer is senior vice

president and oversees the Capital Region district office of McDonald Financial Group. His office is at 22

Corporate Woods, and he may be reached at 391-1415.

## A.G. Edwards manager predicts better times

BY RONALD E. CAMPBELL

Many events in the last century, such as the 1929 market crash, the deep recession of the 1930s, World War II, the Cuban Missile Crisis and the launching of Sputnik, to name a few, have triggered market corrections, according to Certified Financial Planner Terry Jandreau, vice president and branch manager of the A.G. Edwards office at 427 New Karner Road in Colonie.

"Each event was a new experience with different particulars," Jandreau said. "But in each case the market digested the issues and the market has then always come back to new highs. So, as proven over time, there is no reason to expect market recovery will not occur again."

Current economic conditions are improving and consumer spending, one of the main engines driving our economy, has been consistent in recent years of market turmoil. The main culprit in market jitters currently is the Iraq situation," he added.

Jandreau went on to say elimination of double taxation on dividends will help and a corporate tax break will also help the average citizen. For example, the shortfall in corporate and self-directed pension plans is largely due to the erosion of

stock prices. Firming up the stock values underlying pension will benefit everyone involved in a plan.

"I do not recommend an investor leaving the market without a good reason," said Jandreau. "The individual investor would do well to have an expert analyze their holdings and strengthen the potential of a portfolio by selling off the poor performers and discuss last year's investment strategies."

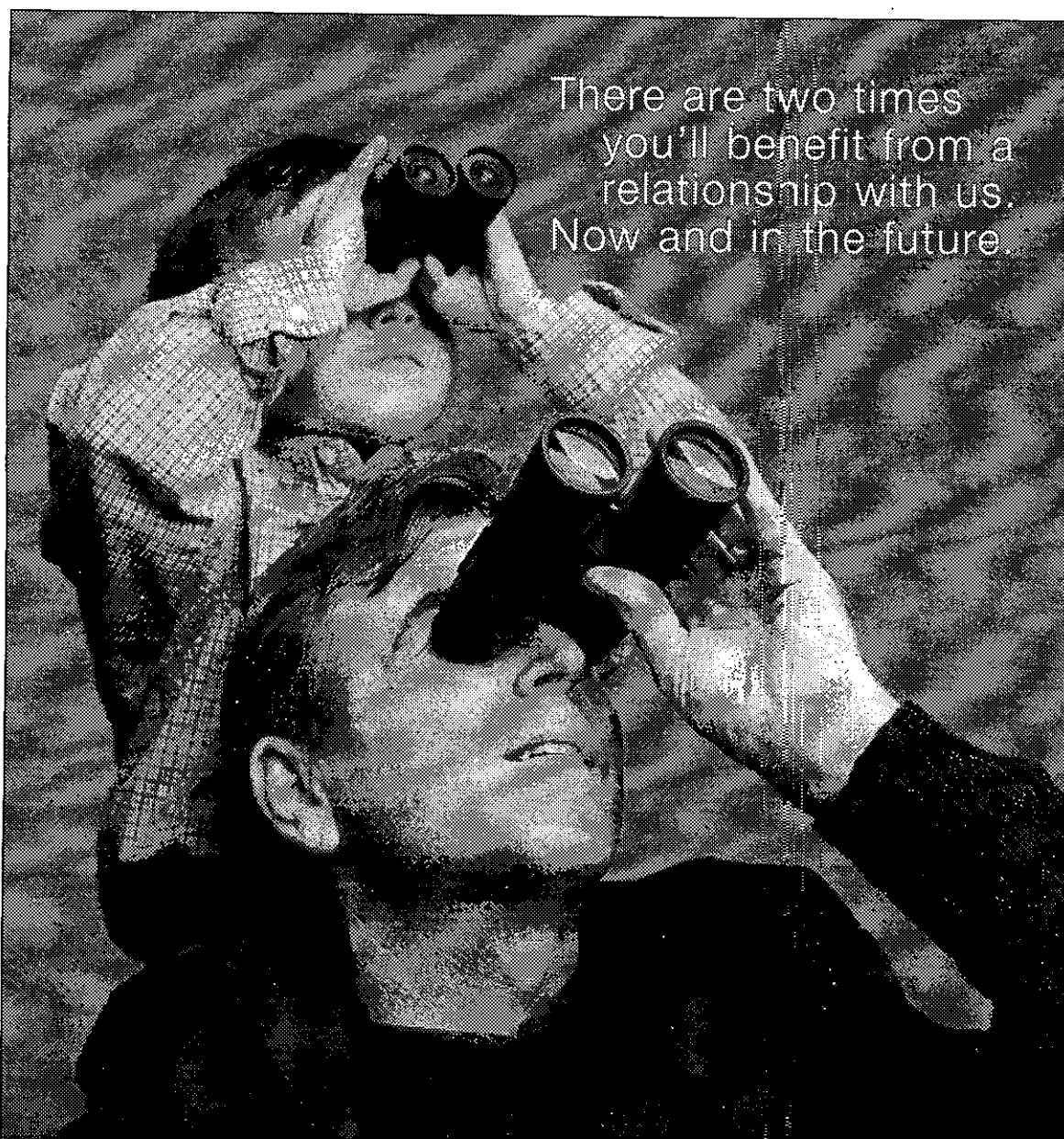
Jandreau quoted one of the area's best known athletes, former Linton High School basketball player, Pat Riley who said, "Last year's strategy will not win this year's championship."

A.G. Edwards has more than 700 branches in the United States, District of Columbia and London.

According to Jandreau, A.G. Edwards has "over 16,000 employees, 4,574 of whom are in corporate headquarters in St. Louis, Mo. They have over 50 senior research analysts covering stocks of over 700 companies in 35 industries."

"It is the only national investment firm that does not advertise," he added.

According to its Web site, the company employs 7,300 consultants and its stock is traded on the New York Stock Exchange.



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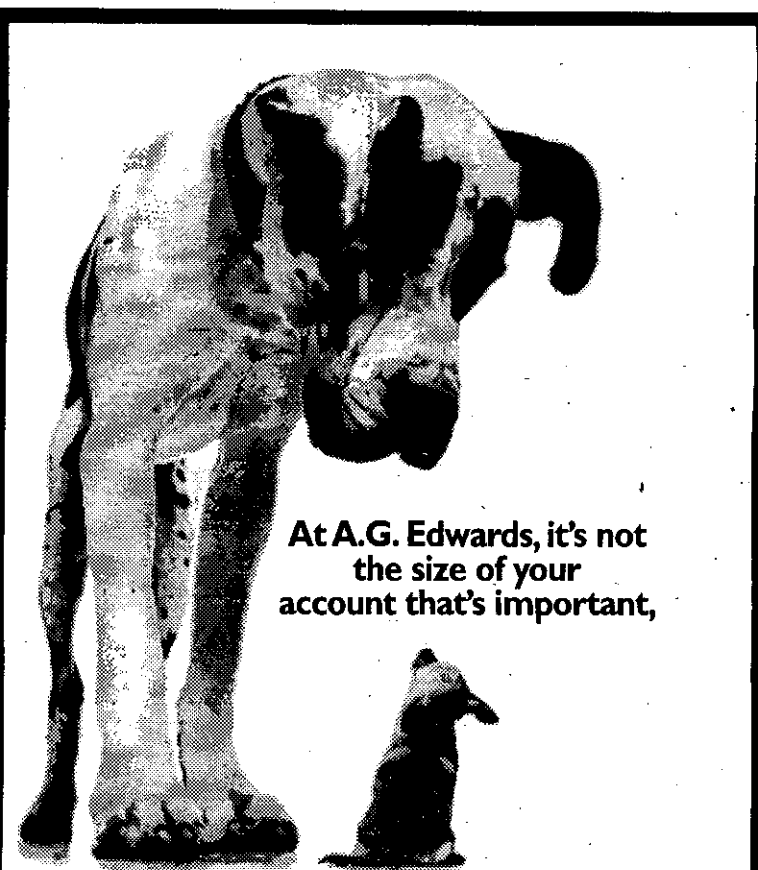
To learn more, contact your McDonald Financial Group office, call James Carriero at 391-1415, or visit [Key.com/mfg](http://Key.com/mfg).

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# Ravena firm enables employees to serve as EMTs

Volunteer emergency responders around the state and country face a continuing challenge, namely providing adequate coverage during traditional working hours. Staffed by volunteers, these squads face the ongoing struggle of ensuring they are able to meet the needs of the community in the event of an emergency.

Lafarge has taken steps to address this issue at its plant in Ravena. Demonstrating a long-standing corporate policy within Lafarge, the company has renewed its commitment to the local community in a simple but important way. On each Thursday

*The troubling times we live in today underscore the importance of the work performed by the Ravena Rescue Squad and Lafarge is happy to support their efforts*

Claude Mongeau

of each month, Lafarge allows certified Emergency Medical Technicians (EMTs) and First Responders who are employed at the plant to make themselves available during working hours to respond to rescue calls during the 7 a.m. to 3:30 p.m. shift.

Providing support for this

previously established program fits perfectly within the community relations framework of Lafarge. Lafarge pays the salary of the emergency responders no matter how many calls they receive during the day, ensuring the community has the necessary personnel available to address emergency situations.

In appreciation of this support, Ravena Rescue Squad leader Mark Mahar presented plant manager Claude Mongeau with a plaque in appreciation of the support and commitment Lafarge has demonstrated and provided to the Rescue Squad.

"The Ravena Rescue Squad appreciates the continued support Lafarge provides especially in helping cover daytime events, typically the most difficult time of the day to maintain adequate coverage," Mahar said.

Mongeau expressed his appreciation on behalf of the plant and of Lafarge for the fine work the rescue squad does.

"The troubling times we live in today underscore the importance of the work performed by the Ravena Rescue Squad and Lafarge is happy to

support their efforts," Mongeau said.

Currently there are 11 employees at the Ravena plant that are certified EMTs and First Responders. They are: Gary Melius, EMT and team leader; Charlie VanAlstyne, EMT; Ed Decker Sr., EMT; Richie Deal, EMT; Jimmy Wickham, EMT; Eric Recene, EMT; Joe Diperna, First Responder; Jim Smith, First Responder; Craig Aldous, First Responder; Kevin Klob, First Responder; and Peter Haskell, First Responder.



Lafarge has a time-honored commitment to supporting community efforts and this program is just another example of the support and dedication Lafarge works to instill at the corporate and community level.

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## Quality construction is hallmark of HRS

HRS Construction, Inc. was founded by Thomas Hindes Sr., Stanley Rosenberg and Paul Sleasman in April of 1999. Together, the partners bring more than 40 years of experience in general contracting, carpentry and construction management.

HRS performs on both residential and commercial levels of construction. They can meet all your needs for remodeling and new construction. Whether you are building an addition, creating your dream kitchen or putting in a few replacement windows, HRS is the company to call.

HRS' commercial work includes office renovations and tenant fit-outs.

You can feel confident calling HRS Construction, because they will supply ample references for you to review.

Tom, Stan and Paul also stress the importance of insurance. They feel that no matter who you hire, you need to be sure they have both

liability insurance and workers' compensation insurance. HRS, of course, is covered by both.

The HRS Construction showroom and office are located at 137 Columbia Turnpike in Rensselaer. The partners feel their showroom gives you the opportunity to come in and talk over your ideas and browse among the many samples in a relaxed atmosphere. They stress that you will find only quality products with names you know and trust in the showroom.

HRS continues to build their business on repeat customers as well as new customers.

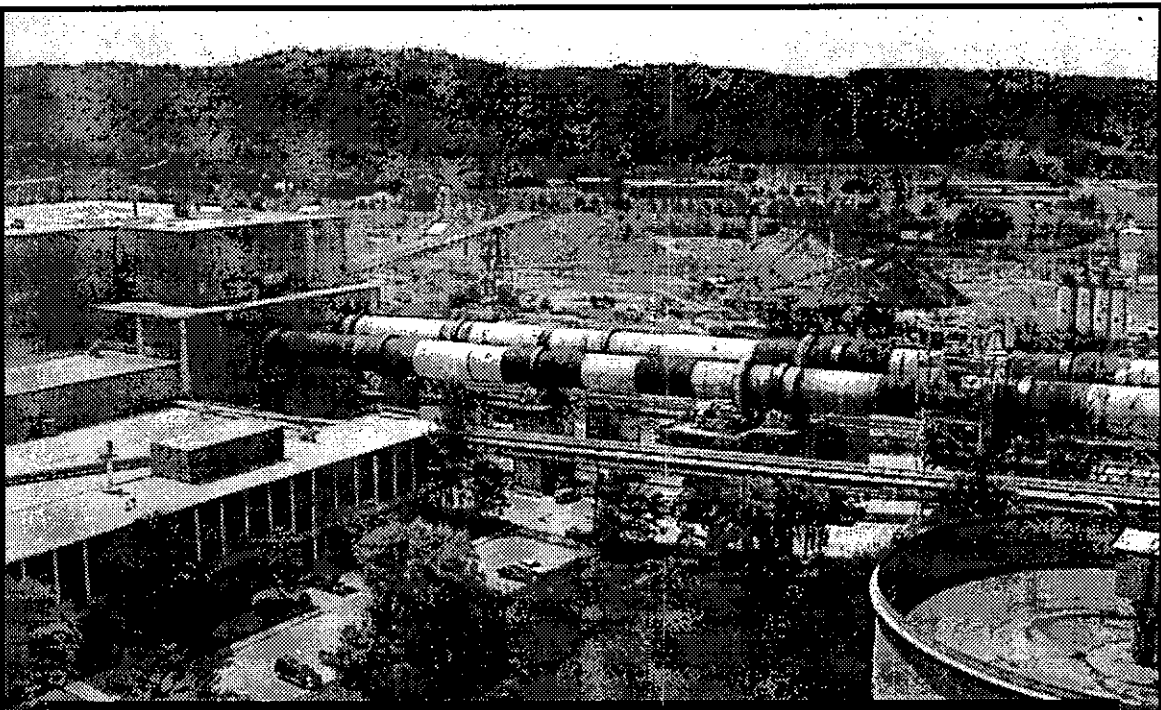
"We work towards building a long-standing relationship with our customers," said Paul.

Free estimates can be given at your home or place of business just give HRS a call at 426-4107 to set up an appointment.

HRS Construction looks forward to having the opportunity to serve you.

*We work towards building a long-standing relationship with our customers.*

Paul Sleasman



## Lafarge is proud to support the local community

The Lafarge Ravena plant has been a part of the local community since 1961. The plant and its 200 plus employees have actively supported several community and charity programs. In recent years these have included the Making Strides Against Breast Cancer walkathon, the Light the Night Leukemia walkathon, Hillside House of Coeymans, the Ravena-Coeymans-Selkirk School District STAR program and the Adopt-A-Highway program.

**About Lafarge in Ravena:**

**Facility:** 4,000+ acres  
**Established:** 1961  
**Employees:** 200+  
**Supplies:** Major urban markets of Boston, Hartford and New York City



Cement



# Housing Authority offers senior citizen quarters

BY RONALD E. CAMPBELL

Albany Housing Authority operates two senior citizen apartment buildings on Central Avenue, Townsend Park Homes located at 45 Central Ave. and Westview is at 680 Central.

"I am very proud of the buildings, we have wonderful maintenance 24 hours a day; seven days a week, wonderful staff and we are self sufficient," said manager Diane Myers.

Self-sufficient means that the buildings have laundry rooms and are on major city bus lines to get to malls, markets, the

library, the train station or airport. Each building is a polling place for voting, there are mail boxes and postal representatives visit once a month to sell stamps and mailing supplies.

**Update  
2003**  
Business & Finance

The housing authority provides weekly free bus trips to the malls and supermarkets and Albany County Senior Services provides

transportation for medical visits to doctors offices, hospitals and medical laboratories. Meals on wheels is also available.

Albany Senior Services is located at Westview and can arrange for home aides to assist residents who have some health impairment with cleaning, laundry, bathing and shopping.

Myers describes the apartments in the 16-story Townsend facility as huge and luxurious. Each are one-bedroom units with an all-electric kitchen and a balcony. Westview, also a high rise, provides both studio and one-bedroom apartments. Heat and electricity are included in the monthly rent.

Apartments are designed and wired for the installation of window air conditioning units, but residents must provide their own.

Both apartment facilities are for low-income seniors age 55 or older. Rent support is provided at

Townsend by the state Division of Housing, while Westview is federally supported.

According to Myers, the buildings "are safe and secure and each unit is provided with close circuit TV so tenants can observe who is ringing their door bell. All exterior doors are locked and card access is provided. If a tenant loses a card it is immediately voided and a new one issued.

"We have a wide range of nationalities here and hear many languages. But all our residents get along very well. Our recreation rooms are gathering places and enjoyed by all," she added.

"There is a waiting list for prospective tenants, although I am not sure how many," Myers said. "All applications and leases are handled by the Albany Housing Authority from their offices at 200 Pearl St."

*I am very proud of the buildings, we have a wonderful maintenance 24 hours a day, seven days a week, wonderful staff and we are self sufficient.*

Diane Myers



## DePaul Housing to expand throughout Capital District

BY KATHERINE MCCARTHY

When Albany's former Vincentian Institute opened as St. Vincent's Apartments in 1979, it was the first of DePaul Housing Management's senior housing. When the Rotterdam building becomes the first DePaul apartment complex to open in Schenectady County later this year, it will be the 13th building that the company, under the sponsorship of the Archdiocese of Albany, opens. It will join a group of housing that extends throughout the Capital District.

*We have a mailing list of about 100 people so far, so we shouldn't have any trouble finding tenants.*

bedroom apartments in each building.

"The buildings have intercom entrances," Moore said. "In the apartments, there are emergency pull cords, grab bars in the shower, and the outlets are higher on the walls so people don't have to bend over to plug things in."

There's a bus that seniors can take to the grocery store, and a manager and superintendent on-site in each building. There's also a service coordinator, who can help facilitate such services as an aide providing in-home care after a hospital

stay, meals on wheels, or pharmacy deliveries.

"We have a mailing list of about 100 people so far, so we shouldn't have any trouble finding tenants," DePaul's marketing director Byrl Moore said of their newest building.

All of DePaul's housing is designed for seniors 62 or older, although they do have some younger tenants who are mobility impaired.

"These are income eligible apartments," Moore said, "and since we received subsidies from HUD, we follow their rules and regulations." Moore is the HUD compliance expert.

While the buildings differ somewhat in style, they share features that make for good living. Except for the St. Vincent Apartments, the buildings are newly constructed. There are usually two stories, with elevators, and about 50 one-

Every building has a live-in resident assistant, who is on hand if plumbing breaks in the middle of the night or a tenant pulls the emergency cord. There are places for people to gather in the buildings, with a common room and social and educational activities, either free or for a nominal fee. There's also a laundry room in the building. Tenants are allowed to have a cat or a dog.

Although DePaul Housing Management is part of the Archdiocese of Albany, there is no Catholic component to the housing, and Moore said that only a small percentage of the residents are in fact Catholic.

For information about DePaul Housing Management, call 459-0183.

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## Winter's tale

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Marietta Velvis rides Nylon Bay last Saturday at Deer Meadow Farm in Bethlehem.

Jim Franco

## Developer outlines 200-unit complex

By KRISTEN OLBY

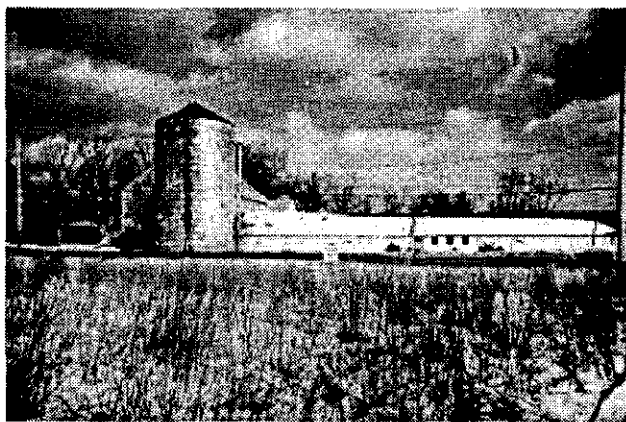
A plot of land that once housed a thriving dairy farm at the corner of Wemple Road and Route 9W could have a proposed 200-unit apartment complex built on it. Rochester-based Reidman Development hopes to build The Hammocks on the 32-acre Wemple Road site, keeping the dairy farm and an existing house intact.

But neighbors who have lived on this stretch of Wemple for decades aren't happy with how its being developed.

The Hammocks would be marketed to young professional households and empty-nester's who no longer want the responsibility of owning their own home. The complex is designed to provide tenants with a relaxed, peaceful, maintenance-free living environment.

"Both of those populations are prevalent in the area, and there's quite a demand for this type of housing and it has not been produced around here," said David Reidman of Reidman Development.

The proposal calls for 20 buildings with 10 apartments each and a clubhouse with an exercise room and outdoor pool. The majority of the complex — about 60 percent — would



Reidman Development wants to build an apartment complex behind the former Heath's Dairy on Wemple Road.

Kristen Olby

have two bedroom apartments while one and three bedroom apartments would occupy the remaining units. Tenants can expect to pay anywhere from \$800 to \$1,300 a month, depending upon apartment size.

Reidman Development has built similar complexes throughout the state — mostly in Syracuse suburbs — but this will be the company's first venture in the Capital District. Reidman presented its proposal at the Bethlehem planning board meeting on Feb. 4.

The property where the complex would sit was once owned by the Heath family of Glenmont, who operated a successful dairy farm until the late 1970s. At one time, 88-year-old Jerald Heath owned the 67 acres that are slated to be developed between Route 9W and the

state Thruway. Today, Heath has sold off much of the property keeping just the three acres where his home sits.

"It is so far from what my father and I developed. We just couldn't handle it anymore and we sold it," he said.

While he relinquished his say in what happens to the land, Heath remains saddened by what the property could become.

"We like open space, I would prefer open space but it's closing in fast and I'm not sure how long I can keep my place going," he added. Several neighbors along Wemple Road expressed similar concerns about development in their area. The proposed Bethlehem Technology Park could also be built on Wemple Road, across the street from the apartment complex. Many neighbors said they may consider selling their property if these projects are given the go-ahead.

Expected to house nearly 500 people, the complex is certain to generate more traffic in an area that already sees a number of tie-ups. The complex would have two access roads — one on Route 9W and one on

COMPLEX/page 24

## BC group targets C'ville for expansion

By RONALD E. CAMPBELL

The Facilities Planning Committee came to a decision on its recommendations for Clarksville Elementary School after reviewing cost estimates at its Feb. 3 meeting.

Construction costs for building a new elementary school would be \$11 million compared to expanding Clarksville, which would cost \$6.8 million. After aid, if state aid for capital projects is continued at its present level, the Clarksville expansion would cost the district \$4.9 million, as opposed to \$8.1 million to construct a new facility.

Another cost figure provided the committee showed that if Clarksville were expanded to accommodate 400 students, it would be less expensive for the district to bus students to that facility rather than to a new school on land near the high school.

Based on the evidence, the committee decided to recommend expanding Clarksville.

The committee also had its first look at cost estimates for the various construction options across the district. To complete the most essential projects would cost about \$60 million.

The committee proposes to present the school board with options ranging from the essential to those that would significantly enhance existing programs and facilities, and a level of projects in between. To adopt all of the recommendations would bring cost estimates over \$80 million.

Architects form Scoville Associates and

EXPANSION/page 13

## V'ville board looks at bleak budget picture

By MICHELE FLYNN

Voorheesville schools will see an estimated \$400,000 reduction in state aid if the state budget is passed in its current form.

"There is a no-win situation going on here. This will shift the burden to communities across the state," said Superintendent Alan McCartney at the Feb. 3 school board meeting.

He said that the school budget must be voted on in May and, based on past experience, it is doubtful that the state budget will be passed by

V'VILLE/page 13



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# Bethlehem police arrest nine for DWI

Bethlehem police arrested nine individuals on charges of Driving While Intoxicated (DWI) in a two-week period:

Gary Kissam, 24, of Bethlehem Terrace, Slingerlands, was stopped for speeding on Krumkill Road on Jan. 28. Police say Kissam failed sobriety tests and was charged with DWI.

Milton Edmonds Sr., 45, of First Street, Rensselaer was stopped for driving erratically on Route 9W on Jan. 29 at 5:14 a.m. Police said Edmonds failed field sobriety tests and he was charged with DWI.

Glenn Souliere, 21, of Hague Boulevard, Glenmont, was

stopped for driving erratically and at a high rate of speed on Wemple Road on Jan. 30 at 2:03 a.m. Police said Souliere failed sobriety tests and was charged with DWI.

Daniel Dugan, 55, of Rarick Road, Selkirk was found with his vehicle stuck in a snow bank after he allegedly hit another car on Feura Bush Road and Route 9W on Jan. 31 at 11:16 p.m. Police said Rarick failed field sobriety tests and he was charged with DWI.

Craig Tericle, 18, of Cedar Grove Road, Ravena was stopped for driving erratically on Route 9W on Feb. 2 at 03:15 a.m. Police said Tericle failed field sobriety tests and he was charged with

DWI.

Daniel McKenna, 21, of Montgomery Street, Tivoli, was stopped for speeding on Feura Bush Road on Feb. 2 at 11:28 p.m. Police said McKenna later failed field sobriety tests and was charged with DWI.

Elizabeth Chojnacki, 20, of Hawthorne Avenue, Albany, was stopped for speeding on Delaware Avenue on Feb. 3 at 3:43 a.m. Police said Chojnacki failed field sobriety tests and was charged with DWI.

Raymond Moore, 58, of Feura Bush Road was stopped for driving without headlights on Feura Bush Road on Feb. 4 at 7:07

p.m. Police said Moore later failed field sobriety tests and was charged with DWI.

Teddy Blair, 52, of Lawson Lake Road, Feura Bush, was stopped for speeding on Delaware Avenue on Feb. 5, at 9:45 p.m. Police said Blair failed sobriety tests and was charged with DWI.

In other police matters, Derrick Clanton of Central Avenue in Colonie was arrested on Jan. 30 at 7:30 pm on charges of possession of a forged instrument and grand larceny, both felonies.

Foluke Griffin, 20, of Kenwood Avenue, Delmar, was arrested Jan. 24 on charges of second degree burglary for allegedly breaking into a Park Place home.

Diane McGurn, 19, of Beaver Dam Road, Selkirk, was arrested on Feb. 5 at 1:20 p.m. for allegedly breaking into a Bethlehem home and stealing money. McGurn was charged with second degree burglary, a felony.

## Police arrest truck driver after fatal accident

A Selkirk man is out of jail on \$25,000 bail after appearing in court to answer charges he struck and killed a 25 year-old tow truck operator on Feb. 1, and then left the scene of the accident.

James Simpson, 34, of Selkirk was allegedly behind the wheel of a Messer MG Industries tractor-trailer when he hit Wade Eaton, 25, of Schenectady who was operating a tow truck on I-90 in Albany. Messer MG Industries contacted police when Simpson returned the tractor-trailer with significant damage.

Police arrested Simpson on Feb. 2 and charged him with leaving the scene of a fatal accident. Simpson is due to appear in court on Feb. 14.



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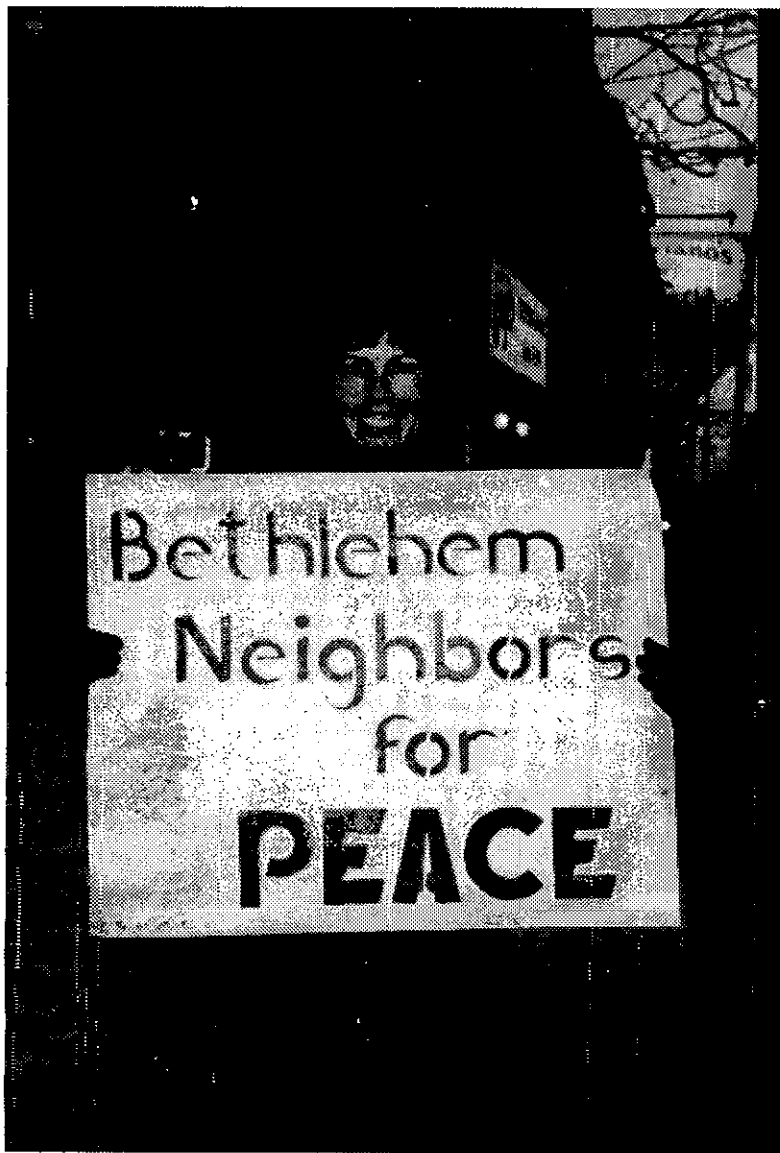
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## Let there be peace



Ricky Talmage was one of a number of Bethlehem residents who marched in a demonstration for peace in Delmar on Jan. 27. *Lynn Finley*

## ZBA hears plan to rehab gas station

### Businessman wants to set up used car dealership

By KRISTEN OLBY

A rundown Citgo gas station at the corner of Delaware Avenue and Mason Road that has sat vacant and slowly deteriorated over several years could soon be reopened.

A Glenmont businessman hopes to put the station back in business — this time as a used car dealership. The former garage and parking lot is zoned for commercial use, but requires a special exception be granted by the zoning board of appeals (ZBA) to operate a car dealership with vehicles on display.

Michael Carey hopes to open "Solo Auto Sales" this April with 15 used cars for sale.

"It was a closed down, empty garage that looked like an ideal location. There's not too many car places in the area," said Carey.

The existing two-bay garage would be used to make minor repairs to cars before they're sold to the public.

"We'll have a wide range of vehicles mostly ranging from \$5,000 to \$15,000 range — nice, quality vehicles," Carey told the ZBA.

Before the business can open, Carey must purchase the 11,455-square-foot lot at 90 Delaware Ave. from Vesta Properties and its owner, Lou Polsinello. From there, Carey plans to invest roughly \$45,000 to convert the

building from an eyesore into an aesthetically pleasing business. The garage will have tan siding and a new roof installed, the parking lot will be re-paved with shrubbery planted and a sign would be erected. The business would be open Monday through Friday.

But several neighbors of the proposed dealership aren't happy with the extra traffic the business would generate. Under the proposal, Carey wants traffic to enter through one entrance on Delaware Avenue and exit onto Mason Road.

Neighbors expressed concern over the added traffic.

"If we have traffic exiting onto Mason Road, the only way to do it is to have it one way so they turn right and go right out back to Delaware Avenue," said Paul Coch.

Carey agreed to the one-way traffic flow, but doesn't feel the complaint is warranted, in part, because the gas station always had a Mason Road exit.

"I can see their concern that traffic might go down that way, but for the most part, I believe the

traffic would exit and go right out to Delaware Avenue. So, I really don't think it's going to be a problem," said Carey.

Mason Road is home to about 13 houses, where many children live, but it doesn't have sidewalks. Several parents worry their children's safety could be at risk with cars being test driven.

"Since there are going to be cars that people will obviously want to test out, given that the exit will be on to Mason Road, the obvious place for them to test it out is in the

***It was a closed down, empty garage that looked like an ideal location, there's not too many car places in the area.***

Michael Carey

neighborhood," said Kevin Ray.

Under his insurance policy, Carey must travel with all customers who test drive cars, and he made a verbal promise to neighbors to take all cars down Delaware Avenue.

The ZBA declined to grant the special permit at its most recent meeting, asking Carey to provide the board with additional information pertaining to an extension of the sidewalk in front of the building and a vehicle inspection license. The matter will be addressed by the ZBA at its Feb. 19 meeting.

## Stores moving at 4-Corners BC board faces tough budget year

By KRISTEN OLBY

It's musical storefronts at Delmar's Four Corners — as one business closes its doors, two other gear up to swap space.

When Picket Pottery moves out of its 387 Kenwood Ave. store this month, a shop located in the same building will be moving in. Sweets and Treats will move into the larger space to offer customers a wider variety of sweets.

"It will give us much more room to expand. I want to go into cheesecakes, things like that," said Valerie Kropp, who owns the shop with her husband Michael.

Sweets & Treats offers homemade chocolates, fudge, jams, jellies and gift baskets, but the Kropp's would like to develop a bakery line, something they're unable to do in their current location. The 500-square-foot space has a makeshift kitchen installed in the rear and a small display area cramped with dozens of chocolates and gift baskets.

"We make everything ourselves. I was very concerned about being able to produce out of here," said Kropp.

"I think now with the opening of the shop we'll be able to do so much more," she added.

The Picket Pottery space once housed a fish market and has a full-size kitchen, enabling the chocolatiers to expand.

Sweets and Treats is scheduled to move into the Picket Pottery space March 1 and should re-open in two weeks, just in time for Easter.

The space left behind at Sweets and Treats won't sit vacant for long — a store just two doors down will be moving in. Judy's Tiny Shop, a store specializing in miniature pieces for doll houses, currently sits at 389 Kenwood.

"I've outgrown the store. I need a bigger shop," said owner Judy Tocker.

While Tocker will gain about 100 square feet, customers will be the ones who reap the benefits.

"I teach how to make teddy bears for adults and children, and I also do workshops with miniature items. Plus, I put doll houses together, so I'm hoping I'll be able to expand that more," she said.

She currently works out of one small, cramped room where classes are held surrounded by hundreds of miniature items.

Judy's Tiny Shop plans to make the move in mid-March and re-open the week of April 1. No word yet on what business will move into the space Tocker leaves behind.

By RONALD E. CAMPBELL

Budget issues for the 2003-04 school year dominated discussion at the most recent Bethlehem school board meeting.

Gov. George Pataki's proposed budget, revealed on Jan. 29, seeks a \$1.2 billion cut in state aid to schools across the state from last year's level. In addition to an expected drop in aid to the Bethlehem district of \$875,000, increases in expenses are expected to occur in areas over which the district has no control.

Disclosed in the fundamental operating budget was an increase over last year's \$52,838,860 budget of \$3,439,512 — or 6.51 percent.

The fundamental operating budget reflects those dollars required to continue existing programs, with existing staffing and facilities. The largest expense increases were in contributions to the State Retirement System of \$648,000 and an expected increase in cost of health insurance in the range of \$825,000.

Steve O'Shea, assistant superintendent for business, said, "All budget figures are estimates, and it is too early in the game to assume the worst."

"Obviously, there will be some reduction in state aid," said Superintendent Les Loomis. "It is too soon to estimate what the compromise by state leaders will be on the budget, and we may not know what those figures will be

by the time we have to set tax rates in August of this year or present a budget to district tax payers for a vote on May 21 of this year."

Loomis agreed the current figures are all estimates subject to scrutiny before the district can begin to discuss its financial position.

Open discussion between the board, administration and public followed. It was clear that all parties felt preserving academic programs was the first priority, and issues such as class size and facilities sharing would be on the table first.

Loomis said administrators and building principals had already started examining all noninstructional expenses for opportunities for reductions, and would be prepared to discuss the results of this phase of the study in early March. The discussion ended with everyone agreeing to follow the budget schedule laid out by the district.

Loomis concluded the discussion by assuring everyone the goal was to balance the needs of the students and academic programs with the effect on district taxpayers. While he anticipates a tax increase, he feels it will be in the single digits.

He also added, "If the state budget is approved after taxpayers approve the district budget, which is likely, and if some or all of the proposed state aid cuts are restored, legally the money cannot be used to restore cuts in the district budget. It could be employed to reduce the impact on district taxpayers, however."

Loomis then updated the board on the progress of the

Facilities Planning Committee. The committee saw estimated costs for the range of solutions they are studying to address overcrowding due to growth of student population, expected continued growth of student population and facilities work to renovate and upgrade aging facilities. Total costs are in the range of \$60 million to \$80 million.

The committee is also examining the effects on expenses of proposed changes on maintenance and transportation.

Loomis talked about another change in the governor's proposed budget that affects state aid for capital projects like the one being considered by the Facilities Planning Committee. He said the governor proposes forming a committee to establish priority measurements to be applied to state aid for capital projects, and those falling outside those measurements would receive no aid. Also, the amount of reimbursement would be reduced.

Despite the gloomy outlook, the district is proceeding with the facility planning study and will have a proposal for the board to consider this spring.

The board has asked to meet with the Facilities Planning Committee at the scheduled Feb. 10 meeting to discuss the study. The board wants to have a clear understanding of decisions being made and not wait until the report is final.

The meeting would also give the committee a chance to hear from board members concerning their priorities and what issues currently being contemplated might not be board priorities.

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The Spotlight (USPS 396-630) is published each Wednesday by Spotlight LLC, 125 Adams St., Delmar, N.Y. 12054. Periodicals postage paid at Delmar, N.Y., and at additional mailing offices. Postmaster: send address changes to The Spotlight, P.O. Box 100, Delmar, N.Y. 12054. Subscription rates: Albany County, one year \$26, two years \$50, elsewhere, one year \$32. Subscriptions are not refundable.

# Revisiting the past strengthens us for the future

By KATHERINE McCARTHY

The sidewalk was snowy, with a path just wide enough for one foot to go in front of another. The bags were heavy, and no traffic moved down the side street, making this Friday morning in New York City sound like our Capital District home.

The building that had once been such an important part of our lives startled me by appearing suddenly, nearly passed by for the thoughts swirling in my head like the flakes still falling from the leaden sky. New York City's Third Street Music School Settlement looked a little different, on the first day I'd seen it in about eight years.

The stage where the nursery school kids had built wooden block structures, then roped them off with yellow caution tape

COMMENTARY:

*Mom's  
the  
Word*



that the U.S. dad periodically donated to the school, had been replaced by a walkway, and a brick wall now bounded the courtyard playground. On the opposite side, stone steps led to a newer platform where today's students probably build and stage impromptu theater. The benches where parents had sat to wait for school to open, to pick up the kids, to let them eke out a few more minutes of playtime or to sigh, smile and compare notes, were still there.

Two specific memories came

to mind as I stood and looked through the iron grille that had protected our children from the outside world. One day I had let Christopher go outside with a friend while I talked briefly with one of his teachers. When I entered the courtyard, I heard him repeating to one of the other mothers a line from his then-favorite Disney video, *Beauty and the Beast*, "That's none of your concern!"

Her concern had to do with safety, and this verbal 3-year-old child learned his first lesson about the sisterhood of mothers working to keep the world safe.

In another memory, 2-year-old Cormac is bundled into his bright yellow winter parka with turquoise-colored snow pants, teary after taking a tumble. My vexation at yet another interrupted adult conversation had faded when I picked him up and he buried his head in my shoulder.

"It's so hard to be 2," I told him, patting his back, and the other adults nodded their heads

in agreement.

In the early days of mothering, these two incidents taught me a lot about my new role. It might have been brilliant that Christopher could repeat that *Beauty and the Beast* phrase so appropriately, but clearly, the job of teaching him how to speak respectfully to adults was mine. When Cormac fell, it was a reminder that adult interaction would always take a back seat to taking care of the children, and the way that he clung to me was powerful proof that nothing beats a mother's comfort.

It was Christopher who went to nursery school at Third Street when he was 3 and 4. I remember the field trip they took to visit "Larry the Lock," when Christopher's copy of our apartment key became a safely guarded treasure for a long time. There was Flash the turtle and the bunny — name long forgotten — for whom we bought carrots with the greens still on 'em.

One week, all the children

played restaurant, and on a Friday, we were invited for homemade spaghetti and salad. Chris came from work, and 1-year-old Cormac was bouncier than ever as we waited in the hall for the classroom door to open. When it did, we saw all 15 children lined up behind a single row of their low tables pushed together, covered in dark blue plastic tablecloths. Their little faces beamed proudly under the chef's hats the teachers had produced, and the sight of the future holding tongs to pile lumps of spaghetti and iceberg lettuce onto our plates took my breath away.

"Do you want more?" Christopher had asked us eagerly three times that afternoon, and even though he'd filled our plates the first time with enough spaghetti for three people, we said, "Yes, maybe just a little more, it was so good," each time he asked.

On the Friday before Mother's Day, when we arrived to pick up our children, Christopher had put a lump of tissue paper in my hand.

"We made them," he said, "and look, I wrapped it in your favorite colors." Sure enough, blue and purple tissue paper, and I'd had to sit down on a child-sized chair, unable to see through tears or the fullness in my chest, that this son, one of the two most precious gifts ever given to me, had taken the time to hunt out the tissue paper he knew I'd like best.

I didn't want to ever open it, but the pink-painted clay necklace inside was worth it. I'd worn it to many special occasions, alternating it only when Cormac, in his Upstate nursery school, had also made me a necklace. They are my favorite pieces of jewelry, these two disks of clay that say "Mom"

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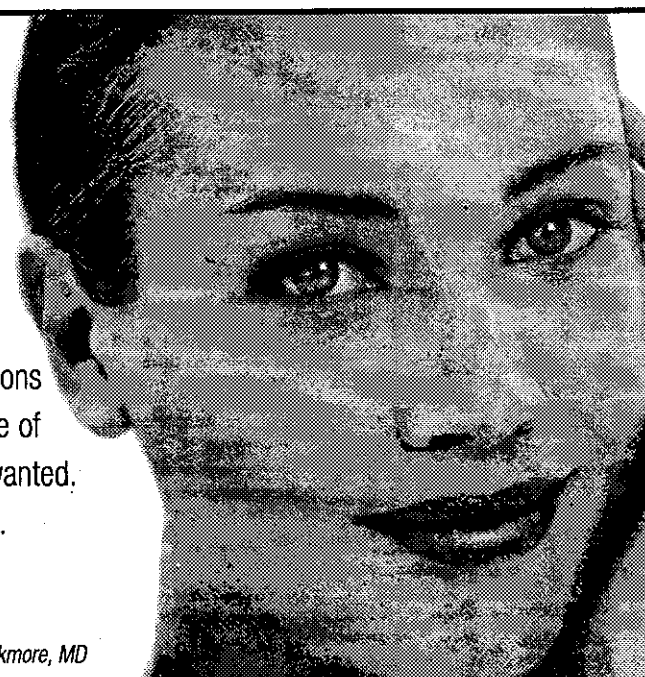
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on one side and bear my children's names on the other.

We had finished out our time at Third Street a little early, leaving this city we'd loved for a house with a yard in a part of the state that's quiet all the time, not just on snowy, memory-laden Friday mornings.

We visit New York with our children sometimes, but at 10 and 12, the here-and-now holds more appeal to them than the past does. They are more interested in lunch with aliens at Mars 2112, or the loot they can acquire in the junk shops of Times Square, full of "Wipe Out Terrorism" toilet paper stamped with Osama bin Laden's face.

These two February days had been grown-up days, as I had joined Chris for a black-tie business dinner and some personal quality time while he'd attended meetings during the days. In spite of dinner in a star-studded restaurant (Phoebe from "Friends," Rosie Perez and Joe Pantoliano) and a museum visit, it was the visit to the neighborhood we had lived in as a family that touched me the most.

Standing in front of that nursery school, called Third Street but located on 11th Street, felt so familiar that the snow and the mist in my eyes mixed together in the cold air.

I had walked down 11th Street so many times, carrying the exact same things I did last week — homemade ravioli, marinara and pesto sauce from Russo's, a store so tiny that three customers made it seem overcrowded; a pound of mini-pastries from Veniero's, an ornate Italian café and pastry shop dating back to 1884.

The goodies had a longer trip this time, but with one last glance at the school that had once been the focal point of our lives, I headed for the noise of Second Avenue just ahead — and the family waiting at home, just three hours north.

# V'ville village fire siren needs some TLC

By MICHELE FLYNN

Call the doctor. The Voorheesville fire siren is sick. At the Jan. 27 meeting of the Voorheesville village board, Will Smith, superintendent of public works, talked about the village's options for the vintage 1920s to 1930s civil defense siren mounted on the village hall — tough or impossible to find parts.

The siren may be replaced and relocated to a location more accessible than the roof of the village hall, possibly on the firehouse. Since all fire department members have pagers, the siren no longer serves the original purpose of calling firemen to the firehouse.

In other fire department news, the village received a \$9,080 emergency services grant from the state to buy new fire hoses.

Mayor Jack Stevens said that Voorheesville business owners recently met with the village board to review the plan for replacing sidewalks and road along Voorheesville Avenue and Main Street between Route 85A and Prospect Street.

The county offered to replace the sidewalks in November. According to Stevens, the entire cost of the \$1 million project will be paid by the county.

The original plan called for eliminating on-street parking, as off-street parking was readily available. But, business owners were not happy with the proposal.

The county then revised the plan to incorporate on-street parking and brought the revised design to the business owners, who agreed with the changes.

"There will be local access at all times," Stevens said later.

Construction is scheduled to start in April.

On another parking matter, Will Smith said that some residents park their cars in the street at the end of their driveways so that plows cannot push snow into the entrances. "Has the board considered raising the fines for parking from \$5?" he asked.

"We are looking to put a little more bite in it," Stevens said. It was noted that many towns have raised their fees to \$25.

Village clerk Derris Tidd then informed the board that a welcome letter was going out to new residents of the village.

Stevens said he had talked to residents who appreciated receiving the letter.

Stevens announced that Voorheesville will be participating in an electronics and computer recycling day sponsored by Channel 13, tentatively scheduled for Saturday, April 26.

The village board then voted to apply for a records management

grant. If received, the funds would pay for shelving, re-boxing and organizing of files.

In another matter, because current village regulations do not directly cover bed and breakfast operations, a public hearing on the issue is scheduled for Tuesday, Feb. 25, at 6:30 p.m., prior to the regular board meeting at 7 p.m.

**Call the doctor. The Voorheesville fire siren is sick.**



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# Matters of Opinion

## Filling a tall order

Delmar resident Anne Schlereth's grandfather, Albert Du Verney Pentz, wrote this story that was published in *The Best Short Stories* of 1916.

Perhaps it was Saturday, anyway, it was one of the first days of March 1860.

Paul DuVerney and Bowdoin Capen had been playing marbles on a bare spot of clay near the junction of Dorchester Street and Broadway in South Boston. It was afternoon, and not late. School hours were different then; Wednesdays and Saturdays were half-holidays. Hence, this was either Wednesday, Saturday or truancy.

Paul was capable of a companionable lapse of that character; Bowdy was a persuasive boy. When the sun comes up beaming north, it entices people out into its smiling warmth; often induces older persons than those just entering their teens to bathe in its glorious flood. When the boys parted, Bowdy took the marbles home with him; Paul's pockets were as light as his spirits, as he went up Linden Street toward where his father was at work on a row of houses then building on the Old Harbour side of the hill.

About half-way up this street, Paul heard someone coming from behind with long, strong strides. Turning, the boy saw a gigantic man swinging up the narrow walk; soon the two came close together. "Say, Bub, is this the right road to Dorchester Heights?"

"Yes, sir."

"Pretty steep walking, isn't it? Ain't many hills where I live."

Paul volunteered to guide the stranger, and the foot of the preserve was quickly reached. Curiosity prompted the boy to climb the incline in company with the visitor. At the top, they halted in the middle near the little reservoir which then occupied the present site of a schoolhouse.

"Of course, you know the history of this place?" asked the stranger.

"Everybody knows that."

They faced the harbor; the State House dome shone far away on the left.

"The fleet lay about there," said the boy, glad to show his knowledge.

"Then Washington planted his guns where we stand."

"So everybody says, sir."

"And George Washington probably stood just where I now stand. Here he made history that counts for something."

The great big man stooped over and crabbled up a handful of pebbles which he put into his trousers pocket. He was dressed in a black cloth; he wore a tall hat, as many men did at that time.

"Probably this gravel was brought here from somewhere else. Well, so was I; but both of us are better for having been here."

This was not said to Paul but addressed to the surroundings.

Soon the stranger saw all that interested him and said, "Bub, I am glad to have been here. I may not have another opportunity, and I am glad to have come."

Paul accompanied the man down to Broadway and Dorchester Street. He had never seen so big a man before, nor so gaunt a face, nor such sad eyes that could light up so finely. This face fixed itself in his memory. After a long wait, a horse-car came along and the big man thanked Paul for his kindness, wrapped the boy's hand and wrist within his gigantic hand and went city-ward.

The summer came with intense interest. The crisis with slavery had come. Everyone was excited. Conventions had nominated candidates and political clubs were formed. Wide-Awakes paraded every night with flaming lamps and oil-cloth capes. Paul was now 14 and quite tall, so he enrolled.

He was one of the most enthusiastic members of the club, for there at the end of Waitts Hall on the high wall was a picture of the big stranger who had visited Washington Heights in his company. Beneath it was the name, "Abraham Lincoln."

## Dog park charges were unfounded

Editor, The Spotlight:

I feel compelled to respond to Arthur Scheuermann's letter condemning Supervisor Sheila Fuller, Councilwoman Doris Davis and Councilman Dan Plummer's majority vote for the one conditional light at the town's dog park.

Although Mr. Scheuermann was present with one other resident from his neighborhood of eight homes, I wonder if his emotional conclusions clouded the facts that were openly debated at the board meeting.

Let's set the record straight:

He said, "Park Edge Lane residents will now look out their windows to the glow of the lighted dog park." The truth is that the dog park will have one light, strategically placed inside the park, behind a row of 10 pine trees — far from "tower stadium lighting" that Mr. Scheuermann refers to. What he failed to mention is that the one light is on a seasonal timed circuit, allowing the lighted time of two hours — between 5 and 7 p.m. Were we at the same meeting?

And he refers to, "More deserving projects." Supervisor Fuller explained that the dog park is one of only a few town projects that is self supporting and in fact, actually makes a profit for the town.

He adds, "No notice was given to the people most affected by the decision."

Mr. Scheuermann, like the rest of the 31,303 residents of the town, has access to the town's Web site as well as the Bethlehem Channel to view all town board agendas.

And he talks about "pristine park land." The land prior to the dog park was used by the Bethlehem Water Department.

## Letters

The land was in a barbed-wire, 6-foot fenced area and contained a 3 million gallon, bright green, three story water tank. This "pristine park" area also had an existing brown, unoccupied windowless brick building with a blacktop road area. And, adjacent to what he refers to as the "Pristine Park Area," a CDTA public parking lot with a visible existing porta potty.

Mr. Scheuermann said Ms. Davis "spearheaded" the purchase of picnic tables, construction of what he identifies as a "water system for dogs and their owners" and a "huge" blue porta potty. Mr. Scheuermann, the fact is that Ms. Davis did not spearhead any purchase of picnic tables. Take the time to investigate, and you will find that these tables cost the town absolutely nothing. The "water system" is a drinking fountain, like those found on most children's playgrounds. What really bothers me is the apparent lack of compassion as to the intended use and placement of the porta potty. As you are well aware, and as explained to you at the meeting, this porta potty was intended to assist an individual afflicted with Alzheimer's disease and incontinence. This individual's only enjoyment in life is to utilize the dog park with his spouse. Knowing this, I can't help but wonder how could you even concern yourself with the seasonal placement of this necessary facility that is no longer even there?

You say Ms. Davis and others are "lacking common courtesy and decency." Well, Mr. Scheuermann, how could someone

demonstrate a more blatant lack of decency and compassion as you have shown by your continuance to condemn the porta potty knowing its medical necessity and intended use?

"Several residents of Park Ledge Lane complained." The fact is that there were only two members of Park Place Lane in attendance at the meeting, and of the two, you were one. Ms. Fuller stated that she has not received one complaint (even from you) regarding the dog park. And the dog park has been featured and praised in television reports and in several publications, including the prestigious "Hudson Valley Magazine."

In my opinion, your letter seems to have many political overtures, the finger pointing and accusations are baseless and one has to wonder if there is another agenda here?

Councilwomen Doris Davis has given countless hours of her time as an elected official of this town. She has exhibited dedication above and beyond the requirements of a town councilperson, and she and the other board members who voted in favor of the light should be commended for representing the opinions of the majority of town residents.

The threat that you made at the board meeting as to being a committeeman and having the power and using the power to change the representation on the town board fell on deaf ears. That tactic went out with the Corning era. As an appointed committeeman, you are entrusted to maintain the well being of your district as a whole, rather than what appears to be just self-serving interests.

John Weidman  
Delmar

## Smoking ban deserves support

Editor, The Spotlight:

I'm very disappointed that our community newspaper, *The Spotlight*, chooses tax revenue over the health of Albany County

citizens in its Jan. 29 editorial "Lighten up."

*The Spotlight* believes that a county legislative proposal banning smoking in public places is too extreme and will be costly for county taxpayers in the long run. I disagree on both counts.

The legislative proposal is admirable. It stands for the health of employees, including thousands of Albany county high school and college students, mothers and fathers, relatives and friends that are employed in public places where smoking is now permissible and prevalent.

The proposal is based on the fact that second-hand smoke takes the lives of 65,000 people nationwide and that many people employed in bars, restaurants, office buildings and other places where second-hand smoke is present do not smoke and should not have to choose between their jobs and their health.

Where *The Spotlight* is totally in the dark is the contention that enacting a smoking ban will have a negative fiscal impact on Albany County. I believe just the opposite. The single most expensive government program in the county is Medicaid, which represents over 14 percent of the

total county budget and will grow to \$60 million this year — an increase of \$20 million over the last two years.

It makes sense that reducing the number of smoking-related diseases by enacting a smoking ban would, in the long run, more importantly, prevent the suffering of those individuals who contract smoking-related diseases simply as a consequence of showing up at work each day.

Arthur M. Brown  
Delmar

## The Spotlight

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## Letters policy

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

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

Unsigned letters receive no consideration.

All letters that are published must carry a signature.

The deadline for submitting letters is Friday at noon.



# Matters of Opinion

## Smoking editorial was troubling

Editor, The Spotlight:

I was surprised and troubled to read the editorial "Lighten up" in the Jan. 29 edition of *The Spotlight*.

The editorial gave three reasons why the Albany County Legislature should not enact a local law that would promote the health of county residents by reducing their exposure to environmental tobacco smoke.

Two of the three reasons have to do with potential economic hardship. It states that smoking provides "a hefty boost to the state and local coffers" and suggest that restricting smoking could "prove costly for taxpayers in the long run" and that Albany County "will likely lose out financially."

In essence, it recommends that legislators should disregard the serious risk that tobacco smoke poses to the health of their constituents because of the revenue that is generated by cigarette smoking.

The editorial simply fails to recognize the enormous costs that smoking causes in our community. The national tobacco settlement and reimbursement provided to states and counties for years of Medicaid expenditures for tobacco-related diseases clearly demonstrate the huge, negative fiscal impact borne by us all.

Moreover, the editorial fails to mention the human cost and the well-documented burden of disease associated with tobacco. The opinion is that revenue is more important than our health. Those who are involuntarily exposed to environmental tobacco smoke and even smokers should understandable be upset by this.

This third reason of opposition to this pro-health law is difficult to understand but is related to the role of government and enforcement.

The editorial asks "does or should government have the right to dictate health matters?" Contrary to the editorial's view, that government has "a bad track record as far as mandating what's good or bad for us," the implementation of seat belt laws, body piercing regulation, pesticide notification, the Clean Indoor Air Act, restaurant inspections and DWI regulations are examples of measures that meaningfully contribute to a reduction of illnesses and deaths in our society.

The Health Committee of the county Legislature showed leadership by supporting this law with a favorable recommendation and sending it to the full Legislature.

From a public health perspective, this is one of the most important laws that the county Legislature could enact to significantly promote the health of county residents.

James B. Crucetti, M.D.,  
M.P.H.  
Albany County  
commissioner of health

## Town was wrong to bump Nelson off planning board

Editor, The Spotlight:

We were dismayed to learn that the town board was bumping Marcia Nelson. She was one

planning board member who addressed some important issues that BREATH has been raising about the possible siting of Waste

Management in our town. We came home from the planning meeting encouraged that Marcia Nelson seemed to be interested

in our area of town. Could that be why she was bumped?

Ron and Judy Selkirk  
Selkirk



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## LEGAL NOTICE

**NOTICE OF FORMATION OF LIMITED LIABILITY COMPANY. NAME; 1815 PARK HOTEL ASSOCIATES,LLC.**

Certificate of Conversion was filed with the Secretary of State of New York (SSNY) on 12/13/02. 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, 235 West 103rd Street, New York, New York 10025. Purpose: For any lawful purpose. LD30002688 (February 12, 2003)

**NOTICE OF FORMATION OF LIMITED LIABILITY COMPANY**

Articles of Organization of 622 Watervliet Shaker Road, LLC ("LLC") filed with the Secretary of State of New York ("SSNY") on December 19, 2002, effective upon the date of filing. Office Location: Albany County. SSNY has been designated as agent of the LLC upon whom process against it may be served. SSNY may mail a copy of any process to the LLC, 622 Watervliet Shaker Road, Latham, New York 12210. The purpose for which the LLC is formed is to engage in any lawful act or activity for which limited liability companies may be organized under the LLC. LDG 30002675 (February 12, 2003)

## LEGAL NOTICE

Notice of Formation of Abriele Melano, LLC. Arts. of Org. filed with Secy. of State (SSNY) on 12/12/02. 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: Ab Korine, c/o ADK Fashions, 499 7th Ave., 12 North, NY, NY 10018. Purpose: any lawful act or activity. LD30002770 (February 12, 2003)

## LEGAL NOTICE

Notice of formation of Adirondack Fence Co., LLC, a NYS Ltd. Liability Co., (LLC). Formation filed with SSNY on 12/12/02. Off. Loc: Albany Co. SSNY designated as agt of LLC, upon whom process may be served. SSNY shall mail copy of process to: Vinciguerra & Brown, 10 Utica Ave., Latham, NY 12110. Purpose: all lawful purposes. LD30002664 (February 12, 2003)

## LEGAL NOTICE

Notice of Formation of All Pro Cleaning Service, LLC. Art. of Org. filed Secy. of State (SSNY) 12/18/02. Office location: Albany County. SSNY designated as agent of LLC upon whom process may be served. SSNY shall mail copy of process: 595 New Loudon Rd., PMB #214, Latham, NY 12110. Purpose: any lawful purpose. LCD30002802 (February 12, 2003)

## LEGAL NOTICE

Notice of Formation of Atlantis Strategic Total Return Fund, LLC, Art. of Org. filed Secy. of State (SSNY) 1/24/03. Office location: Albany County. SSNY designated as agent of LLC upon whom process may be served. SSNY shall mail copy of process: 99 Pine St., 5th Fl., Albany, NY 12207. The Reg. Agt. at such address upon whom proc. may be served is: McGinn Smith & Co. Purpose: any lawful purpose. LCD30002793(B) (February 12, 2003)

## LEGAL NOTICE

Notice of Formation of Atlantis Capital Management, LLC, Art. of Org. filed Secy. of State (SSNY) 1/24/03. Office location: Albany County. SSNY designated as agent of LLC upon whom process may be served. SSNY shall mail copy of process: 99 Pine St., 5th Fl., Albany, NY 12207. The Reg. Agt. at such address upon whom proc. may be served is: McGinn Smith & Co. Purpose: any lawful purpose. LCD30002793(A) (February 12, 2003)

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

The name of the LLC is BBL GORDON, LLC. The Articles of

## LEGAL NOTICE

Organization of the LLC were filed with the NY Secretary of State on January 8, 2003. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 302 Washington Avenue Extension, Albany, New York 12203. LCD30002701. (February 12, 2003)

## LEGAL NOTICE

**BLEECKER CAFE, LLC**  
Notice of Formation of Limited Liability Company  
Articles of Organization of Bleeker Cafe, LLC ("LLC") were filed with the Department of State of New York ("SSNY") on December 13, 2002. Office location: Albany County. SSNY is designated as agent of LLC upon whom process against it may be served. SSNY shall mail a copy of any process to the LLC, 32 Dove Street, Albany, New York 12210. LLC does not have a specific date of dissolution. Purpose: All legal purposes.  
Filer: Law Office of Kara Conway Love  
Address: 450 New Karner Road, Suite 203, Albany, NY 12205-3898 LCD30002679 (February 12, 2003)

## LEGAL NOTICE

Cascade General Agency, LLC was filed with the SSNY on 01/02/03. Office location: Albany County. Ralph R. Penton designated as agent of LLC whom process against it may be served. The address which SSNY shall mail any process against the LLC served upon him: Ralph R. Penton, 10823 206th St. SE, Snohomish, WA 98296. Purpose: Any lawful purpose. LD30002739 (February 12, 2003)

## LEGAL NOTICE

**COALITION BUILDERS, LLC**  
**NOTICE OF FORMATION OF LIMITED LIABILITY COMPANY (LLC)**  
The name of the LLC is COALITION BUILDERS, LLC. The Articles of Organization were filed with the New York Secretary of State on December 6, 2002. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 16 Regina Court, Delmar, NY 12054. LD30002687 (February 12, 2003)

## NOTICE OF CONVERSION

**FROM A PARTNERSHIP TO A DOMESTIC LIMITED LIABILITY COMPANY (LLC)**  
The name of the LLC is COLUMBIAWASHINGTON SQUARE, LLC. The Certificate of Conversion of COLUMBIAWASHINGTON AVENUE ASSOCIATES (a Partnership) to the LLC filed with the NY Secretary of State on November 29, 2002. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 302 Washington Avenue Extension, Albany, New York 12203. LCD30002648 (February 12, 2003)

**NOTICE OF QUALIFICATION OF CON-WAY LAND HOLDINGS, LLC.**

Authority filed with Secy. of State of N.Y. (SSNY) on 12/11/02. Office location: Albany County. LLC formed in Delaware (DE) on 6/20/00. 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

## LEGAL NOTICE

c/o CSC, 2711 Centerville Rd., Suite 400, Wilmington, DE 19808. Art. of Org. filed with DE Secy. of State, Lockerman & Federal Sts., Dover, DE 19901. Purpose: any lawful activity. LD30002684 (February 12, 2003)

**LEGAL NOTICE: CONTI APPRAISAL & CONSULTING, LLC**

Certificate of Limited Liability Company filed with NYS Secretary of State on December 30, 2002. Principal office located in Albany County, NYS Secretary of State designated as agent of the LLC upon whom process against it may be served. Secretary of State shall mail copies of any process against it to: CONTI APPRAISAL & CONSULTING, LLC, c/o Jacqueline R. Conti, 1182 River Road, Selkirk, NY 12158. The purpose of the limited liability company is to engage in any lawful act or activity. The limited liability company is to be managed by one or more of its members. LCD30002714 (February 12, 2003)

## LEGAL NOTICE

**NOTICE OF FORMATION OF A DOMESTIC LIMITED LIABILITY COMPANY (LLC)**  
The name of the LLC is DAMWOOD, LLC. The Articles of Organization of the LLC were filed with the NY Secretary of State on January 24, 2003. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Schenectady County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 4017B State Street, Schenectady, New York 12304. LCD30002785 (February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of Durham D&M LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 12/16/02. Office location: Albany County. LLC formed in Delaware (DE) on 11/8/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o CT Corporation System, 111 8th Ave., NY, NY 10011, registered agent upon whom process may be served. DE address of LLC: 1209 Orange St., Wilmington, DE 19801. Arts. of Org. filed with DE Secy. of State, 401 Federal St., Suite 4, Dover, DE 19901. Purpose: school bus transportation services. LD30002704. (February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of Durham School Services, L.P. Authority filed with Secy. of State of N.Y. (SSNY) on 12/18/02. Office location: Albany County. LP formed in Delaware (DE) on 10/1/02. SSNY designated as agent of LP upon whom process against it may be served. SSNY shall mail copy of process to: c/o CT Corporation System, 111 8th Ave., NY, NY 10011, registered agent upon whom process may be served. DE address of LP: 1209 Orange St., Wilmington, DE 19801. Name/address of each genl. ptr. available from SSNY. Cert of LP filed with DE Secy. of State, 401 Federal St., Suite 4, Dover, DE 19901. Purpose: school bus transportation services. LD30002703 (February 12, 2003)

## LEGAL NOTICE

**FINEWILL MGMT, LLC**  
Notice of formation of the above Limited Liability Company ("LLC"). Articles of Organization filed with the Secretary of State of NY ("SSNY") on 03/13/2002. 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 each process served to: the LLC, 744 Broadway, Albany, New York 12207. Purpose: any lawful business purpose. (February 12, 2003)

## LEGAL NOTICE

**FINEWILL PRO CONSTRUCTION, LLC** Notice of formation of the above Limited Liability Company ("LLC"). Articles of Organi-

## LEGAL NOTICE

zation filed with the Secretary of State of NY ("SSNY") on 11/13/2002. 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 any such process served to: the LLC, 10 Airline Drive, Albany, New York 12205. Purpose: any lawful business purpose. LCD30002750 (A) (February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of Fixed Income Analytics, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 1/9/03. Office location: Albany County. LLC formed in Delaware (DE) on 11/6/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: 320 Central Park West, 10 H, NY, NY 10025, principal office of the LLC. Arts. of Org. filed with DE Secy. of State, Federal & Duke of York St., Dover, DE 19901. Purpose: any lawful activity. (February 12, 2003)

## LEGAL NOTICE

**NOTICE OF FORMATION OF LIMITED LIABILITY COMPANY (LLC)**  
Name: FLOORING WAREHOUSE, LLC. Articles of Organization filed with Secretary of State of New York (SSNY) on November 27, 2002. 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 c/o The LLC, 8 Railroad Avenue, Albany, New York 12205. Purpose: Any lawful business purpose. (February 12, 2003)

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

The name of the LLC is GREENBUSH HOTELS, LLC. The Articles of Organization of the LLC were filed with the NY Secretary of State on January 22, 2003. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 302 Washington Avenue Extension, Albany, New York 12203. LCD30002767 (February 12, 2003)

## LEGAL NOTICE

**NOTICE OF FORMATION OF T. HOFFMAN CAR WASH GLENS FALLS, LLC**  
Under Section 206 of the New York Limited Liability Company Law, notice is hereby given of the formation of the above-named Limited Liability Company.

1. The name of the Limited Liability Company shall be T. Hoffman Carwash Glens Falls, LLC (the "Company").  
2. The Company's Articles of Organization were filed with the Secretary of State on January 24, 2003.  
3. The principal office of the Company shall be located in Albany County, New York.  
4. The Secretary of State is designated as the agent of the Company upon whom process against the Company may be served. The post office address to which the Secretary of State shall mail a copy of any process against the Company served upon such Secretary of State is 1757 Central Avenue, Albany, New York 12205.  
5. The purpose of the Company shall be to engage in any lawful act or activity for which limited liability companies may be formed under the New York Limited Liability Company Law. LD30002790 (A) (February 12, 2003)

## LEGAL NOTICE

**NOTICE OF FORMATION OF T. HOFFMAN DEVELOPMENT, LLC**  
Under Section 206 of the New York Limited Liability Company Law, notice is hereby given of the formation of the above named Limited Liability Company.

1. The name of the Limited Liability Company shall be T. Hoffman Development LLC (the "Company").  
2. The Company's Articles of Organization were filed with the Secretary of State on January

## LEGAL NOTICE

27, 2003.  
3. The principal office of the Company shall be located in Albany County, New York.  
4. The Secretary of State is designated as the agent of the Company upon whom process against the Company may be served. The post office address to which the Secretary of State shall mail a copy of any process against the Company served upon such Secretary of State is 1757 Central Avenue, Albany, New York 12205.  
5. The purpose of the Company shall be to engage in any lawful act or activity for which limited liability companies may be formed under the New York Limited Liability Company Law. LD30002790 (C) (February 12, 2003)

## LEGAL NOTICE

**NOTICE OF FORMATION OF T. HOFFMAN JIFFY LUBE GLENS FALLS, LLC**

Under Section 206 of the New York Limited Liability Company Law, notice is hereby given of the formation of the above named Limited Liability company.  
1. The name of the Limited Liability Company shall be T. Hoffman Jiffy Lube Glens Falls, LLC (the "Company")  
2. The Company's Articles of Organization were filed with the Secretary of State on January 24, 2003.  
3. The principal office of the Company shall be located in Albany County, New York.  
4. The Secretary of State is designated as the agent of the Company upon whom process against the Company may be served. The post office address to which the Secretary of State shall mail a copy of any process against the Company served upon such Secretary of State is 1757 Central Avenue, Albany, New York 12205.  
5. The purpose of the Company shall be to engage in any lawful act or activity for which limited liability companies may be formed under the New York Limited Liability Company Law. LD30002790(B) (February 12, 2003)

## LEGAL NOTICE

**NOTICE OF FORMATION OF T. HOFFMAN REALTY, LLC**

Under Section 206 of the New York Limited Liability Company Law, notice is hereby given of the formation of the above-named Limited Liability Company.  
1. The name of the Limited Liability Company shall be T. Hoffman Realty, LLC (the "Company").  
2. The Company's Articles of Organization were filed with the Secretary of State on January 27, 2003.  
3. The principal office of the Company shall be located in Albany County, New York.  
4. The Secretary of State is designated as the agent of the Company upon whom process against the Company may be served. The post office address to which the Secretary of State shall mail a copy of any process against the Company served upon such Secretary of State is 1757 Central Avenue, Albany, New York 12205.  
5. The purpose of the Company shall be to engage in any lawful act or activity for which limited liability companies may be formed under the New York Limited Liability Company Law. LD30002790(D) (February 12, 2003)

## LEGAL NOTICE

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

The name of the LLC is HYMAN HAYES ASSOCIATES, ARCHITECTS LLC. The Articles of Organization of the LLC were filed with the NY Secretary of State on January 6, 2003. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 6 Wembley Court, Albany, New York 12205. LCD30002746 (February 12, 2003)

**NOTICE OF FILING OF THE ARTICLES OF ORGANIZATION OF JOHNSON CONTRACTING, LLC**

1. The name of the Company is: Johnson Contracting, LLC

## LEGAL NOTICE

2. The Articles of Organization of the Company were filed with the Secretary of State on January 2, 2003.  
3. The County within the State of New York in which the Company's office is to be located is Schenectady.  
4. The Secretary of State is designated as agent of the limited liability company upon whom process against it may be served and the post office address within or without this state to which the Secretary of State shall mail a copy of any process against the Company served upon him or her is:  
c/o Wallace I. Johnson  
8313 Duanesburg Road  
Route 7  
Delanson, New York 12053  
5. The registered agent of the limited liability company upon whom process against the liability company may be served is: Wallace I. Johnson, 8313 Duanesburg Road, route 7, Delanson, New York 12053.  
6. The character of the business is to conduct any lawful business activity for profit that is not otherwise prohibited by the laws of the State of New York. LD30002721 (February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of Kforce Flexible Solutions, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 12/03. Office location: Albany County. LLC formed in Florida (FL) on 12/20/02. 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: 1001 East Palm Ave., Tampa, FL 33605.  
Arts. of Org. filed with FL Secy. of State., Div. of Corps., 409 East Gaines St., Tallahassee FL 32399.  
Purpose: any lawful activity. LD30002694 (February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of L F G Technologies Development LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 12/16/02. Office Location: Albany county. LLC formed in Illinois (IL) on 11/7/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail a copy of process to: c/o Corporation Service Co. 80 State St., Albany, NY 12207, registered agent upon whom process may be served. IL address of LLC: 9550 W. 55th St., Suite A, McCook, IL 60525. Arts. of Org. filed with IL Secy. of State, Dept. of Business Services, Rm. 351, Howlett Bldg., Springfield, IL 62756. Purpose: any lawful activity. LD 30002676 (February 12, 2003)

## LEGAL NOTICE

**LL3, LLC** Notice of formation of the above Limited Liability Company ("LLC"). Articles of Organization filed with the Secretary of State of NY ("SSNY") on 11/13/2002. 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 any such process served to: the LLC, 10 Airline Drive, Albany, New York 12205. Purpose: any lawful business purpose. LCD30002750(B) (February 12, 2003)

## TOWN OF BETHLEHEM

**BOARD OF APPEALS**  
**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 continuation of a public hearing on Wednesday, February 19, 2003 at 7:30 p.m. at the Town Offices, 445 Delaware Avenue, Delmar, New York to take action on application of Michael Carey, 31 Oakwood Road, Glenmont, New York for Special Exception under Article VI, Permitted Uses, Section 18-17(B)(15) Motor Vehicle Sales Agency of the Code of the Town of Bethlehem to Operate a Motor Vehicle Sales Agency with outdoor sales display and storage at premises 90 Delaware Avenue, Delmar, New York 12054.

Michael C. Hodom  
Chairman  
Board of Appeals LD30002805  
(February 12, 2003)



## LEGAL NOTICE

## 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 19, 2003 at 7:45 p.m. at the Town Offices, 445 Delaware Avenue, Delmar, New York to take action on application of Michael and Lori Morelli, 3 Bain Drive, Delmar, New York 12054 for Area Variance under Article XII, Percent of Lot Occupancy, Section 128-50, Single Family Dwellings, of the Code of the Town of Bethlehem for construction of an addition which will exceed the Percent of Lot Occupancy at premises 3 Bain Drive, Delmar, New York 12054.

Michael C. Hodman  
Chairman  
Board of Appeals  
LD30002803  
(February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of Miller Place Realty, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 1/14/03. Office location: Albany County. LLC formed in Delaware (DE) on 12/5/02. 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., (CSC) 80 State St., Albany, NY 12207. DE address of LLC: c/o CSC, 2711 Centerville Rd., Suite 400, Wilmington, DE 19808. Arts. of Org. filed with DE Secy. of State, Div. of Corps., 401 Federal St., Dover, DE 19901. Purpose: any lawful activity. LD30002740 (February 12, 2003)

## NOTICE OF FORMATION OF A LIMITED PARTNERSHIP

(“LP”) The name of the LP is Montrose Partners of Albany, L.P. The Certificate of Limited Partnership was filed with the New York State Secretary of State on December 24, 2002. The purpose of the LP is to engage in any lawful act or activity. The office of the LP is to be located in Albany county. The Secretary of State is designated as the agent of the LP upon whom process against the LP may be served. The address to which the Secretary of State shall mail a copy of any process against the LP is 596 New Loudon Road, Latham, New York 12110. LD30002680 (February 12, 2003)

## LEGAL NOTICE

MY OWN, LLC: Notice of formation of the above Limited Liability Company (“LLC”). Articles of Organization filed with the Secretary of State of NY (“SSNY”) on 1/13/2002. 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 any such process served to: the LLC, 10 Airline Drive, Albany, New York 12205. Purpose: any lawful business purpose. LD30002750(C) (February 12, 2003)

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

The name of the LLC is COURT ROYALE APARTMENTS, LLC. The Articles of Organization of the LLC were filed with the NY Secretary of State on January 22, 2003. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 2 Tower Place, Albany, New York 12203. LD30002786 (February 12, 2003)

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

The name of the LLC is NXIUM PROPERTIES, LLC. The Articles of Organization of the LLC were filed with the NY Secretary of State on January 23, 2003. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall

## LEGAL NOTICE

mail a copy of any process against the LLC is 455 New Karner Road, Albany, New York 12205. LD30002777 (February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of OUTBACK STEAKHOUSE-NYC, LTD. Authority filed with Secy. of State of N.Y. (SSNY) on 1/21/03. Office location: Albany County. LP formed in Florida (FL) on 1/8/03. SSNY designated as agent of LP 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. FL address of LP: 2202 North West Shore Blvd., 5th Fl, Tampa, FL 33607. Name/address of each genl. ptr. available from SSNY. Cert. of LP filed with FL Secy. of State, Div. of Corps., P.O. Box 6327, Tallahassee, FL 32314. Purpose: any lawful activity. LD 30002763 (February 12, 2003)

## LEGAL NOTICE

NOTICE OF FORMATION OF LIMITED LIABILITY COMPANY. NAME: PAULSEN DEVELOPMENT COMPANY OF ALBANY, LLC. Articles of Organization were filed with the Secretary of State (SSNY) on 12/04/02. 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, 5 Palisades Drive, Albany, New York 12205. Purpose: for any lawful purpose. LD30002705 (February 12, 2003)

## LEGAL NOTICE

NOTICE OF FORMATION OF LIMITED LIABILITY COMPANY. NAME: PET SAR, LLC. Articles of Organization were filed with the Secretary of State of New York (SSNY) on 01/09/03. 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, 126 Clermont Street, Albany, New York 12203. Purpose: For any lawful purpose. LD30002738 (February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of Sara Lee/DE International B.V. Authority filed with Secy. of State of N.Y. (SSNY) on 1/30/03. Office location: Albany County. LLC formed in The Netherlands 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: c/o Corporation Service Co., 80 State St., Albany, NY 12207, registered agent upon whom process may be served. The Netherlands address of LLC: Vleutensvaart 100, 3532 AD Utrecht, The Netherlands. Arts. of Org. filed with Chamber of Commerce and Industries for Utrecht and Region, Kroonstraat 50, 3511 RC Utrecht, The Netherlands. Purpose: any lawful activity. LD30002804 (February 12, 2003)

## NOTICE OF FORMATION OF SCHEUEURMAN

& SCHEUEURMAN, LLP On January 22, 2003, a Certificate of Registration of Scheueurman & Scheueurman, LLP was filed with the Secretary of State of the State of New York. The office of the NY registered limited liability partnership is located in Albany County. The Secretary of State of the State of New York is designated as the agent of the registered limited liability partnership upon whom process against it may be served and the post office address within New York State to which the Secretary of State shall mail; a copy of any process against it served upon him or her is 3 Park Edge Lane, Delmar, New York 12054. The purpose of the registered limited liability partnership is for Law, and any other business or activity as to which a partnership without limited partners may be formed, provided that such business or activity is not prohibited by any other law of the New York State or any other rule adopted by the appropriate appellate division of the supreme court or the court of appeals of the State of New York. LD30002764 (February 12, 2003)

## LEGAL NOTICE

SHOPPING CENTER DEVELOPMENT CO., III, LLC Notice of formation of a domestic Limited Liability Company. (LLC) Articles of Organization filed with the New York Secretary of State on November 4, 2002. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 596 New Loudon Road, Latham, New York 12110. LD30002708 (February 12, 2003)

## LEGAL NOTICE

SHOPPING CENTER DEVELOPMENT CO. II, LLC Notice of formation of a domestic Limited Liability Company. (LLC) Articles of Organization filed with the New York Secretary of State on November 1, 2002. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 596 New Loudon Road, Latham, New York 12110. LD30002707 (February 12, 2003)

## NOTICE OF FORMATION OF A LIMITED PARTNERSHIP (“LP”)

The name of the LP is Somerset Associates Acquisition Company, L.P. The Certificate of Limited Partnership was filed with the New York State Secretary of State on January 8, 2003. The purpose of the LP is to engage in any lawful act or activity. The office of the LP is to be located in Albany County. The Secretary of State is designated as the agent of the LP upon whom process against the LP may be served. The address to which the Secretary of State shall mail; a copy of any process against the LP is 2 Tower Place, Albany, New York 12203. LD30002712 (February 12, 2003)

## NOTICE OF FORMATION OF A LIMITED PARTNERSHIP (“LP”)

The name of the LP is Somerset Associates, L.P. The Certificate of Limited Partnership was filed with the New York State Secretary of State on January 8, 2003. The purpose of the LP is to engage in any lawful act or activity. The office of the LP is to be located in Albany County. The Secretary of State is designated as the agent of the LP upon whom process against the LP may be served. The address to which the Secretary of State shall mail a copy of any process against the LP is 2 Tower Place, Albany, New York 12203. LD30002713 (February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of Stock Yards Meat Packing Company, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 12/26/02. Office location: Albany County. LLC formed in Delaware (DE) on 12/19/02. 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: 9755 Patuxent Woods Drive, Columbia, MD 21046. Arts. of Org. filed with DE Secy. of State, 32 Lockerman Square, Dover, DE 19901. Purpose: any lawful activity. LD30002693 (February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of Teleglobe USA II LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 12/30/02. Office location: Albany County. LLC formed in Delaware (DE) on 12/19/02. 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:

## LEGAL NOTICE

11495 Commerce Park Dr., Reston, VA 20191. Arts. of Org. filed with DE Secy. of State, Div. of Corps., 401 Federal St., Ste. 4, Dover, DE 19901. Purpose: any lawful activity. LD30002718 (February 12, 2003)

## NOTICE OF QUALIFICATION OF TELEGLOBE USA LLC. AUTHORITY

filed with Secy. of State of N.Y. (SSNY) on 12/30/02. Office location: Albany County. LLC formed in Delaware (DE) on 12/19/02. 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: 11495 Commerce Park Dr., Reston, VA 20191. Arts. of Org. filed with DE Secy. of State, Div. of Corps., 401 Federal St., Ste. 4, Dover, DE 19901. Purpose: any lawful activity. LD30002695 (February 12, 2003)

## NOTICE OF QUALIFICATION OF

Teleglobe USA III LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 12/30/02. Office location: Albany County. LLC formed in Delaware (DE) on 12/19/02. 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: 11495 Commerce Park Dr., Reston, VA 20191. Arts. of Org. filed with DE Secy. of State, Div. of Corps., 401 Federal St., Ste. 4, Dover, DE 19901. Purpose: any lawful activity. LD30002696 (February 12, 2003)

## LEGAL NOTICE

NOTICE OF FORMATION OF THWB, LLC Under Section 206 of the New York Limited Liability Company Law, notice is hereby given of the formation of the above-named Limited Liability Company. 1. The name of the Limited Liability Company shall be THWB, LLC (the “Company”). 2. The Company’s Articles of Organization were filed with the Secretary of State on February 3, 2003. 3. The principal office of the Company shall be located in Albany county, New York. 4. The Secretary of State is designated as the agent of the Company upon whom process against the Company may be served. The post office address to which the Secretary of State shall mail a copy of any process against the Company served upon such Secretary of State is 1757 Central Avenue, Albany, New York 12205. 5. The purpose of the Company shall be to engage in any lawful act or activity for which limited liability companies may be formed under the New York Limited Liability Company Law. LD30002800 (February 12, 2003)

## NOTICE OF PUBLIC HEARING

TOWN OF BETHLEHEM, ALBANY COUNTY NOTICE IS HEREBY GIVEN that the Town Board of the Town of Bethlehem, Albany County, New York will hold a public hearing on February 26, 2003 at 7 p.m. at the Town Hall, 445 Delaware Avenue,

## LEGAL NOTICE

Delmar, NY regarding the Renewal of the Time Warner Cable Franchise Agreement. Copy of the renewal agreement is available in the Town Clerk’s office, 445 Delaware Avenue, Delmar, for review. All parties in interest and citizens will have an opportunity to be heard at the said hearing. The Town of Bethlehem provides reasonable accommodations for the disabled. Disabled individuals who need assistance in order to participate should contact Nan Lanahan at 439-4131. Advanced notice is requested. BY ORDER OF THE TOWN BOARD: TOWN OF BETHLEHEM Kathleen A. Newkirk, CMC RMC; TOWN CLERK DATED: January 29, 2003 LD30002801 (February 12, 2003)

## LEGAL NOTICE

TRI CITY RENTALS, L.L.C., Notice of formation of a domestic Limited Liability Company. (LLC) Articles of Organization filed with the New York Secretary of State on January 13, 2003. The purpose of the LLC is to engage in any lawful act or activity. The office of the LLC is to be located in Albany County. The Secretary of State is designated as the agent of the LLC upon whom process against the LLC may be served. The address to which the Secretary of State shall mail a copy of any process against the LLC is 2 Tower Place, Albany, New York 12203. LD30002743 (February 12, 2003)

## NOTICE OF FORMATION OF LLC

Articles of Organization for TRI-CITY CANCER CARE, LLC were filed with the Secretary of State of New York on January 2, 2003. Office located in Albany County. The Secretary of State has been designated as agent upon which process may be served and a copy of process shall be mailed by the Secretary of State to the LLC at 1 Danker Avenue, Albany, New York 12206. Purpose: for any lawful activity for which limited liability companies may be formed under the law. LD30002788 (February 12, 2003)

## NOTICE OF FORMATION OF LLC

Twin Technologies, LLC, filed Articles of Organization with the New York Secretary of State on December 26, 2002. 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 Twin Technologies, LLC, 14 East Bayberry Road, Glenmont, New York 12077. 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. LD30002699 (February 12, 2003)

## NOTICE OF FORMATION OF LLC

Articles of Organization for TWO GUYZ REALTY, LLC were filed with the Secretary of State of New York on November 25, 2002. Office located in Albany County. The Secretary of State has been designated as agent upon which process may be served and a copy of process shall be mailed by the

## LEGAL NOTICE

Secretary of State to the LLC at III Winners Circle, Albany, New York 12205. Purpose: for any lawful activity for which limited liability companies may be formed under the law. LD30002806 (February 12, 2003)

## NOTICE OF QUALIFICATION OF

Voiccom Telecommunications, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 12/5/02. Office location: Albany County. LLC formed in Delaware (DE) on 2/26/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation Services Co., 80 State St., Albany, NY 12207, registered agent upon whom process may be served. Principal office of LLC: c/o Gores Technology Group., 18077 Wilshire Blvd., Suite 1805., Los Angeles, CA 90024. Art. of Org. filed with DE Secy. of State, 401 Federal St., Dover, DE 19901. Purpose: any lawful activity. LD30002685 (February 12, 2003)

## LEGAL NOTICE

NOTICE OF QUALIFICATION OF WESCO Real Estate I, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 1/27/03. Office location: Albany County. LLC formed in Delaware (DE) on 11/6/02. 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. DE address of LLC: 103 Foulk Rd., Suite 200, Wilmington, DE 19803. Arts. of Org. filed with DE Secy. of State, Corps. Div., 401 Federal St., Dover, DE 19901. Purpose: any lawful activity. LD30002782 (February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of WESCO Real Estate III, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 11/21/02. Office location: Albany County. LLC formed in Delaware (DE) on 11/6/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation System, 80 State St., Albany, NY 12207, registered agent upon whom process may be served. DE address of LLC: 103 Foulk Rd., Suite 200 Wilmington, DE 19803. Arts. of Org. filed with DE Secy. of State, Corps. Div., 401 Federal St., Dover, DE 19901. Purpose: any lawful activity. LD30002791(A) (February 12, 2003)

## LEGAL NOTICE

Notice of Qualification of WESCO Real Estate IV, LLC. Authority filed with Secy. of State of N.Y. (SSNY) on 11/5/02. Office location: Albany County. LLC formed in Delaware (DE) on 10/24/02. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail copy of process to: c/o Corporation System, 80 State St., Albany, NY 12207, registered agent upon whom process may be served. DE address of LLC: 103 Foulk Rd., Suite 200, Wilmington, DE 19803. Arts. of Org. filed with DE Secy. of State, Corps. Div., 401 Federal St., Dover, DE 19901. Purpose: any lawful activity. LD30002791(B) (February 12, 2003)

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# Matters of Opinion

## Letter on dog park was inaccurate

Editor, The Spotlight:

Arthur Scheuermann's letter to the editor of Feb. 5 included inaccuracies that we feel should be addressed.

One would assume from his letter that the lights at the dog park were paid for by taxpayers. In fact, dog park users are charged a fee, and the park does

not cost taxpayers any money. This point was made at the town board meeting concerning the lighting that he attended, so it is difficult to understand his confusion.

Again, his contention that tower lighting (stadium-type) would be installed is inaccurate. It was explained at the meeting

that the "lights" were to consist of one pole, donated and installed by Verizon, with one light facing the back of the park.

The purpose of the light was to allow dog owners who work during the day the opportunity to bring their dogs to the park during winter months.

Moreover, the houses to which Mr. Scheuermann refers are across from a water tank and a parking lot, and they both have lights directed toward the highway and houses.

The dog park is enjoyed by many residents, and we encourage anyone who has a dog to get a permit and take advantage of the opportunity to exercise their pet and meet their neighbors.

Susan Bush of Slingerlands, Kevin Quinn and Theresa and Bob Henessy of Glenmont, and Lori Fitzsimmons, Jeff Lozman, Sue Coppola and Jennifer Shumelda, all of Delmar

## Town board was wrong in treatment of Nelson

Editor, The Spotlight:

I have been a subscriber to *The Spotlight* for many years, but I have never read a story as distressing to me as the front page story in the Jan. 22 issue.

It publicly announced the bumping of Marcia Nelson as a longtime member of the planning board.

The reason that was given was that even though she did a good job, she had been around long enough. Talk about discrimination.

When someone like Marcia has worked hard and faithful over the years, you don't just dump her. Your reward her. The town board did her a great injustice.

I first became acquainted with Marcia back in the old days when we had such town notables as Bert Kohinke, Otto DeHeus and our mutual neighbor, Don Burton. In those days, I worked with Don and later with Ed Rook as a committee-man.

I saw then how devoted and dedicated Marcia was toward town government. She does not deserve the public humiliation she suffered without warning because the town board decided to dump her.

I can feel the hurt and disappointment she must be going through. I truly believe the board owes her an apology.

Edward A. Fitzgerald  
Haines City, Fla.

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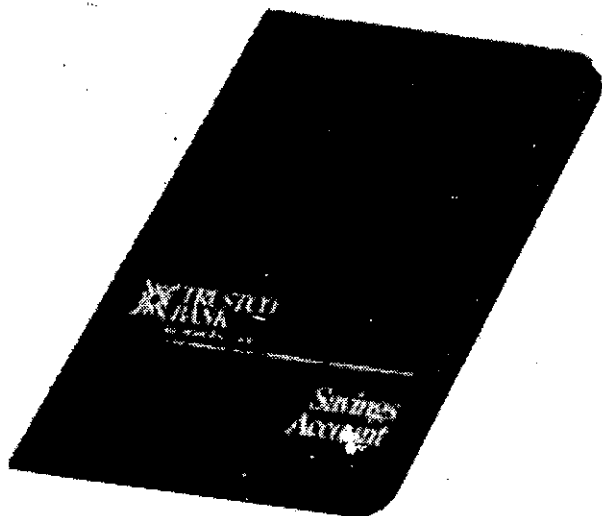
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# St. Matthew's to host Sports Night

The seventh annual St. Matthew's Sports Night will be held on Thursday, Feb. 13, in the social hall at St. Matthew's.

Neil Berkman from the Siena men's basketball coaching staff will be the featured speaker. There will be sports trivia, contests, food and prizes.

The cost is \$5 per person and all parishioners and friends are welcome.

For reservations, call 765-2805 ext. 9 or Tom Walter at 765-2768.

## Town board to meet

The New Scotland town board meets today, Feb. 12, at 7 p.m. at town hall on Route 85.

## Nursery school schedules drawing

Voorheesville Community Nursery School will be holding a drawing for places in the next class on Thursday, Feb. 13, at 7 p.m. in the social hall at First United Methodist Church of Voorheesville on Maple Avenue.

There are still openings for children who will be 4 by Dec. 1, 2003.

## PTA to meet

The next regular PTA meeting will be on Thursday, Feb. 13, at 7:30 p.m. at the elementary school.

## Legion to serve breakfast and steak roast

Voorheesville American Legion Post 1492 will serve an all you can eat breakfast and a mid-winter steak roast on Sunday, Feb. 16.

Breakfast will be from 8 to 11:30 a.m. and the roast will be held at 4 p.m.

Breakfast will feature eggs (made to order), bacon, sausage, french toast, home fries, toast, coffee, tea and juice. It costs \$5 for adults and \$3 for children under 8.

The steak roast costs \$13 and is by reservation only by Feb. 14. To make a reservation, call the Legion at 765-4712.

## Schools to close for winter recess

Schools in the district will be closed from Feb. 17 through 21 for the mid-winter recess.

## NEWS NOTES

**Voorheesville**  
**Betsy Glath**  
**765-4415**



## Parenting class set

Voorheesville Elementary School is offering a series of three programs on Systematic Training for Effective Parenting in the school library.

Classes are set for Wednesdays, Feb. 28, and March 12, and Thursday, March 27, from 6:30 to 8:30 p.m.

Childcare will be provided. For information call Suzanne Paulson at 765-2382, ext. 518.

## PTA book fair

The PTA will sponsor a Scholastic book fair in the elementary school cafeteria on Thursday and Friday, Feb. 27 and 28, from 5 to 8:30 p.m. and Saturday, March 3, from 10 a.m. to 2 p.m.

## Dinner dance slated

The Youth Ministry at St. Matthew's Church will sponsor an evening out for adults on Saturday, March 1, from 6:30 to 10:30 p.m.

Dinner, with a choice of chicken or salmon, will be prepared by a professional chef, and there will also be music. Tickets can be purchased at the church for \$25 per person. Tables of eight can be reserved.

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# Bethlehem Central schedules kindergarten registration

The Bethlehem Central School District will hold registration for new kindergarten students the week of March 3 at all five elementary schools.

Registration packets will be mailed on Feb. 14.

If you have a child who will be 5 years old by Dec. 1, 2003, and do not receive a registration form by the third week of February, contact the Early Learning Center at 478-0782.

Parents should register their children at their home elementary school.

If you do not know which is your home school, call the BC Transportation Department at 439-3830.

An orientation program for parents of incoming children is scheduled for Feb. 27, at 7 p.m. in the Slingerlands Elementary School gymnasium.

For information, call 478-0782.

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Presented by: Michael Dinneen, Field Representative  
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Hosted by: Christopher J. Cassidy  
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RSVP to Library Information desk  
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# College planner to present program Potter film to air Feb. 17

High school juniors and their parents should plan to attend a working session at the library which will focus on post-high school planning.

Certified educational planner Sally Ten Eyck will discuss specific steps to take in starting the two-year and four-year college search.

She will focus on resume preparation, testing, timing, course selection, extracurricular activities, how to work with your guidance counselor and other educational options.

The information in this presentation will help you start your search and is guaranteed to reduce the stress that often goes along with this process.

Sign-up is necessary for this program, which will be held at 7 p.m. on Tuesday, March 11. Call the reference desk now to register.

## Voorheesville Public Library



### Vacation activities

Two School's Out, Library's In programs are planned for kids during school vacation week.

On Feb. 18 at 10:15 a.m., kids in kindergarten through third grade are invited to A Magic Tree House Party based on the series of books by Mary Pope Osborne.

If you are in grades two to five, you can learn to plant a peanut butter sandwich on Feb. 19 at 2:30 p.m. Come prepared for fun. Sign up at the reference desk.

### Veterans exhibit

There is a display of veterans memorabilia in our showcase which was put together by the town of New Scotland Historical Association and includes some

interesting photographs of town residents during the war years.

Voorheesville artist Diane Shedd Wozniak has her watercolor paintings hanging in the hall gallery. Be sure to see both exhibits the next time you are in the library.

### Food for Fines

Food for Fines is going on at the library now through Feb. 28. Return your overdue items with a canned good or nonperishable food item for a fine reduction.

Food donations will benefit the New Scotland Food Pantry.

There will be no regular story times during the week of Feb. 17. For information, visit our Web site at [www.voorheesvillelibrary.org](http://www.voorheesvillelibrary.org).

Barbara Vink

Wizardry, daring escapes, some presto-change-o and a magical book will amaze and astound you at the library during school vacation week. All programs begin at 2 p.m.

The Harry Potter film that

On Wednesday, Feb. 19, learn and perform a trick or two in "Be A Magician!" — a program for children in kindergarten and first grade.

Fans of Mary Pope Osborne's Magic Tree House series can join in book discussions, games, and trivia questions on Thursday, Feb. 20. The program is appropriate for children in grades two to four; prior reading of some of the books is recommended.

The magic word is "register." Call 439-9314.

### Nonfiction group meets tonight

Nonfictionados, the library's nonfiction book discussion group, meets tonight, Feb. 12, at 7 p.m. to discuss *Undaunted Courage: Meriwether Lewis, Thomas Jefferson and the opening of the American West* by Stephen Ambrose.

Drawing from Lewis' private journal, this book provides a broad social overview of a young America and a keen insight into a remarkable young man.

New members are welcome. Call 439-9314 to register.

### Holiday hours

A reminder that the library will close at 5 p.m. on Presidents Day, Monday, Feb. 17.

Louise Grieco

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## V'ville

(From Page 1)

then. This means that even if the district is granted more state funds, the news will not come before the budget vote.

"Once we adopt a budget, it can't be increased," McCartney said, leaving the district with no way to spend any additional funds.

McCartney remembered another year when school aid was significantly cut, "In 1990, over

**The public feels the facilities should be available to them. They have invested in them. No reason why people in the district should be charged.**

Bill Childs

6,000 teachers lost their jobs (across the state) and twice as many support staff."

"We keep talking to legislators, stressing that we need them to make a decision. The budget has to be passed by May 1 or 2, so people at the polls know what they are voting on," McCartney said later.

There is a spending cap of 1.9 percent over last year's expenditures.

"We would have to cut programs to meet that cap," McCartney added. "Everything is relative. Some small schools would have to raise taxes by 20 percent to raise a million dollars. In Voorheesville, it would be about 10 percent."

On a lighter note, high school Principal Mark Diefendorf reported on the Jan. 31 Faculty Showcase. About 250 people attended the fund-raiser for the theater and arts program. All levels — elementary, middle and high school — and the faculty, administration and school board were involved.

In other business, school business official Sarita Winchell, advised the board on the condition of the bus fleet.

"We bought five buses in 1990. They're really old now. We're currently looking at replacing our," she said.

Winchell said that the probable useful life of buses is five years. "It's not the engines that go on these vehicles, it's the bodies," she added.

By law, school districts must transport students to private

schools, she said. "It's not just getting Voorheesville kids to Voorheesville schools, it's getting kids to these other sites. We have to take kids to 25 sites other than Voorheesville," Winchell added.

She will bring a resolution for a bus purchasing plan to the March board meeting.

At the elementary school, Principal Ed. Diegel said there are 96 to 97 potential kindergarten students on the district census for the 2003-2004 school year.

"It's usually 70 to 80 kids at this point," Diegel said. "We have 83 to 84 in kindergarten now, which is larger than it's been."

Also at the elementary school, more than 20 families have already registered for an effective parenting workshop to be held on Feb. 27 and March 12 and 27 in the library.

In another matter, resident Bill Childs protested the fee schedule for facility use by non-school groups recently published in the "Use of Facilities Handbook."

"The public feels the facilities should be available to them. They have invested in them. No reason why people in the district should be charged. I respectfully request that the board review this," Childs said.

"In the past, some groups were charged and others were not. That's why Sarita (Winchell) was looking into it," McCartney said.

"We are going to be pressured to make the facilities available. We want to be sure that what we do isn't terribly upsetting to the community," board member Jim Coffin added. "We've tried to establish fees that are fair and easily handled by community groups. It provides us a framework to reduce problems. We need something like this."

Board member Robert Baron agreed, "I'm comfortable with what it says. I've read it twice now. If anything, we err on the side of being low instead of on the side of being high."

The board then voted unanimously in favor of the fee schedule.

The next school board meeting is scheduled for 7:30 p.m. on Monday, March 3, in the high school commons.

## Expansion

(From Page 1)

construction managers from Sano Rubin cautioned that the figures used in the estimates are based on costs of similar Capital District school projects under way or recently completed. Actual costs may vary and will not be known until contractors bid on projects finally adopted by the board.

The committee examined all the elementary schools, the Early Learning Center and about half of the proposed high school projects. The process will continue at the meeting scheduled for Feb. 10, and the committee hopes to finish high school considerations and the middle school at that meeting.

Details of those costs are

available on the district's Web site. The material will also be available at the Feb. 10 meeting, and the public is encouraged to participate.

If all recommendations are adopted by the board, the total \$82.3 million cost will be broken down this way: classrooms, \$37.1 million or 45 percent; core facilities, \$14.7 million or 18 percent; site work, \$3.4 million or 4 percent; maintenance construction, \$20 million or 24 percent; and technology, \$7.2 million or 9 percent.

One concern discussed at the meeting was a change Gov. George Pataki has proposed in the way the state provides aid to districts for building projects. He proposed establishing a committee to develop criteria for

analyzing proposed projects, and said aid would be distributed on some priority basis established by the committee.

"This has been proposed by the governor in previous budgets and has been consistently rejected by the Legislature," school Superintendent Les Loomis said.

He reminded the committee the district is still obligated to study upgrades of its facilities to address the overcrowding and other necessary upgrades, despite looming state aid reductions.

The financial side of the process is the responsibility of the board to develop, he added.

The issue is expected to go before voters in a bond issue later this year or next year.

## BCHS graduate endows scholarship

A 1975 SUNY Potsdam alumnus and his wife, a 1977 Bethlehem Central High School graduate, will be providing scholarships to freshmen planning to attend the college from their hometowns. Steve and Darcy (Lenden) Immerman are recognizing and encouraging leadership and initiative with the Immerman/Lenden Scholarship that will follow selected students through their four undergraduate years at SUNY Potsdam.

The Immermans created an endowed scholarship through the Campaign for Potsdam. Two high school seniors, one from Darcy's hometown of Delmar, and one from Steve's hometown of Malone, will each receive a partial scholarship of \$300 for their freshman year at SUNY Potsdam.

The scholarships are renewable at a \$200 level for their remaining three undergraduate years as long as the students maintain a specified grade point average. The scholarship will soon be fully endowed and will continue into perpetuity, building to a maximum of eight awards given each and every year to students from Delmar and Malone. The first scholarships will be awarded to students entering in the fall of 2003.

"We feel that the successes that we've had are because of our families and from the learning environments that we came from when we went to college," Darcy said. "Since we feel that Potsdam is a very special place, we want to encourage students from our hometowns that may be considering attending a SUNY school to take a longer and harder

look at Potsdam College."

After graduating from Bethlehem Central, Darcy attended Rochester Institute of Technology where she majored in business administration. She is currently vice president of business development for Alliant Energy — Cogenex of Lowell, Mass. Darcy is a member of the board of the Urban League of Eastern Massachusetts, where she is chair of the campaign committee.

After graduating from Potsdam, Steve received a master's in counseling and an Ed.S from

SUNY Albany. Steve is in his 23rd year at Massachusetts Institute of Technology, having served in a variety of administrative roles. He is currently director of enterprise services and is also staff to the executive vice president. Steve serves as vice president of the SUNY Potsdam College Foundation, is on the Capital Campaign Cabinet and chair of the Development Committee.

Steve married Darcy Lenden in 1981. They live in Scituate, Mass., with their sons, Eric and Ted.



### Good Samaritan Senior Living

by Lee Bormann  
President/C.E.O.



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# Obituaries

## Wilfred Boyer

Wilfred Boyer, 80, of Voorheesville died Saturday, Feb. 8, at Our Lady of Mercy Life Center in Guilderland.

Born in Cohoes, he was a longtime resident of Voorheesville. Mr. Boyer was the proprietor of Boyer Sign Service for 45 years.

He served in the Marine Corp in Guadalcanal and was a recipient of the Purple Heart. Survivors include his wife, Madeline Bresor Boyer; a daughter, Cynthia Cass of Voorheesville; a son, Wayne Boyer of Altamont; a sister, Loretta of Fitchburg, Mass.; six grandchildren; and five great-grandchildren.

Mr. Boyer donated his body to the Anatomical Gift Program at Albany Medical College.

A memorial Mass will be celebrated at 10:30 a.m. Saturday, Feb. 15, at St. Matthew's Church in Voorheesville.

Arrangements are by the Fredendall Funeral Home in Altamont.

Contributions may be made to the Alzheimer's Association, 85 Watervliet Ave., Albany 12206 or Our Lady of Mercy Life Center, 2 Mercy Care Lane, Guilderland 12084.

## Richard Shultes

Richard L. Shultes, 57, of Delmar died Saturday, Feb. 8, at

his home.

Born in Albany, he was an Army veteran of the Vietnam War.

Mr. Shultes was shop manager of Closet Crafters & More in Albany. He previously worked as a self-employed painting contractor. He was an avid NASCAR fan and enjoyed camping and fishing.

Survivors include his wife, Carol Oakley Shultes; two daughters, Tricia Bulatao of Clifton Park and Christy Smith of Clarksville; a stepson, Floyd Appleby of Slingerlands; a stepdaughter, Terri Bleichert of Ravena; a brother, Robert Shultes of Glenmont; three sisters, Pat Burnett of Feura Bush, Norma Beach of Westfield, Mass., and Barbara Jean Thomas of Clifton Park; and four grandchildren.

Calling hours will be from 4 to 6 p.m. today, Feb. 12, at the Applebee Funeral Home, 403 Kenwood Ave., Delmar. The funeral service will be at 6 p.m.

Spring burial will be in Oneshuethaw Cemetery.

Contributions may be made to Community Hospice Home Care, 445 New Karner Road, Colonie 12205.

Gardiner, Maine, and formerly of Delmar, died Wednesday, Feb. 5, at Orbinson Health Care Facility in Gardiner.

Born in Utica, he was educated in New York.

He was an Army veteran of World War II, serving in the medical corps in the Pacific Theater.

Mr. Johnson worked for the state for many years.

He enjoyed traveling, high school football and big band music.

He was husband of the late Nancy Morris Johnson.

Survivors include two stepdaughters, Kathleen Anagnostis and Kathleen Diane Davalla of Gardiner and Cape Coral, Fla.; four step-grandchildren; and four step-great-grandchildren.

Arrangements were by the Staples Funeral Home in Gardiner.

Spring burial and services will be in Bethlehem Cemetery in Delmar.

## Geraldine Weiner

Geraldine Biscotti Weiner, 67, of Derzee Court in Delmar died Monday, Feb. 3, at Community Hospice of Albany County at St.

Peter's Hospital.

Born in Albany, she was a lifelong resident of the Capital District.

She was a graduate of the former Vincentian Institute and The College of Saint Rose.

Mrs. Weiner was a school teacher in Albany for many years before she retired.

She was an avid golfer and bridge player. She was a member of the Congregation Beth Emeth in Albany.

She was the widow of Joseph Biscotti.

Survivors include a son, Joseph Biscotti of Delmar; a brother, Charles Padula of Niskayuna; and two sisters, Dorothy Thornton and Virginia Rest, both of Guilderland.

Services were from the Church of St. Thomas the Apostle in Delmar and Levine Memorial Chapel in Albany. Graveside services were from St. Agnes Cemetery in Menands.

Contributions may be made to Community Hospice of Albany County 295 Valley View Blvd., Rensselaer 12144.

## Blanche Stack

Blanche Marie Stack, 85, of Slingerlands died Tuesday, Feb. 4, at St. Peter's Hospital in Albany.

Born in Putnam, Conn., she was a graduate of Sherbrook Hospital School of Nursing.

After raising her family, she became a library assistant at the Plainview School District on Long Island.

She was the widow of William Nathaniel Stack.

Survivors include two sons, Michael J. Stack of Alexandria, Va., and Christopher E. Stack of Northport, Long Island; a daughter, Patricia Scripps of Loudonville; and five grandchildren.

Services were from St. Pius X Church in Loudonville.

Burial will be in St. Mary's Cemetery in Clinton.

Contributions may be made to the Mohawk & Hudson River Humane Society, Oakland Avenue, Menands 12204 or St. Peter's Hospital, 315 S. Manning Blvd., Albany 12208.

## Frances Mahler

Frances Ida Mahler, 83, of Augusta Nursing and Rehabilitation Center in Virginia, and formerly of Selkirk, died Monday, Feb. 3, at the center.

Born in Albany, she attended Staunton Alliance Church.

Survivors include her husband, George Mahler; two daughters, Nancy DeYoe of Virginia and Kathleen Pasquale of Staten Island; two sons, James Mahler of Warrensburg and Keith Mahler of Selkirk; three sisters, Mary Kellam and Phyllis Skidmore, both of Greenville, and Olive Schnare of Climax; a brother, Everett Kellam of Ravena; 16 grandchildren; and 13 great-grandchildren.

Services were from the Babcock Funeral Home in Ravena.

Spring burial will be in Chestnut Law Cemetery in New Baltimore.

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by Diane Burman, Center Assistant Executive Director, dianeb@saaajec.org  
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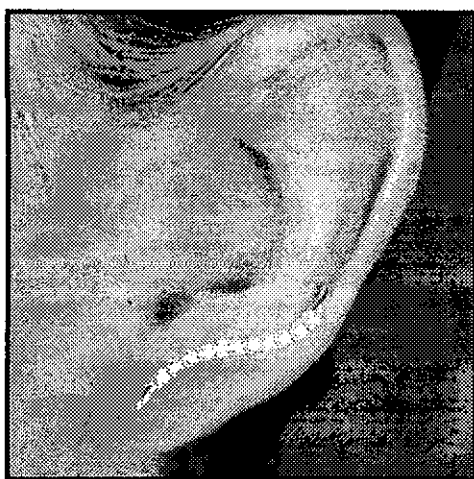
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Guilderland, Voorheesville and Colonie School Districts. Currently, we have children from all these area school districts attending our program.

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## CALENDARS ♦ ARTS & ENTERTAINMENT

By DONNA J. BELL

**G**otta dance? Then head out to Saratoga Springs this weekend for the 16th annual Dance Flurry, a three-day festival of music and dance held each February in Saratoga Springs.

This year more than 3,500 spectators will gather to dance and enjoy the music of more than 600 performers.

"It's a very joyful event," said publicity director Saul Rigberg. "It's affirming of human values. It's different from the feelings you get doing watching a football game on TV."

The first Dance Flurry, held in 1988, was a one-day festival at the Westmere Elementary School in Guilderland. More than 300 dancers attended, and the event was staffed entirely by 38 local and regional performers.

From those humble beginnings Dance Flurry has become one of the largest events of its kind in the country and showcases national and local talents. This year's event features dances that cover the globe, from Romanian folk, Chinese Ribbon and Irish step dancing to the waltz, West Coast swing, the hustle and hip hop.

Dancers can watch, join a workshop where beginner and advanced dancers are welcome or just sit back and enjoy the professionals at work.

Music lovers won't be disappointed - there will be old time jazz, blues, traditional Irish music, boogie woogie, country, Appalachian fiddle, rag time, polka and zydeco to name a few. And yes, even rock 'n' roll finds a venue at the event that runs from early morning until 2 a.m.

"Some of the groups headline on their own, and you'd pay the amount of admission to our event see just one of these groups," Rigberg said. "So, you really get your money's worth."

One of the headliners is a nationally famous musical quartet from Prince Edward Island, called Barachois. The group "fiddles and step dances at the same time," and is known for their distinctive and lively sound that is a mix of traditional and contemporary. Their sound is strongly influenced by Celtic, yet also incorporates innovative percussion, brass, harmonica and pump-organ.

The French Canadian quartet (named for "barachois," the pool that forms when tidal waters recede from the beach in eastern Canada), adapts the maritime music of the Acadians — descendants of 17th century French settlers or their homeland — with the songs and rhythms of the French Creole.

Other familiar groups will make appearances such as Doc Scanlon's Rhythm Boys and The Latin Kings. Since 1978 Doc Scanlon's Rhythm Boys have entertained with a blend of Big Band swing and Rhythm & Blues. Style and showmanship has made the Rhythm Boys

The Caravan Kids will perform their highly-skilled and spirited cornucopia of traditional melodies, rhythms, stories and languages from over fifteen cultures.



## Fancy footwork

*Dance Flurry festival to step it up in Saratoga Springs*

a popular concert and club attraction both on their own and in appearances with such performers as B.B. King, Asleep at the Wheel and the Count Basie Orchestra by slamming out turns by Louis Prima, Ray Charles, Glenn

Miller, The Temptations, Nat King Cole, Chuck Berry and Brian Setzer — put a dance floor in front of this band and flying feet fill it. Alex Torres and his 11 fellow Latin Kings are a 12 piece salsa/merengue/Latin jazz band based in Amsterdam. Formed more than 20 years ago, the Latin Kings have performed their original material throughout North and South America with a blend of jazzy, upbeat salsa, cha-cha and merengue.

There will also be several story tellers to keep the kids (and adults) entertained such as the Story Crafters and the Ivy Vine Players. Billed as a "one-woman show with a cast of 75," the Ivy Vine players is really storyteller Grian MacGregor who presents a puppet show through songs and tales. She has a unique approach to puppetry that involves using a wearable stage. Of course there will be

no shortage of dancers, including those from Ellen Sinopoli Dance Company, the premier modern dance company of the Capital District. In its 11th season as the resident dance company at The Egg, the company presents the innovative and artistically distinctive choreography of Artistic Director Ellen Sinopoli. The Capital District Scottish Country Dancers, the Kitchen Sync Cloggers, the Emma Willard Dance Company, dancers from the Schenectady High School of Fine Arts Dance Dept and many more local groups like the Hudson-Mohawk Traditional Dances (HMTD), a nonprofit organization dedicated to the enjoyment, preservation and study of traditional and historic dance and music of America and other parts of the world.

HMTD sponsors and runs Dance Flurry with a host of volunteers. There will also be food and craft vendors available throughout the weekend. The 2003 Dance Flurry will be held Feb. 14, 15, & 16 at the Prime Hotel & Conference Center (formerly the

Sheraton Saratoga Springs) at 534 Broadway and main venues include the Saratoga Springs city center, the casino, music hall and the Saratoga National Museum of Dance. The cost for the full festival, Friday through Sunday, is \$70 for adults, \$53 for seniors and students. Children under age 12 are free for all events. For Friday night only from 7 p.m. to 2 a.m., the cost is \$22 for adults and \$17 for seniors and students. All day Saturday will cost \$39 for adults and \$29 for seniors and students.

Either Saturday day from 9 a.m. to 7 p.m. or Saturday night from 3 p.m. - 2 a.m., the cost is \$22 for adults and \$17 for seniors and students.

Sunday from 9 a.m. to 6:30 p.m., the cost is \$22 for adults and \$17 for seniors and students. Parking is free, tickets are available at the site on the day of the event.

Information about tickets and the schedule of events can be found on the Dance Flurry Web site [www.danceflurry.org](http://www.danceflurry.org).



The Ellen Sinopoli Dance Company adds its sophisticated movements to the flurry.



The Commander Cody Band reports for duty with their unique sound.

# ARTS and ENTERTAINMENT

## Theater

### BEGUILLED AGAIN

Rodgers/Hart musical revue, Capital Repertory Theatre, 111 N. Pearl St., Albany, through Feb. 16, \$15. Information, 877-7529.

### HARVEY

fanciful rabbit comedy, New York State Theatre Institute, Schacht Fine Arts Center of Russell Sage College, Troy, through Feb. 15, \$19, \$16 for seniors and students, \$10 for children. Information, 274-3256.

### MACBETH

bloody Shakespeare, Home Made Theater, Spa Little Theater, Saratoga Springs State Park, weekends through March 2, \$19 and \$17. Information, 587-4427.

### MARK O'CONNOR'S HOT SWING TRIO

Troy Savings Bank Music Hall, State and Second streets, Feb. 13, 7:30 p.m., \$23 and \$26. Information, 273-0038.

### DEL MCCOURY BAND

The Egg at Empire State Plaza, Albany, Feb. 14, 7 p.m., \$24. Information, 473-1845.

### LINDA EDER

Proctor's Theatre, 432 State St., Schenectady, Feb. 14, 8 p.m., \$18, \$25 and \$35. Information, 346-6204.

### ALBANY SYMPHONY ORCHESTRA

playing works by Haydn, Ravel, Rorem and Faure, Troy Savings Bank Music Hall, State and Second streets, Feb. 14, 8 p.m., \$17, \$29 and \$36. Information, 273-0038.

### BUCKY PIZZARELLA

The Van Dyck, 235 Union St., Schenectady, Feb. 15, 7 and 9:30 p.m., \$22. Information, 381-1111.

### BARACHOIS

Proctor's Arcade, 432 State St.,

### STATE CAPITALS WEST OF THE MISSISSIPPI

## MAGIC MAZE

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

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

Austin	Honolulu	Olympia	Salem
Boise	Juneau	Phoenix	Santa Fe
Cheyenne	Lincoln	Pierre	Topeka
Helena	Little Rock	Sacramento	

Schenectady, Feb. 15, 8 p.m., \$17. Information, 346-6204.

### HAL KETCHUM

The Egg at Empire State Plaza, Albany, Feb. 16, 8 p.m., \$22. Information, 473-1845.

### ORLEANS

Northern Lights, Route 146, Clifton Park, Feb. 16, 8 p.m., \$12 in advance, \$15 at the door. Information, 371-0012.

### AZTEC TWO STEP

The Van Dyck, 235 Union St., Schenectady, Feb. 22, 7 and 9:30 p.m., \$20. Information, 381-1111.

### JOHNNY WINTER

The Egg at Empire State Plaza, Albany, Feb. 22, 8 p.m., \$22. Information, 473-1845.

Evolution's Big Bang, through March 12; Once Upon a Time: Fiction and Fantasy in Contemporary Art from the Whitney Museum, through March 9; Paul Robeson: Spirit of a Culture, through March 23; plus permanent collections, Empire State Plaza, Madison Avenue. Information, 474-5877.

### ALBANY INSTITUTE OF HISTORY AND ART

The Beatles: Then and Now, photos by Harry Benson, through March 2; plus exhibits on Hudson River School painting, American sculpture, Egypt and the history of Albany, 125 Washington Ave. Information, 463-4478.

### SCENECTADY MUSEUM

Spirit of Schenectady and Collection Highlights, Nott Terrace Heights. Information, 382-7890.

### ALBANY CENTER GALLERIES

161 Washington Ave., works by Louanne Genet Getty and Deborah Zlotzky, through Feb. 14. Information, 462-4775.

### ALBANY INTERNATIONAL AIRPORT GALLERY

Albany-Shaker-Road, Colonie, "Show

Off," artwork and ephemera from 57 upstate museums and historic sites, through Feb. 16, 7 a.m. to 7 p.m. daily. Information, 242-2241.

### LOCAL COLOR ART GALLERY

961 Troy-Schenectady Road, Latham, "Winter Blues," through April 30, Wednesday to Sunday. Information, 786-6557.

## Call for Artists

### CHORUS AUDITIONS

for Lake George Opera summer season, March 9, 1 to 5 p.m., Room 116 of Skidmore College Music Building, Saratoga Springs. To schedule an audition, 584-6018.

### 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.

### SUBURBAN SOUNDS COMMUNITY CHORUS

openings in mixed chorus, rehearsals Sundays at 7 p.m. at Altamont Village Hall, 115 Main St. Information, 861-8000.

### FRIENDSHIP SINGERS

openings in women's singing group, focusing on old favorites and show tunes, rehearsals Tuesday mornings at Community United Methodist Church 1499 New Scotland Road, Slingerlands. Information, 439-2360.

### 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

### ANNIE SCHAFFER ORCHESTRA

openings in the string section, rehearsals Thursdays 9:30 a.m. to noon, Nott Terrace and Eastern Avenue, Schenectady. Information, 372-5146.

### 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.

### 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.

### CRAFTERS WANTED

for 2003 New Scotland Plum Fest on Sept. 20. Information, 439-5488.

## Classes

### DANCE CLASSES

ongoing, all levels, ballet, jazz and modern, New School of Jazz, 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.

## Visual Arts

### NEW YORK STATE MUSEUM

The World Trade Center: Rescue, Recovery, Response; Burgess Shale:

## HOCUS-FOCUS

BY HENRY BOLTINOFF

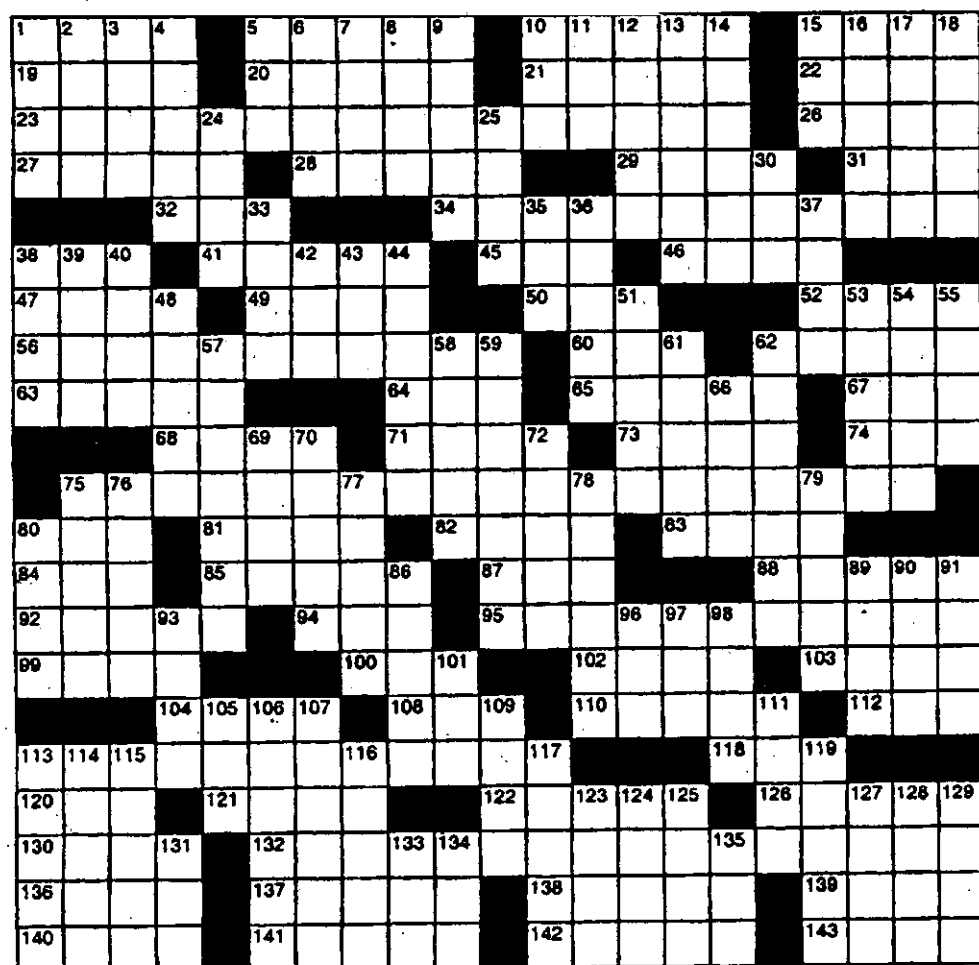


Find at least six differences in details between panels.



Differences: 1. Boy's sweater is different. 2. Mom's shoes are black. 3. Hat has no ribbon. 4. Third diploma is on wall. 5. No papers on desk. 6. Glasses are missing.

## The Super CROSSWORD



### ACROSS

- 1 Deprivation
- 5 Tours topper
- 10 Turkish title
- 15 They squeak for themselves
- 19 "Carmen" highlight
- 20 Absinthe ingredient
- 21 Parcel
- 22 Oklahoma city
- 23 Romance?
- 26 Stubbs or Strauss
- 27 Sound from 1 Down
- 28 Dutch artist
- 29 Scheme
- 31 Cavity
- 32 Egg beverage
- 34 Count the fish?
- 38 Make believe
- 41 Scandi-navian
- 45 Novelist Radcliffe
- 46 Prepare prunes
- 47 Some underwear
- 49 Coat material
- 60 Comic DeLuise

- 52 Marion of "Happy Days"
- 56 Stifle Dad?
- 60 Steak trimmings
- 62 Graceful girl
- 63 Clean the sink
- 64 Gil's address
- 65 Straight from the garden
- 67 Historical period
- 68 Khartoum's river
- 71 Likable Lee
- 73 "Dies —"
- 74 Prepare to shoot
- 75 Write a novel?
- 80 Pantry item
- 81 Talbot or Naldi
- 82 Part of MIT
- 83 Concerning
- 84 Furrow
- 85 Statistical focus
- 87 Long or Peeples
- 88 Chew the scenery
- 92 Monroe's successor
- 94 Go downhill last
- 95 Recess?
- 99 Lurid Lugosi
- 100 Congeal

- 102 Cheeseboard choice
- 103 Munich mister
- 104 Incites Rover
- 108 Vapor
- 110 Cavalry weapon
- 112 "Well, I'll be!"
- 113 Hire a caterer?
- 118 Wordless greeting
- 120 Literary collection
- 121 Actress Merrill
- 122 Metrical feet
- 126 Declaim
- 130 Actor Amaz
- 132 Improve?
- 136 Trot or gallop
- 137 Mountain nymph
- 138 "Gay"
- 139 Puppeteer Tony
- 140 In addition
- 141 Mitigated
- 142 Widow's inheritance
- 143 Collar feature

- 4 Lucifer
- 5 Candy quantity
- 6 Adam's grandson
- 7 Fissure
- 8 Thol's Villa d'
- 9 Snicker sound
- 10 "Fie!"
- 11 Ginger —
- 12 Murdered
- 13 Mobs
- 14 Bear out
- 15 Tills or Ferrer
- 16 Bumbling
- 17 Communal
- 18 Mrs. Archie Bunker
- 24 British school
- 25 "Wild Child" singer
- 30 "Stroker —" ("83 film)
- 33 Wedding wear
- 35 Terminate
- 36 Switch words
- 37 Crooked
- 38 Basics
- 39 Gator's cousin
- 40 Poi base
- 42 Caviar
- 43 Sea plea
- 44 '59 Marty Robbins hit

- 48 Soenter of attention?
- 51 Tenor Del Monaco
- 53 New York city
- 54 Bit of parsley
- 55 Mock
- 57 Sets straight
- 58 '60s designs
- 59 Sign
- 61 — cotta
- 62 Asylum
- 68 Emulates
- 69 Den
- 70 Senator Kefauver
- 72 Computer acronym
- 75 Bea Arthur role
- 76 Maestro Dorati
- 77 "Big" star
- 78 Runny-mede's river
- 79 Vitality
- 80 Zodiac
- 86 San —
- 89 Colleague of Yves and Christian
- 90 Grocer's measure
- 91 Bronte heroine

- 93 Halloween accessory
- 96 Author LeShan
- 97 Super, for short
- 98 Harbinger
- 101 Eastern "Way"
- 105 Common contraction
- 106 Sand flea
- 107 Lady of Spain
- 109 — milk
- 111 Carrot or parsnip
- 113 Scout's honor?
- 114 Ryan of "Barry Lyndon"
- 115 "Wonder-wall" rockers
- 116 Java joints
- 117 Worked wood
- 119 Refuse
- 123 Non-stereo
- 124 Forehead
- 125 Belle —, FL
- 127 Blind as —
- 128 Skater Lipinski
- 129 High-strung
- 131 Mineral suffix
- 133 — Dawn
- 134 Peculiar
- 135 Organ of equilibrium



# The Spotlight CALENDAR

To update or correct calendar listings, call 439-4949, ext. 27.

## Wed. 2/12

### BETHLEHEM

#### 'NONFICTIONADOS'

Book discussion group focusing on nonfiction works; meeting second Wed. of each month. This month, "Undaunted Courage: Meriwether Lewis, Thomas Jefferson and the Opening of the American West" by Stephen Ambrose. Bethlehem Public Library, 451 Delaware Avenue, Delmar, 7 p.m. Information, 439-9314.

#### 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.

### DELMAR FIRE DEPARTMENT AUXILIARY

firehouse, Adams Place, 7:30 p.m.

### ELSMERE FIRE CO. AUXILIARY

firehouse, Poplar Drive, 7:30 p.m.

### BETHLEHEM LUTHERAN (SEPTEMBER THRU MAY)

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

### THE CLOTHING CLOSET

A service supported by area Reformed churches to provide clothing to those in need; volunteers welcome. Clarksville Reformed Church, Route 443, Clarksville, 8:30-11:30 a.m. and 4-7 p.m. Information, 768-2916 or 439-5400.

### BASEBALL LEAGUE REGISTRATION

Registration for 2003 season of New Scotland Kiwanis Baseball League: T-BALL ages 5-6, Big Sticks T-Ball ages 6-7, Pee Wees ages 7-9, Minor League, ages 10-12. Season April 29-June 7. Voorheesville elementary School Cafeteria, Main Street, Voorheesville, 6:30-8:30 p.m. Information, 765-3065 or 765-2608.

## Fri. 2/14

### BETHLEHEM

#### Q.U.I.L.T. MEETING

Quilters United In Learning Together; mini-workshops and vendors' fair. First United Methodist Church, Kenwood Ave., Delmar, doors open 9:15 a.m. Information, 439-1744.

#### 'HEARTS AND HUGS'

Storyteller Leah Golby leads a variety of Valentine activities for ages 3-6. Bethlehem Public Library, 451 Delaware Avenue, Delmar, 4 p.m. Information, 439-9314.

#### PROGRAM AT FIVE RIVERS

"Owls You Should Know," outdoor search for common owls at the outset of the courtship season. Five Rivers Environmental Education Center, 56 Game Farm Road, Delmar, 7 p.m. Information, 475-0291.

#### AA MEETING

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

#### CHABAD CENTER

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

### NEW SCOTLAND

#### 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. 2/15

### BETHLEHEM

#### WINTER BOTANY PROGRAM

Outdoor walk for both dormant and green plants in "dead" of winter. Five Rivers Environmental Education Center, 56 Game Farm Road, Delmar, 2 p.m. Information, 475-0291.

### AA MEETING

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

## Sun. 2/16

### BETHLEHEM

#### WORSHIP INFORMATION

Bethlehem Community Church, 201 Elm Ave., 439-3135.  
Bethlehem Congregation of Jehovah's Witnesses, Elm Avenue and Feura Bush Road, 439-0358.  
Bethlehem Lutheran Church, 85 Elm Ave., 439-4328.  
Delmar Full Gospel Church, 292 Elsmere Ave., 439-4407.  
Delmar Presbyterian Church, 585 Delaware Ave., 439-9252.  
Delmar Reformed Church, 386 Delaware Ave., 439-9929.  
Family of God Community Church, (Nazarene), Krumkill Road at Blessing Road, North Bethlehem.  
First Church of Christ, Scientist, 555 Delaware Ave., 439-2512.  
First Reformed Church of Bethlehem, Route 9W, Selkirk, 767-2243.  
First United Methodist Church of Delmar, 428 Kenwood Ave., 439-9976.  
Glenmont Community Church, 1 Chapel Lane, Glenmont, 436-7710.  
King's Chapel, 434 Route 9W, Glenmont, 426-9955.  
Mount Moriah Ministries, Route 9W, Glenmont, 426-4510.  
Normansville Community Church, Mill Road, Delmar, 439-5710.  
Slingerlands Community UMC, 1499 New Scotland Road, 439-1766.  
Solid Rock Church, 1 Kenwood Ave., Glenmont, 439-4314.  
South Bethlehem United Methodist Church, 65 Willowbrook Ave., 767-9953.  
St. Michael's Shrine, Beacon Road at Route 9W, Glenmont, 462-2016.  
St. Stephen's Episcopal Church, Poplar Drive and Elsmere Avenue, Delmar, 439-3265.  
St. Thomas The Apostle Church, 35 Adams Place, Delmar, 439-4951.  
Unity of Faith Christian Fellowship, 436 Krumkill Road, North Bethlehem, 438-7740.

### NEW SCOTLAND

#### WORSHIP INFORMATION

Bethel Baptist Church, meeting at Auberge Suisse Restaurant, Route 85, 475-9086.  
Clarksville Community Church, Route 443, 768-2916.  
Family Worship Center, 92 Lower Copeland Hill Road, Feura Bush, 768-2021.  
Faith Temple, New Salem, 765-2870.  
First United Methodist Church, 68 Maple Ave., Voorheesville, 765-2895.  
Jerusalem Reformed Church, Route 32, Feura Bush, 439-0548.  
Mountainview Evangelical Free Church, Route 155, Voorheesville, 765-3390.  
Onesquethaw Reformed Church, Tarrytown Road, Feura Bush, 768-2133.  
New Scotland Presbyterian Church, Route 85, 439-6454.  
St. Matthew's Church, Mountain View Road, Voorheesville, 765-2805.  
Unionville Reformed Church, Delaware Turnpike, 439-5001.  
United Pentecostal Church, Route 85, New Salem, 765-4410.

## Mon. 2/17

### BETHLEHEM

#### 'ABRACADABRA WEEK'

Feb. 17: showing of "Harry Potter and the Sorcerer's Stone," popcorn and juice served.  
Feb. 18: "A Tribute to Houdini," historian Mike Carnevale brings a bag of tricks and a collection of Houdini memorabilia; demonstrations, magic, audience participation. Appropriate for grade 3 and up.  
Feb. 19: "Be A Magician!" Children grades K-1 can learn and perform a trick or two.  
Feb. 20: "Calling All Magic Tree House Fans!" book discussions, games, trivia questions; appropriate for children grades 2-4; prior reading of some of the Mary Pope Osborne books recommended.  
Bethlehem Public Library, 451 Delaware Avenue, Delmar, all programs 2 p.m. Information, 439-9314.

### MOTHERS' TIME OUT

Christian support 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

#### LIBRARY BOARD

Every third Monday, Voorheesville Public Library, 51 School Road, 7 p.m. Information, 765-2791.

### QUARTET REHEARSAL

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

## Tues. 2/18

### BETHLEHEM

#### DELMAR ROTARY

Quality Inn, 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.

#### STORYTELLING AT FIVE RIVERS

Winter nature stories read indoors by a naturalist, followed by an outdoor walk, ending with popcorn and hot chocolate while watching at the nature center's Bird Window. Five Rivers Environmental Education Center, 56 Game Farm Road, Delmar, 10 a.m. Information, 475-0291.

#### TAKE OFF POUNDS SENSIBLY

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

#### PLANNING BOARD

Bethlehem Town Hall, 445 Delaware Ave., 7:30 p.m. Information, 439-4955.

#### BINGO

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

ONESQUETHAU LODGE 1096 F&AM  
Masonic Temple, 421 Kenwood Ave.

### NEW SCOTLAND

#### PRESCHOOL STORY TIME

Weekly at Voorheesville Public Library, 51 School Road, 10:15 a.m. Information, 765-2791.

#### NIMBLEFINGERS/QUILTERS

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

#### VOORHEESVILLE PTA

Elementary school cafeteria, 7:30 p.m. Information, 765-3644.

## Wed. 2/19

### BETHLEHEM

#### 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. Bethlehem Public Library, 451 Delaware Avenue, Delmar, 7 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

1016 River Road (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

#### 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. 2/20

### BETHLEHEM

#### FAMILY SHARING WORKSHOPS

Activities for parents and children including snowshoeing or hiking, journaling, indoor lessons on mammals and their winter adaptations, and crafts. Please bring a lunch or snack, a journal, warm outdoor clothing. Recommended for no more than two children per adult. Friends of Five Elvers members \$10/family, non-members \$15 per family. Early registration recommended. Five Rivers Environmental Education Center, 56 Game Farm Road, Delmar, 10 a.m.-2 p.m. Also Feb. 21. Information, 475-0291.

#### 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, 2-5:30 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

#### THE CLOTHING CLOSET

A service supported by area Reformed churches to provide clothing to those in need; volunteers welcome. Clarksville Reformed Church, Route 443, Clarksville, 8:30-11:30 a.m. and 4-7 p.m. Information, 768-2916 or 439-5400.

## Fri. 2/21

### BETHLEHEM

#### AA MEETING

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

#### CHABAD CENTER

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

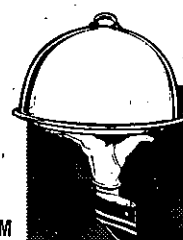
### NEW SCOTLAND

#### 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.



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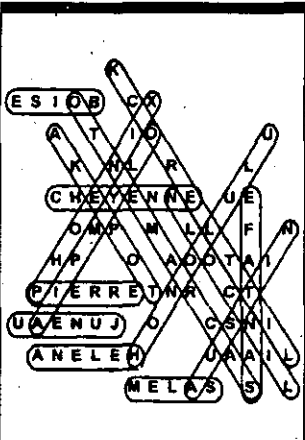
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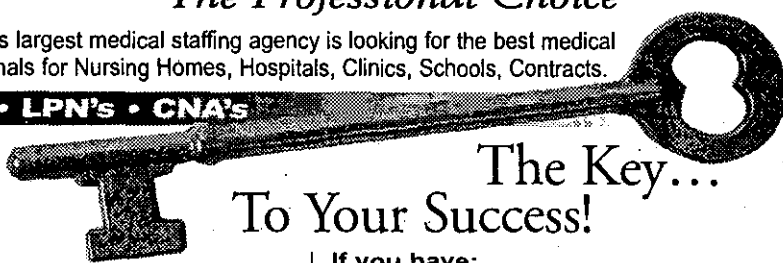
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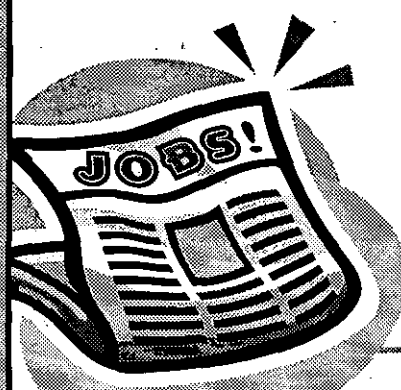
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# Supplements 2003

## Spotlight Newspapers — supplements for 2003

### JANUARY

#### ➤ BRIDES AND GROOMS

Issue Date: Jan. 8 • Ad Deadline: Dec. 27

#### ➤ HEALTH, DIET AND FITNESS

Issue Date: Jan. 22 • Ad Deadline: Jan 8

### FEBRUARY

#### ➤ UPDATE I — BUSINESS & FINANCE

Issue Date: Feb. 12 • Ad Deadline: Jan 29

#### ➤ UPDATE II—SERVICES

Issue Date: Feb. 19 • Ad Deadline: Feb. 5

### MARCH

#### ➤ SPRING HOME IMPROVEMENT

Issue Date: March 5 • Ad Deadline: Feb. 19

#### ➤ HEALTH CARE

Issue Date: March 19 • Ad Deadline: March 5

### APRIL

#### ➤ HOME AND GARDEN

Issue Date: April 9 • Ad Deadline: March 26

#### ➤ SPRING AUTOMOTIVE

Issue Date: April 23 • Ad Deadline: April 11

### MAY

#### ➤ SENIOR LIVING

Issue Date: May 7 • Ad Deadline: April 23

#### ➤ WELCOME SUMMER

Issue Date: May 21 • Ad Deadline: May 7

### JUNE

#### ➤ HOME IMPROVEMENT

Issue Date: June 4 • Ad Deadline: May 21

#### ➤ CLASS OF 2003

Issue Date: June 25 • Ad Deadline: June 11

### JULY

#### ➤ SENIOR LIFESTYLES

Issue Date: July 9 • Ad Deadline: June 25

#### ➤ SUMMER AUTOMOTIVE

Issue Date: July 23 • Ad Deadline: July 11

### AUGUST

#### ➤ BACK TO SCHOOL

Issue Date: Aug. 13 • Ad Deadline: July 30

#### ➤ HEALTH CARE

Issue Date: Aug. 27 • Ad Deadline: Aug. 13

### SEPTEMBER

#### ➤ COMMUNITY SERVICES

Issue Date: Sept. 10 • Ad Deadline: Aug. 27

#### ➤ HOME DECORATING & REMODELING

Issue Date: Sept. 24 • Ad Deadline: Sept. 10

### OCTOBER

#### ➤ WEDDING GUIDE

Issue Date: Oct. 8 • Ad Deadline: Sept. 24

#### ➤ FALL AUTOMOTIVE

Issue Date: Oct. 22 • Ad Deadline: Oct. 10

### NOVEMBER

#### ➤ HOLIDAY PARTY GUIDE

Issue Date: Nov. 5 • Ad Deadline: Oct. 22

#### ➤ HOLIDAY GIFT GUIDE

Issue Date: Nov. 26 • Ad Deadline: Nov. 17

### DECEMBER

#### ➤ HOLIDAY GIFT GUIDE II

Issue Date: Dec. 10 • Ad Deadline: Dec. 3

#### ➤ LAST MINUTE GIFT GUIDE/NEW YEAR'S

Issue Date: Dec. 17 • Ad Deadline: Dec. 10



## Automotive CLASSIFIEDS

## Will your car outlive its engine?

Cars are lasting longer, much longer. It's not unusual, with proper preventive maintenance, for a vehicle to run 200,000 miles or more having needed no major repairs. The first big expense often is the engine, which may begin burning oil, clattering, losing power, rendering Old Faithful undependable.

Temporary measures can delay the need for major work, but eventually overhauling the engine or installing a remanufactured replacement is necessary if the owner intends to keep the vehicle. The latter, a quality "reman", is a popular option.

The costly process of getting into an engine for valve, piston or bearing service often makes it more practical to have the old engine replaced with a factory remanufactured and warranted engine, says the Car Care Council. A valve job, for example, can cost \$1,200 or, on some models, even more.

How does an owner determine the extent of repairs needed? The first indications are high

emissions, oil consumption, noisy operation and poor performance. These clues usually lead to a consultation with a professional. An experienced technician's procedure may involve



either the "old fashioned" compression check, cylinder by cylinder or, electronically, with an engine analyzer.

If the engine needs valve work, piston rings and/or other internal parts, a remanufactured engine may be the answer. Under controlled, factory conditions, it will have been restored to original equipment specifications. Further, thanks to improvements added by the remanufacturer, it can be better than a new engine of the same type.

Among new components in a quality remanufactured engine

are piston and pins, piston rings, connecting rod, main and camshaft bearings, the timing gear and chain, valve lifters, oil pump, gas-kets and seals, freeze plugs and pushrods. Valves, springs and guides, along with crankshaft and connecting rods are either remanufactured or replaced. Cylinder heads are cleaned and resurfaced, cylinders are bored and valve seats are resurfaced.

If your car is about to outlive its engine, don't give up on it until you've consulted your service dealer. This professional can provide valuable information concerning your decision, and perhaps save years of expensive, new car payments.

## Automotive CLASSIFIEDS

## AUTOMOTIVE FOR SALE

'94 CHEVY BLAZER TAHOE: White, some rust, new brakes, new transmission, new gas tank, new suspension, new tailgate/window, too many new parts to mention! \$4500. Call 439-4949.

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97 NISSAN ALTIMA GXE: 63K, Auto, 4 Cyl, AC, PS/PS/PB/PW, Tilt, Cruise, Cass.	(Was \$6,995)	SALE \$5,995
97 OLDSMOBILE 88: Auto, V6, 86k, ABS, P Seat, Tilt, Cass.	(Was \$5,995)	SALE \$4,995
96 HONDA ACCORD LX: 63K, 4 Cyl, Auto, AC, PW/PL, Tilt, Cruise.	(Was \$7,995)	SALE \$6,995
90 CHEVY LUMINA EURO: 81K, V6, Auto, AC, PW/PL, Tilt, AM/FM.	(Was \$1,995)	SALE \$1,495

## (((((( TRUCKS ))))))

97 FORD F150 (WORK TRUCK): V6, 5-Spd., 116k, AM/FM Radio.	(Was \$4,995)	SALE \$3,995
96 DODGE DAKOTA SLT EXT. CAB W/ CAP: 84K, 4x4, V6, Auto, Loaded, Alloys.	(Was \$8,995)	SALE \$7,995
96 CHEVY S10 LS: Only 44K, V6, Auto, Cass.	(Was \$5,995)	SALE \$4,995
95 DODGE SLT 250: 88K, V6, 4x4, Auto, AC, PW/PL, Alloys, Two-Tone Paint.	(Was \$7,995)	SALE \$6,900
94 CHEVY 1500: 88K, V8, 4x4, Auto, AM/FM.	(Was \$8,499)	SALE \$6,500

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96 GMC JIMMY SLE: 77k, V6, 4x4, Auto, AC, PW/PL/P Seat, Tilt, Cruise, Alloys.	(Was \$7,995)	SALE \$7,500
96 JEEP GC LAREDO: 80k, V6, 4x4, Auto, AC, PW/PL, Tilt, Cruise, Alloys, Cass.	(Was \$8,995)	SALE \$7,995
96 HONDA PASSPORT: 73k, V6, 4x4, Auto, AC, PW/PL, Tilt, Cruise, Alloys, Cass.	(Was \$8,995)	SALE \$7,700
95 JEEP WRANGLER HARDTOP: 85k, 4 Cyl, 4x4, 5-Spd., CD Player.	(Was \$6,995)	SALE \$6,800
94 ISUZU RODEO: 89k, V6, 4x4, Auto, AC, PW, Tilt, Cruise, Cass.	(Was \$5,995)	SALE \$4,500

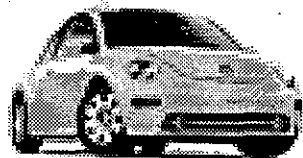
## (((((( VANS ))))))

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96 FORD WINDSTAR GL: 78k, V6, Auto, AC, PW/PL, Cass.	(Was \$5,995)	SALE \$4,995
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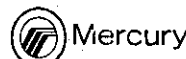
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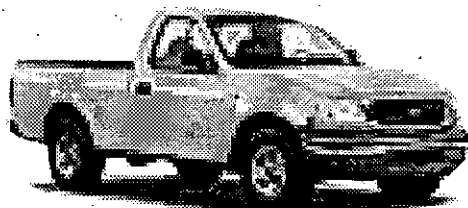
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(From Page 1)

Wemple Road.

"I foresee a lot of accidents," said neighbor Lou Hauf. "I have concerns about traffic, how they are going to get out of here onto 9W."

It's a concern shared by planning board chairman Douglas Hasbrouck.

"Sometimes there's 15 to 20 cars waiting to make the turn from Wemple Road into Feura Bush and obviously it could add

some to that," Hasbrouck said.

If the complex is approved, the state Department of Transportation would be involved in where the 9W entrance is placed because it is a state road.

The dairy farm lot is currently zoned for light industrial use and Reidman plans to build within those zoning guidelines.

Reidman has yet to officially purchase the property from Milltowne Plaza Inc. of Massachusetts. If the project is approved, Reidman said it shouldn't take long to have it up and running.

"Once we start construction until the final building is turned over it will probably take about 18 months," he said.

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