Kaplowitz reviews IDA remuneration

By Mel Hyman

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

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

The largest industrial development project in the state's history—the $280 million Selkirk cogeneration plant—netted $49,830 for the law firm DeAngelis, Yarnell Strickland and Murphy, Runion, Fritts & Whit- ing. Kaplowitz said he does the vast majority of the IDA work himself.

Kaplowitz said other IDA attorneys often negotiate a fee of one-quarter to one-half percent of the project cost. At that rate he could have negotiated a fee upward of $875,000.

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

N. Scotland farmers reap reward for labor of love

By Mel Hyman

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

That's because in the Albany County area, there just aren't many young people in agriculture, she said. "It usually goes to farmers in the western part of the state."

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

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

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

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

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

Scouts fact sheet counters cookie critics

By Susan Graves

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

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

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

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

"Scouting is not just about cookies, and each council is independent," said Downing, who added that the Chung report, which dealt with cookie sales in Connecticut, "really blew it out of proportion."

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

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

- Thirty cents goes to individual troop treasuries.
- Twenty-two cents goes toward cookie credits. Girl Scouts, for example, can earn credits. Girl Scouts, for example, can earn
- Eighty-four cents goes to pay the cookie company.

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

Bethlehem Police arrested two burglary suspects last week.
On Wednesday, Feb. 2, they arrested a Clarksville woman in
connection with the recent burglary of a South Street residence
in South Bethlehem.
Cheryl A. Kotwasarraig, 43, of Delaware Turnpike, was charged
with second-degree burglary and petty larceny. She allegedly stole
about $150 in cash while inside the home. Police found a trail of blood inside the house that they said was
caused by the burglar entering through a broken window panel.

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

On Monday, Jan. 31, police arrested a 17-year-old Glensmont
man in connection with an early January burglary at a construc­tion
site on Bender Lane.
David Webb, of West Bayberry Road, was charged with two
counts of third-degree burglary and one count of petty larceny.
He allegedly entered two buildings under construction and stole
a number of items including power tools, said Police Lt. Frederick
Holligan.

Police caution that people should think twice before risking
the pain and embarrassment that accompany arrest and prosecution.

"It's been a constant problem," said Police Lt. Frederick Holligan.
"We get them in almost every day. Sometimes several in a day. At the
Grand Union, Kmart, Ames — all over town. A lot of smaller busi­nesses are affected as well."

Some of the offenders come from Albany, although an increas­
ing number come from the town and neighboring communities.
The merchants in town are "not at all reluctant to prosecute," Holligan said. Petit larceny is a misdemeanor, and depending on
the price of the stolen goods, grand larceny charges could be filed.

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

Deputies make two DWI arrests

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

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

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

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

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

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

Deputies also arrested a Cohoes man for DWI on Route 65 in
Bethlehem on Saturday, Feb. 6.

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

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

Businesswomen slate Delmar dinner meeting

The Bethlehem Business Women's Club will hold a meet­ing
at the No Normanside Country Club in Delmar on March 2, be­
ginning with dinner at 6:30 p.m.
School board gets first look at budget

By Dev Tobin

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

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

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

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

The basic budget calls for spending $35,352,265 next year, an increase of $1,603,419 (4.75 percent) over this year. "Priority additions would increase that by $447,350, while "Priority 2" additions would add another $207,400 (6 percent).

The first priority additions would fund two elementary special education aides, 2.8 middle school teachers, and middle school students and staff development in the technology area.

The second level of additions would fund 3.2 more teachers in the middle school, another teacher at the high school, and two part-time special education and counseling positions at the middle school.

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

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

The state aid picture looks brighter than for this time last year, he said. "The preliminary budget calling for $366,446 more in aid to BC. In previous years, the governor's proposal for aid to public education has been increased by the state Legislature.

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

- Operations and maintenance, transportation, benefits, insurance and debt service, tonight, Feb. 9, at 7 p.m.
- Instructional staff and programs and athletics, Wednesday, March 2, at 8 p.m.
- Instructional staff and revenue, Tuesday, March 8, at 7 p.m.

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

Water due for Bender Lane

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

While most of Bender Lane has municipal water, there is a portion between routes 9W and 32 that does not.

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

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

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

The developers of the Meadows project have agreed to underwrite 50 percent of the cost of the one-mile extension by issuing a letter of credit for $270,000, Secor said.

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

Shared decision-making on hold

By Dev Tobin

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

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

"The committee's plan was tabled at the Jan. 19 school board meeting after five board members wanted to amend it to provide formal participation of high school students on that school's site-based team.

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

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

Also, Loomis recommended that board and committee members attend a workshop on "Working with Site-based Committees" on Wednesday, March 8, in Col¬oise, then work to iron out the final details of the plan.

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

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

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

New Scotland to fight CLT lawsuit

By Dev Tobin

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

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

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

A summary of the memorandum as a public record subject to the Freedom of Information Law, Biscone said.

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

The town will retain Roger Cusick, a law partner of Murphy's, to respond to the CLT suit, Biscone said. "I'm surprised and saddened that CLT has made this confrontational matter, which will be expensive for both sides."

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

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

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

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

By Mel Hyman

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

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

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

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

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

Selwood, who moved to the Capital District in 1980 from Philadelphia, was eager to back into the media business. "There are some things you just can’t stay out of. There’s always the challenge of taking a station to the next step. I will never be able to duplicate the success I had with K-Lite because the market is so much more competitive now, but there is room for a fair amount of success with it."

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

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

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

The station will remain at its current location at 353 Delaware Ave., right next to the Tri-Village Hardware store.

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

RCS accepts bids for school additions

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

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

Overall, the district will gain four classrooms after closingRAW.

The winning bid was $5,685,474, with asbestos removal (estimated at $40,000) being rebid because the one bid received was judged to be too high.

State aid will cover about 65 percent of the project costs, district official said. The interest on the bond for the project is estimated to be between 3 and 3.5 percent. Construction should be completed by July 1996, and the additions should be ready for pupils in September 1996.

The winning bidders were: general construction, Malone & Tate Builders of Albany, $3,635,150; plumbing, Mazone Plumbing and Heating of Delmar, $308,829; heating and ventilation, DiPasquale Mechanical of Schenectady, $727,300; and electrical, Kessler Electric of Albany, $443,471.

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

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

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Police to offer safety tips

By Susan Graves

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

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

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

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

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

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

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

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

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

On Monday, Feb. 14, the police will be at the Grand Union in Delaware Plaza from 9 a.m. to 9 p.m. to pass out information and answer questions. They will be at the Glenmont Grand Union on Friday, Feb. 18, from 9 a.m. to 9 p.m.

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

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

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

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

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

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

Voorheesville Friends sponsor performances

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

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

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

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

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

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

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

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

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

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


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

VALENTINE'S DAY
Monday, February 14th

VALENTINE SALE
February 12th & 13th

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**February has a heart**

Just about every month except August has its own holiday, and February's official one, as presented this week, surely is no exception. The mystique of Valentine's Day has a sentimentalizing in a timely kind of way, remaining a question that might well be asked more sternly than jovially by a caring parent. I had fallen into a pile of snow at the end of our driveway and could not get up. A young gentleman heard my cries and came to the rescue. He also walked me to our door. Individuals who seem to represent a utility or a governmental agency should be required to produce identification. The wayfarer stranger who so often needs to use your telephone in order to call for assistance on a broken-down vehicle may be, in truth, someone with a quite different idea. Too many people have suffered as a result of being unwary and overly trusting.

It is a shame that in our country where openness and trustworthiness and free-and-easy equality are our watchwords it seems necessary to be on guard against one's neighbors. Can't Bethlehem school board: 1- Increasing enrollment is repeatedly used to justify increased staffing.

Federal studies, for years, maintain that there is no correlation between academic achievement and class size until we approach the ideal of three to six pupils should be able to focus on learning. Yet, every year we pour money into sacerdotal pupil-teacher ratios, that to me are meaningless. Can't Bethlehem Central continue its excellent performance without the usual knee-jerk reaction to "increasing enrollment"?

Another Samaritan in time of need

Editor, The Spotlight: Just the other day I met a very nice Good Samaritan. I had fallen into a pile of snow at the end of our driveway and could not get up. A young gentleman heard my cries and came to the rescue. He also walked me to our door.

A big thanks to him again.

Patricia M. Ryan

Delmar

**Increasing enrollments no excuse in budgeting**

Editor, The Spotlight:

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

Newly released State aid distribution figures recommend a 5 percent increase to our district. This additional $380,000, if it holds up, will take the district to $8 million in aid on a budget of $33.7 million in 1993-94.

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

I state with impunity that I always admired, respected, and supported this system for its existence. It is a shame that in our country where openness and trustworthiness and free-and-easy equality are our watchwords it seems necessary to be on guard against one's neighbors.

The barn door

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

More specifically, the "open door policy" that so many of us unhappily practice, assuming that a caller will be a friendly neighbor or perhaps UPS or the mailman, can be very dangerous. Police departments are emphasizing the desirability of making certain that the identity of anyone who comes to the front or back door. Individuals who seem to represent a utility or a governmental agency should be required to produce identification. The wayfarer stranger who so often needs to use your telephone in order to call for assistance on a broken-down vehicle may be, in truth, someone with a quite different idea. Too many people have suffered as a result of being unwary and overly trusting.

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

**Putting a finger on a problem**

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

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

**Our most important product**

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

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

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

The review of business progress in 1993, as presented this week, surely is no exception.

**Editorials**

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

Now, such a program is being proposed for Albany County in a local law before the Legislature. Let's consider the factors. Condemning the finger-imaging as violating individual characteristics are involved, the principle remains just as valid: prevention is almost always worth more than the best cure.

More specifically, the "open door policy" that so many of us unhappily practice, assuming that a caller will be a friendly neighbor or perhaps UPS or the mailman, can be very dangerous. Police departments are emphasizing the desirability of making certain that the identity of anyone who comes to the front or back door. Individuals who seem to represent a utility or a governmental agency should be required to produce identification. The wayfarer stranger who so often needs to use your telephone in order to call for assistance on a broken-down vehicle may be, in truth, someone with a quite different idea. Too many people have suffered as a result of being unwary and overly trusting.

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

Who's your friend?

Such a jocular greeting has a flip side. It's a question that might well be asked more sternly than jovially by a caring parent. I had fallen into a pile of snow at the end of our driveway and could not get up. A young gentleman heard my cries and came to the rescue. He also walked me to our door.

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

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

Want to save money and meet interesting people at the same time? Well, the next time you are travelling by automobile to distant parts of the country, be sure to read the "community news" sections of the local newspapers. There you’ll find announcements about church suppers, pancake breakfasts and dinners served by fraternal organizations. Why undertake such research, you ask? First, they are usually quite a bargain. You can get a chance to converse with local residents while eating reasonably priced, homecooked meals. But, more important, these affairs provide an opportunity to meet the local residents when you are most likely to be around. And I was surprised to discover how friendly the people were.

In the hour we talked, I learned a lot more about Texas and the people they had. With some judicious questions of the servers, we all learned a lot more about the hometown we were visiting. We discovered that the Texans in their late model Cadillacs, all wishing each other well on our travels and mindful of the bonus we received from meeting and enjoying the company of the local people.

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

Therefore, you’ll be able to plan your meals in advance and avoid the danger of finding yourself in a Position (The "kid" way) in a small town that is closed for the holidays.

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

Again, on a trip to Cape Cod, I stepped into a church hall and was greeted by a fine array of items, all of which grabbed my interest. But, in the midst of this discussion of the endless variety of items available, one of the women was offering the next to new clothes and wares on a regular basis.

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

The text is easy to take; the prose is superior to the typical travelogue of the consumer. The author's ability to express ideas in clear, concise prose, and his gift for originality and polish, are evident throughout. Messrs. Shaffer and Wetherbee have done a very admirable job; their writing is lively as well as informative and it is easily digested by the general reader. The book is well worth buying, and I would recommend it to anyone who enjoys reading about the world in which we live.

The "more on" section at the back of the book gives the reader a sense of the richness and variety of the material included in the book. The authors have done a very good job of selecting and presenting the material in a way that is both informative and entertaining. I highly recommend this book to anyone interested in the history of the United States, particularly those interested in the social and economic changes that have taken place in the past century.

State of the county efficiency in change

Changer paves the way to reforms

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

By Michael J. Hoblock, Jr.

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

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

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

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

But the people who wanted to be a part of Albany County, and who served on the charter referendum, were the people who were elected to office. All of these people I will pledge to live up to the trust and faith they put in our new structure of government.

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

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

In the 1993 Albany County budget, we planted the need for the county’s first Department of Human Resources. Working with many of the county’s other agencies, we hired a personnel liaison, who came on board in August to consolidate the existing, but separate, human resource functions into a single, centralized unit. Affirmative action, employee relations, civil service, and personnel functions were consolidated with other existing, but separate, departmental functions into a single, consolidated unit.

A Board of Contract Administration, also established by the charter, held its organizational meeting on Jan. 24. I am pleased to work on the board with the Legislature’s chairman, Charles Houghtaling, and County Clerk Thomas Clinigan and believe that it will allow greater opportunity to streamline the county’s processes and improve government, by making the process for routine contracts an administrative function instead of a legislative function. Both the County Attorney and the purchasing agent will serve in an advisory capacity to the board.
Our Safety Department's charge is to work on the public assistance will receive an early employability review, thus saving up to 10 percent on home relief.

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

Welfare reform

Albany County is taking part in a contract for job placement of home relief recipients on a regional basis with the firm "America Works." This is an exciting proposal because it is based on a basis-able philosophy of work. We don't pay for the service until the recipient is placed in a job. In addition, we are going to withhold final payment on the contracts until the recipient is placed in a job at least ninety days, as opposed to just placing them in a job.

In addition, Albany County is working on a regional Medicaid managed care program with Schenectady and Rensselaer counties.

Our Department of Social Services is looking at ways to improve our overall performance. Much of what we have achieved has been the result of the revival of our own organization, and the move to a comprehensive basis. I will keep you updated on the progress of the KPMG work.

The last area I will touch on is economic development. We have a three-year budget for economic development. Jobs, Jobs, Jobs! There are many ways to accomplish this, and it is appropriate to get the most value out of it. Many of our county businesses have been looking for ways to improve their business. We are hoping to ride the wave of an economic recovery.

To make that happen, we have some tools at our disposal. The first is the Partnership with the Albany County Regional Chamber of Commerce. The chamber will assist the county in administration of the revitalized Al Tech Loan Fund, which currently has $900,000 to lend to local businesses. In addition, the county has budgeted $250,000 to capitalize the New York Business Development Loan Program, which will allow $1 million to be set aside for loans to local businesses. We have in mind to increase enroll-ment.

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

Charles "Bud" Reeves

Delmar
Editor, The Spotlight:

Removal of cut wood angers property-owner

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

The tree service confines itself to the right-of-way,芯片is and burrower, and leaves behind usable wood for the property owner.

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

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

The Bethlehem community should be grateful for your service moves on. It is a crux of the problem that outdoor wood burning is considered "enterprising." The special effort of the Bethlehem Networks Project, Bethlehem Opportunities Unlimited, and the Community Partnership

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

We identify alcohol as part of the program. We identify alcohol as one of the gateway drugs along with marijuana.

If you abuse either or both, the chances of your going through the drug-free area are much greater.

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

Chris Boudishk
DARE Officer
Bethlehem Police Department

Elsmere firemen make success of DARE project

The Spotlight is thanked for prevention effort

Editor, The Spotlight:

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

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

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

Holly Billings
President, Bethlehem Opportunities Unlimited
Mona Prenoveau
Coordinator, Bethlehem Networks Project

St. Catherine’s seeks professional parents

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

The treatment program focuses on providing foster care for seriously emotionally disturbed children, who otherwise would have the institutions, tolerance, perseverance and good communication skills. They must be flexible, consistent and have a "very health sense of humor," she said.

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

Five Rivers schedules guided trail walk

The tree service moves on. It is a crux of the problem that outdoor wood burning is considered "enterprising." The special effort of the Bethlehem Networks Project, Bethlehem Opportunities Unlimited, and the Community Partnership

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Holly Billings
President, Bethlehem Opportunities Unlimited
Mona Prenoveau
Coordinator, Bethlehem Networks Project

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THE SPOTLIGHT

February 9, 1994 — PAGE 9

THE SPOTLIGHT
Mostly Off The Wall soccer tourney continues at Bethlehem High School

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

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

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

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

Goals were scored by Karly Decker, Winnie Corrigan, Lisa Engedstein, Emily Haskins, Katie Smith and Melissa Kanuk. Other players include Addie Blaney, Lilly Corrigan, Katie Firevoid, Lauren Rice, Korey VanRiper and Lucy Hermans.

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

Goalkeeper for the tournament was Stafanie Sheerman. Under-17 teammates are Danielle Butler, Caitlyn Gorta, Adel Godfrey-Certner, Elisha Greggo, Anne Hessberg, Kaelyn Lapierre, Kate Leonis, Emily Riegel, Kathryn Swenson and Sarah Whiting.

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

Young named CEO
Arthur F. Young Jr. of Delmar has been appointed president and CEO of Key Financial Services Inc. Young will be responsible for the management of KFSI, a wholly-owned subsidiary of Key Bank of New York with assets of $60 million. KFSI is involved in the financing of consumer loans and leases.

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

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

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THE SPOTLIGHT
Officer joins town force

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

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

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

Wallens joins hospital PR staff

New Scotland resident Ruth Fein Wallens has joined the Howard Johnson's restaurant on Route 9W in Albany.

Fein Wallens has joined the PR team at Albany Medical Center.

Correction

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

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

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

In Stingerlands

The Spotlight is sold at Falvo's, Stonewell's and The Tollgate.

Career workshop offered at library

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

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

To register, call the library at 439-8314.

Delmar's Baker earns Union scholarship

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

Antiques dealer Claire Dounoucos, left, and Marlan Sewell, show manager, and dealer Lucia Colwell are getting ready for the 23rd annual Antique Show and Sale sponsored by the Tawasentha Chapter of the Daughters of the American Revolution. The show will be on Saturday, Feb. 19, from 10 a.m. to 5 p.m. and Sunday, Feb. 20, from 11 a.m. to 4 p.m. at Bethlehem Central High School. A donation of $3 per person or $2.50 with a coupon is requested. Kalico Kitchen will offer refreshments for sale. For information, call Marlan Jewell at 438-4142.

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THE VILLAGE SHOP
Church to dish up Friday supper special

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

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

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

For information, call 767-9953.

Soccer club extends registration for season

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

Registrants must have been born on or before July 31, 1988. Must attend to complete registration.

For information, call 439-8585.

Ravena Girl Scouts say thanks for help


Districtwide helpers included Anne Curry, Marie McClumpha, Ro Woodard, Barb and Mike Poetsch, Gerry Martin, Lynn Sturbaugh and Christine Tompkins.

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

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

For information, call 767-3544.

Family movie to run

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

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

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

For information, call 767-2511.

Winter break scheduled

There are no classes scheduled in the RCS school district from Monday, Feb. 21, through Friday, Feb. 25.

Classes will resume on Monday, Feb. 28.

Staff development dates announced

Half days have been scheduled on the following dates in the RCS School District for staff development:

Tuesday, March 8, Thursday, March 10, Monday, May 2, and Wednesday, June 8.

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

For information, call 767-2513.

Superintendent to speak to parents' group

The RCS middle school Parents In Education will meet on Wednesday, Feb. 15, at 7 p.m. at the school.

Superintendent William Schwartz will discuss the New Compact for Learning. Refreshments will be served.

For information, call 767-2308.

PTSA to host roller skating party

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

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

For information, call Marie McClumpha at 767-2308.

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SLAB SLICED

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

- The Wallace Family
Local artists’ work on display

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

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

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

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THE SPOTLIGHT

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Wanderers can take armchair world trip

Wishful wanderers won’t even have to leave the cozy confines of the library tonight, Feb. 9, for a trip around the world.

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

Income tax help is available for senior citizens this month and in March through the Tax-Aide program sponsored by the AARP.

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

To schedule an appointment, call 765-2791.

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

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

Christine Shields

Home Alone’ classes offered in Delmar

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

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

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

Medical, Health & Dental Services

Views On Dental Health

Dr. Virginia Plaisted, D.D.S.

DENTURE SLIPPING?

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

The loss of supporting bone is an obvious result of wearing dentures. But it can be minimized. Your dentist can show you how to keep your gums healthy. He can check your dentures and adjust them so they fit better and don’t put uneven pressure on the jawbone. He may have to reline them to help minimize bone loss and give you a more comfortable fit.

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

Prepared as a public service to promote better dental health.

From the offices of:

Dr. Thomas H. Abele, D.M.D.

Dr. Gregory B. Edmunds, B.D.D.

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Delmar, N.Y. 12054

(518) 439-4228

and

Dr. Virginia Plaisted, D.D.S.

74 Delaware Avenue

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(518) 439-3999
2 Delmar chiropractors to work for hungry

By Susan Graves

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

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

"We'll keep our doors open as long as we have to," said Barile, who is participating in the program for the first time this year. And, he said, "if the weather is bad, we'll honor those appointments at a future date."

Project Hope is set to run from 10 a.m. to 4 p.m.

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

Although back and neck problems are common complaints especially during snow-shoveling season — chiropractic is really a holistic approach to health care, Barile said. "The spine is merely a way the chiropractor accesses the nervous system," said Barile. "We're really primary health care providers, treating the entire body despite the common perception that chiropractors treat only neck and lower back ailments.

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

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

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

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

Happy Valentine's Day

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The Voorheesville American Legion will sponsor a ham and scalloped potato dinner at the Voorheesville American Legion Post 1493 on Friday, Feb. 11, from 4 to 8 p.m.

Ham, scalloped potatoes, green beans, beverage and dessert will be served.

Adult tickets are $7 and tickets for children under 10 are $5.

For information call Mike Martin, first vice commander and chairman at 765-2278.

The Voorheesville American Legion will serve ham dinner Friday

Garden club to hear speaker Feb. 10

The Helderview Garden Club will meet on Thursday, Feb. 10, at 7 p.m. at the Wyman Osterhout Community Center in New Salem.

Following the business meeting, Carla Mace, guest speaker, will discuss decorating with dry herbs. The public is welcome and encouraged to attend.

For information about the club, call Cheryl Hammer at 765-3777 or Karen Bingham at 765-3071.

The public is welcome. For information, call 765-3313.

Applications for the Voorheesville Community Nursery School must be filed by Thursday, Feb. 10, at 7 p.m. A lottery will be held in the social hall of the First United Methodist Church, 68 Maple Ave., at 7:30 p.m. to determine which children will be registered for the 1994-95 school year.

For information, call Cheryl Hammer at 765-3777 or Karen Bingham at 765-3071.

McKaig accepts business group award

The Helderberg Business and Professional Women's Organization recently honored Viola McKaig, member and District III director as Woman of the Year.

For information about the organization, call Ruth Briggs at 765-3117.

Fund-raiser to benefit future business leaders

Cathy Martin, child and youth chairman for the Voorheesville American Legion Auxiliary, has obtained a "Quilo Pillow" (which is a pillow that opens into a quilt) to be raffled off for the benefit of the Future Business Leaders of America Club at the high school.

Tickets are $1 and can be purchased from members of club.

For information, call Martin at 765-2278 or the school at 765-3314.

McKaig accepts business group award

The Helderberg Business and Professional Women's Organization recently honored Viola McKaig, member and District III director as Woman of the Year.

For information about the organization, call Ruth Briggs at 765-3117.

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Bethlehem wrestlers dispose of Shaker High

By Ted Hartman

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

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

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

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

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

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

Cold shooting plagues Eagles

By Joshua Kagan

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

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

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

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

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

Sharks finish 1st

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

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

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

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Rough season continues for VV boys

By Kelly Griffin

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

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

On Friday, Feb. 4, the Blackbirds met Albany Academy at home. Academy led Voorheesville across the stat charts, having a higher shooting percentage, more rebounds, and more turnovers.

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

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

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

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

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

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

Schalmont girls too big for Blackbirds

By Jacob Van Ryn

On Tuesday night, the Voorheesville girls basketball team from Voorheesville High hosted Schalmont in a Colonial Council matchup. The Blackbirds were hoping to halt their recent string of losses by upending the third-placed Sabres, but instead suffered a 55-35 loss.

"They got off to a 10-0 lead before we even got going," said coach Nadine Bassler. "We didn't play all that badly," said Bassler. "Unfortunately, they are bigger than us, and right now, they are a little too skilled for us."

Bassler was especially pleased with her team's efforts on the defensive end. "We played good defense the whole game, and we couldn't come close."

The team from Voorheesville had a 12-point lead at the half, but couldn't hold onto it. "We played good defense all night, they were just better than us, and right now, we are a little bit too skilled for us," said Bassler.

Schalmont girls too big for Blackbirds

V'ville sports boosters seeking ideas and helpers

The Voorheesville Sports Booster Club will also be initiating a fund-raiser that is linked to the Boomerang basketball team did not have a savings on the bill of the Booster Club but a will not only result in a donation to the club but a 10 to 25 percent savings on the bill of the participant. Anyone interested in working on this fund-raiser please contact Debbie Barn at 765-9371. Anyone with ideas on future fund-raisers can contact Joanne St. Denis at 765-4748. If you can volunteer in any way, contact Lois Parmeelee at 765-3027. The next club meeting is scheduled for Wednesday, Feb. 15, at the high school at 7 p.m.

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THE SPOTLIGHT

February 9, 1994 — PAGE 17
Farmers

(From Page 1)

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

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

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

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

Cookies

(From Page 1)

a $12 cookie credit for every $10,000 worth of cookies they sell.

They are two of the three farmers who have been featured in the New York Farm Bureau's annual cookie sale. Even though government has responded to some degree over the past decade by easing the tax burden on agricultural land, many stresses still exist for farmers trying to make a living.

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

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

Boutron officials to host informational meeting

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

Information on ninth- and 10th-grade course offerings, graduation requirements and available diplomas will be offered.

For information, call 765-5529.

Animal tracking slated at Five Rivers center

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

Cost is $3 per family. For information or to register, call Five Rivers at 475-0921.

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

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

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**Births**

**St. Peter’s Hospital**
- Girl, Alyssa Marie Bukowski, to Julie and Peter Bukowski, Glenmont, Dec. 17.
- Boy, Joseph Dominick Bonarrigo, to Deidre Bryant and Joseph Bonarrigo, Delmar, Dec. 25.
- Twin boys, Matthew Francis O’Keefe and Christopher Patrick O’Keefe, to Patricia and Joseph O’Keefe, Delmar, Dec. 28.
- Boy, Conor Strattmann, to Sandra and Frederick Strattmann, Slingerlands, Dec. 28.
- Boy, McKinley John Gray, to Kathleen and Michael Gray, Delmar, Jan. 5.
- Boy, Kevin James Maddock, to Susan and William Maddock, Delmar, Jan. 12.

**Bellevue Hospital**

**Albany Medical Center**
- Girl, Shannon T. McShane, to Kristina and Bruce McShane, Delmar, Jan. 17.

**Out of town**

**Delmar man earns health credential**

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

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

**Gerard Cachon and Elizabeth Bennett-Cachon marry**

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

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

The maid of honor was Linda Kruphaus and the best man was Stewart Levine.

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

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

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

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**Salisbury steak supper slated**

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

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

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Woodrow Strang
Woodrow Strang of Winter Springs, Fla., and formerly of Elsmere, died Friday, Feb. 4, in Winter Springs.
He was born in Palatine Bridge, Schaghticoke County.
Mr. Strang had retired as a sales manager for the Freihofer Baking Co. in Albany.
Survivors include his wife, Madelyn Strang; a son, Garry Strang of New Palz; a daughter, Janis Jensen of Port Ewen; a sister, Nancy Hubbard of Canajoharie; and six grandchildren.

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

Contribution may be made to Northland Community Church Building Fund, 580 Dog Track Road, Longwood, N.Y. 12750.

Joseph Yannick
Joseph G. Yannick, 37, of Carlisle, died Friday, Feb. 4, at the Glocy Rehabilitation Center in Brighton, Mass.
Born in Troy, he was educated in Maplewood School and Watervliet High School. He moved to Carlisle in 1987.
Mr. Yannick was a self-employed antique dealer and auctioneer. He owned Yannick’s Antiques in Carlisle.
Survivors include his wife, Deborah Hersch Yannick of Carlisle; his mother, Marion Barra-Yannick; a brother, Raymond Yannick of Schodack; and three sisters, Patricia Curtin of Latham, Bette Rotaling of Poesendell, and Barbara Yannick of Watervliet.

Services were from the Maplewood School Community Church. Burial was in the Castle’s Cemetery, Maplewood.

Arrangements were by the Applebee Funeral Home, Delmar.

Contributions may be made to the Joseph Yannick Fund, c/o the Carlisle Post Office, Carlisle 12014.

Pearl Adams
Pearl Justin Adams, 90, of Delmar, died Thursday, Feb. 3, at the Good Samaritan Home.
Born in Summary, Schaghticoke County, she was educated in Richmondville schools. She moved to Albany in 1928 and worked for a short time for the former New York Telephone Co.
Mrs. Adams was a charter member of the Elsmere Fire Company Ladies Auxiliary and a member of the Delmar Reformed Church.

She was the widow of Joel Adams.

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

Arrangements were the Applebee Funeral Home, Delmar.

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

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

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

She was the widow of John H. Galivan.

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

Services were from St. Patrick’s Church, Albany.
Burial was at St. Agnes Cemetery, Menands.

Arrangements were by the McVeigh Funeral Home, Albany.

Contributions may be made the Fine Hills Branch of the Albany Public Library for the acquisition of children’s books.

Gwendolyn Munger
Gwendolyn Kiehl Munger, 68, of Merrifield Place, Delmar, died Saturday, Feb. 5, at St. Peter's Hospice in Albany.
Born in South Ozoneburg, she attended Syracuse public schools.

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

She was the widow of Clement Munger Jr. Munger.

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

Services were from the First United Methodist Church, Delmar.
Spring internment will be in Mt. Pleasant Cemetery, New Salem.

Contributions may be made to St. Peters Hospice, 315 South Manning Blvd., Albany.

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

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

She was a clerk in the state Division of Parole.

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

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

Contributions may be made to St. Peter’s Hospice, 321 South Manning Blvd., Albany 12208.

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

Miss Whaley was born in New York City.

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

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

There are no immediate survivors.

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

Arrangements were by the Applebee Funeral Home, Delmar.

Slingerlands executive joins Austin & Co.

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

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

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

Corps names Schacht employee of the year
Seklick resident Linda Schacht has been named the 1993 Administration Employee of the Year by the Glennmont Job Corps Center.

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

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

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

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

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

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

On Wednesday, Feb. 16, the junior choir will rehearse at 6:30 p.m. with TOFS meeting at the same time. Also, a family will hold a meeting at 7 p.m. and bible study will be held at 7:30 p.m.

For information, call the church at 756-6888.

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

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

Cost is $46 for CHP member couples, and $70 for non-member couples. For information, call 585-1864, ext. 4444.

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

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

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

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

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

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

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

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

How can anyone eat all that chocolate?

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

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

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

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

"That's pretty much my favorite," she said, although she admits the chocolate concorde, with its meringue topping and chocolate mousse center "is a really good one."

Believe it or not, there's more to the evening than the desserts. A silent auction, a raffle and dancing to the music of the five-piece band, Prelude, is also on the schedule.

Among the items to be auctioned off will be several weekend get-aways to the Sagamore and Deli. It's a pizza made with chocolate, nuts, cherries and marshmallows.

"It's really something," she said.

Another favorite, from Rocky's of Troy, is fried dough, with chocolate sauce instead of the traditional sugar.

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

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

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

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

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

"APPOINTMENT WITH DEATH" based on Agatha Christie mystery novel, presented by Albany Institute, Schoon E. Arts Center, 455 State Street, Albany. Fri., Feb. 11, 8 p.m., $18, $10 seniors and students. Information: 434-6787.


**MUSIC**

ANNUAL PLAYING A Song by Youth Orchestra, Colonia Center, Feb. 2, 8 p.m. Information: 385-7851.

ROBERT CONANT

harpist and harpsichordist, & Music, 59 Wolf Road, Colonie, Sunday, February 13, 4 p.m. Information: 485-2299.

LAFAYETTE STRING QUARTET

at 24 Wolf Road, Colonie, Friday, Feb. 11, 7 p.m. Information: 482-9000.

**WEEKLY CROSSWORD**

"Valentine's Day" by Barry Frey

**ACROSS**


40. Prize 42. Evolved to friends 43. Frugging 45. Accumulating 47. Pertaining to the nose 48. Time TV 49. Pig pen 50. Valentine advice continued


64. Scoon 67. What hands? 68. Roman poet 69. Defrost 70. Oard and Harmony 71. Mr. Beatty and Mr. Irish

**DOWN**

1. Moonstruck 2. New York State Canal 3. Actress Magnani or Grandma Moses

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ALBANY COUNTY
BULIMA EDUCATION PROGRAM
"Bulima: It's More Common Than We Think!" community education program lead by Dr. Saum Baun, Women's Health Care, 385 Western Ave., Guilderland, 7:30 to 9 p.m. Information, 458-4503.

FREE COMPUTER LITERACY TRAINING sponsored by Club 55 Plus Job Center on Wheels, Colonie Center, Route 5, Colonie, 10 a.m. to 4 p.m. Information, 495-4003.

WINTER FARMERS' MARKET Grand Concourse, Empire State Plaza, Albany, 11 a.m. Information.

FARMERS' MARKET Holy Cross Church, Western and Beverley avenues, 2 to 6 p.m. Information, 370-9722.

ALBANY COUNTY
OPEN HOUSE case management services staff at the Center for the Diabetic, 314 South Manning Blvd., Albany, 10 a.m. to 3 p.m. Information, 453-5530.

"BUSINESS IN GUILDERLAND" sponsored by the Guilderland Chamber of Commerce, topic is child safety, Guilderland Town Hall, 2 to 3:30 p.m. Cost, $20 for members, $24 for non-members. Information, 456-6611.

THURSDAY, FEBRUARY 10

ALBANY COUNTY
OPEN HOUSE case management services staff at the Center for the Diabetic, 314 South Manning Blvd., Albany, 10 a.m. to 3 p.m. Information, 453-5530.

AGING DISORDERS SUPPORT GROUP MEETING Russell Sage College, Sage Hall Counseling Center, Troy, 7:30 to 9 p.m. Information, 456-9550.

CHOREA RESEARCH sponsored by Copiague Town Library, Beth Sholom Synagogue, 11th Street and 4th Avenue, North Troy, 7:30 p.m. Information, 237-4384.

SCHENECTADY COUNTY
SQUARE DANCE Single Squares of Albany, Presbyterian Church, Aspinwall Road, Schenectady, 7 to 9 p.m. Information, 364-6244.

RIVER VALLEY CHORUS MEETING Glen WWood School, 34 Warden Road, Scotia, 7:30 p.m. Information, 362-0524.

BREAKFAST PREPARATION Bellevue, the Women's Hospital, 2210 Troy-Schenectady Road, Schenectady, 7 to 9 p.m. Cost, 65 cents per couple. Information, 345-9410.

COMMUNITY EDUCATION PROGRAM "Teatrics," led by Claire Sipher, Expressive Arts Therapist, Women's HealthCare Plus, 2093 Western Ave., Guilderland, noon to 1 p.m. Information, 456-3455.

INTERFAITH CANDLELIGHT SERVICE part of Holy Saturday Week, service and update on conditions in Haiti, Pastorl Center, 43 North Main Ave., Albany, 7:30 to 9 p.m. Information, 453-6695.

COMPUTER LITERACY TRAINING sponsored by Club 55 Plus Job Center on Wheels, Colonie Center, Route 5, Colonie, 10 a.m. to 4 p.m. Information, 458-5622.

FARMERS' MARKET case management services staff at the Center for the Diabetic, 314 South Manning Blvd., Albany, 10 a.m. to 3 p.m. Information, 453-5530.

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NEW SCOTLAND

BETHLEHEM LUTHERAN CHURCH
85 Elm Ave., Delmar; worship services of 9 a.m. and 10:30 a.m.; Sunday School and bible classes of 9:30 a.m.; nursery care; coffee/foyer information, 439-4286.

BETHLEHEM BAPTIST CHURCH
Sunday school, 9:15 a.m.; worship service, 10:15 a.m.; Auberge Suisse Restaurant. Route 85, Information, 475-0866.

FAITH TEMPLE
Sunday school, 10 a.m.; worship service, 7 p.m.; 1500 Maple Ave., Selkirk. Information, 765-2855.

JERUSALEM REFORMED CHURCH
Sunday school, 10:45 a.m., choir rehearsal. Tarrytown Road, Feura Bush. Information, 768-2133.

ONESHEUHAI REFORMED CHURCH
Church services at 11:15 a.m. and worship service, 6:30 p.m. Route 85. Information, 765-2870.

UNIONVILLE ONESHEUHAI REFORMED CHURCH
Sundayschool, 10:45 a.m., choir rehearsal. Route 85. Information, 765-2870.

FREE CHURCH
Sunday school, 10:30 a.m.; choir rehearsal. 439-4328.

THE TEMPLE
BAPTIST CHURCH
School and worship service. 9:15 a.m. and worship service, 10:30 a.m., choir rehearsal. 439-4628.

GATHERING CHURCH
Sunday school, 10:30 a.m.; choir rehearsal. 765-2791.

SUNSHINE SENIORS
Meeting held weekly. 439-4628.

DEL MAR COMMUNITY ORCHESTRA
Rehearsal, town hall, 6:45 p.m. Delaware Ave., 7:30 p.m. Information, 439-4628.

BETHLEHEM ARCHAEOLOGY GROUP
excavation and laboratory kab, Route 32, Voorheesville. Information, 439-7319.

NURSERY CARE
Support for mothers of preschool children. Bethlehem Reform Church, 265 Delaware Ave., nursery care provided. 10:15 a.m., 11:30 a.m., nursery care; coffee/foyer information, 439-9399.

DELMAR KIWANIS
Daytime, Route 9W, 11:30 a.m.; Information, 439-5560.

AA MEETING
Bethlehem Lutheran Church, 65 Elm Ave., 8:30 p.m. Information, 439-4797.

AL-ANON GROUP
support for relatives of alcoholics. Bethlehem Lutheran Church, 65 Elm Ave., 8:30 p.m. Information, 439-4567.

ONESHEUHAI LODGE 1086

BETHLEHEM LIONS CLUB
Free Pancake Breakfast. The New Scotland Lions Club, Salisbury Road, 7p.m. Information, 439-2512.

UNIONVILLE LIONS CLUB
Morning prayer and Bible study. 7 p.m. Information, 439-4314.

BETHLEHEM LIONS LODGE 2233
Order of the Eastern Star Masonic Temple, 421 Kenwood Ave., 8 p.m. Information, 439-2181.

BETHLEHEM SMITH-2474
Newspaper in New York State Classified Advertising Network. 9:30 a.m. to 3:30 p.m. Information, 439-4955.

MULTIPLE SCLEROSIS SELF-HELP GROUP
Albany County chapter meeting, Bethlehem Public Library, 451 Delaware Ave., Delmar, 2 p.m. Information, 439-4955.

DEFENSIVE DRIVING COURSE
Two sessions, Nathaniel Blodgett Legion Post, Rapidar Drive, Albany, 9 a.m. to 4:30 p.m., and Feb. 16, 9 a.m. to 4:30 p.m. Information, 439-2184.

NEW SCOTLAND
STORY HOUR
Voorheesville Public Library, 51 School Road, 10:30 a.m. Information, 765-2791.

TOWN BOARD
Town hall, Route 85, 8 a.m. Information, 439-4895.

QUARTET REHEARSAL
Voorheesville Public Library, Route 85, New Scotland, 7:15 a.m. Information, 765-6410.

Voorheesville Board of Education, cafetera, Clayton A. Bouton Jr.-Senenich High School, Route 85, 7:30 p.m. Information, 765-3313.

STORY HOUR
Voorheesville Public Library, 51 School Road, 10:30 a.m. Information, 765-2791.

PESTICIDE TRAINING
sponsored by Cornell Cooperative Extension, William Rice Extension Center, Martin Road, 1 to 4 p.m. Information, 765-3500.

NEW SCOTLAND
NIMBLEFINGERS/QUILTERS
Voorheesville Public Library, 451 Delaware Ave., Delmar, 11 a.m. Information, 765-2791.

Voorheesville PLANNING BOARD
Meeting held in the Voorheesville Boardroom, 242 Kenwood Ave., Delmar. Information, 765-2791.

QUIET VOICES
women's writing group. Voorheesville Public Library, 51 School Road, 7 p.m. Information, 765-2791.

ZONING BOARD OF APPEALS
Town hall, 454 Delaware Ave., Winne Road, 7 p.m. Information, 439-4955.

BINGO
Blodgett American Legion Post, 16 Poplar Drive. 7:30 p.m. Information, 439-9919.

YOUTH EMPLOYMENT SERVICES
Park and Recreation Office, Elm Avenue, 9:30 a.m. to 11 a.m. Information, 439-4003.

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

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A PROGRESS EDITION
Ed's Overhead Doors sees business going up

By Donna Moskowitz

Customer service is the key to success for Ed's Overhead Doors. "We are very service oriented," said Heather M. Boers, office manager of the company, which is located at 1020 Niskayuna Road in Schenectady. For example, Ed's Overhead Doors provides free, in-home estimates.

A small family business with four employees, Ed's Overhead Doors specializes in residential garage doors and openers.

Ed Boers started the business, which was taken over by his son Neil three years ago.

This year the company's product line will remain the same, including American-made Genie door openers and Wayne-Dalton doors, Boers said.

Anticipating a boom in new home construction this year, the company will be adding to its staff "to keep up with our reputation for prompt service," she said.

In addition to installing garage doors in new homes, a big part of the company's business is replacing doors in older ones. "Everybody had wood doors or fiberglass. The wood doors don't last forever," she said, because rain and snow take their toll on garage doors.

The latest material for garage doors is steel, she said. "You don't have to paint them and they're guaranteed against rust."

The new steel doors have been designed to look like wood, stucco or other materials, but some people still want wood. "People have different opinions about the appearance."

About 25 builders are regular customers, and the builders generally choose steel doors, she said.

The Boers purchase the doors from the manufacturer, Wayne Dalton, an Ohio company. "We can special order just about anything, especially in wood," she said. Prices depend on the size of the door, the materials, whether it has windows, and whether it comes with insulation, she said.

Ed's Overhead Doors guarantees all parts for one year, with no charge for a part or repair during that year if the problem is due to ordinary wear and tear, Boers said.

The company is also doing brisk business selling door openers, especially during the past few weeks — probably because of the recent cold weather, she said.

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High-tech foot surgery

Robyn Lanan helps Dr. Perrin Edwards perform an in-office operating procedure using a microscopically directed laser beam. Foot Specialists Assoc. P.C. is located at 1692 Central Ave., Colonie. Early evening as well as Saturday appointments can be arranged.

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Colonie Spotlight
New Salem Garage sees move as efficiency-boosting step

By Erin E. Sullivan

Last year the New Salem Garage Inc. relocated from a small building on Route 85 in New Salem to a modern facility on Route 85 in Slingerlands.

"We are very happy with the new location," said Darryl Carl, general manager. "The new building is much more efficient and effective."

However, Saabs, the owners and a stretch of Route 85 are about the only things the former building on Route 85 in Slingerlands and a stretch of Route 85 are about the only things the former building on Route 85 in Slingerlands and a stretch of Route 85 are about the only things the former building on Route 85 in Slingerlands and a stretch of Route 85 are about the only things the former building on Route 85 in Slingerlands.

The recently constructed show room, encased in glass, stretches 21,000 square feet and offers numerous services for its customers.

"What people are primarily looking for today is time," said Carl. "We try to get our customers in and out quickly. That is why we built the workstations to accommodate busy schedules."

Located in the waiting room, the facility's workstation terminals are equipped with plugs for laptop computers, courtesy phones and a direct line out for modem and fax purposes.

Valet parking and a detailing service are other features at the new garage. When customers take their cars in for service, they simply pull into the two-car garage attached to the main building.

The detailing service was added last year and a free exterior wash is provided with each trip to the service area.

According to Carl, business has increased at the new location but "not overwhelmingly."

New Salem Garage Inc. was established in 1947 by Dewitt Carl, with the business turning exclusively to Saabs in 1962.

The former New Salem Garage showroom was transformed into a body shop for all Saabs and Saab warranties. The body shop can be used regardless of whether a customer purchased his car at the New Salem Garage.

The garage recently added to its selection of vehicles: "Saab has just come out with a new 900," said Carl, "and they are selling like hotcakes. It has received excellent reviews and those rating the 900 can't find anything wrong with it. We have all driven it here and it like it."

The garage recently rated by J.D. Powers and Associates as being in the top four percent for Customer Servicing Index in the nation.

"We are very committed to our customers," Carl said. "Along with increasing our sales this year, we will be working to maintain top customer service and low-pressure sales."

New member, new chairman

Advertisers Index

Lower prices, better service

At Laura Taylor Ltd., prices lower than many larger stores and a number of free services are offered, such as clothing alterations, jewelry repair and gift wrapping. Laura Taylor and her husband Clint Hageman are often on the scene to assist customers.

Elaine McLain
Delmar Dental Medicine, located at 344 Delaware Ave., uses the latest video technology to get a closer look. The video technology allows not only a magnified view of the teeth and gums but also the ability to give patients a personal video tour.

Delmar Dental Medicine features the latest technology to ensure optimal dental care for its patients.
Sewing shop offers do-it-yourself savings

By Michael Kagan

If you're looking for ways to save money, you might consider learning how to sew. Tough times mean strong business for fabric and sewing machine retailers.

"People sew more when they're not buying ready-made products," said Rowland Sinnamon, owner of Sinnamon Sewing Machine Service-Knight's Designer Fabrics, located at 265 Osborne Road in Colonie.

Sinnamon offers equipment and fabric for the experienced stitcher, and quarterly classes for beginners and those looking to improve their skills in specific areas.

The store features brand-name machines, including Bernina and Bernette, machine repair and service, and expert scissor and shear sharpening. In addition, the store offers a wide selection of natural fiber fabrics, featuring Liberty of London, Vinyels, Landau, JB Martin and DeBall. Sinnamon also offers a range of silk materials.

The store features a unique sewing aid collection, including chalk pencils, flexible curve rulers, cutting tables and silk pins that penetrate tightly woven fabrics.

Sinnamon bought and merged with Knight's of Bennington, Vt., in 1981.

Cohoes outlet uses computer colors

By Erin E. Sullivan

When it comes to decorating a home, close doesn't count for Cohoes Paint and Paper. Specializing in paint and wallpaper, the 77 Mohawk St. Cohoes, outlet uses an up-to-date computer system to mix a rainbow of paint hues.

Customers of Cohoes Paint and Paper Outlet will not have to spend hours in numerous stores searching for the color most similar to the one they want. An in-store computer color matching system helps them find an exact match.

"The customer simply needs to bring a sample of the current color they have and input the information into the computer," said Abdelnour. "It's very effective." For those who like their assistance a little more personal, Abdelnour or a professional decorator will talk with the customer about ideas or go to the home and give advice.

Current preferences in color, design and brand are varied, according to Abdelnour. "People's tastes are very different," he said. "They are using their own imaginations, or mine to help, and coming up with several creative themes."

Paint and Paper stocks all major lines of paint including Benjamin Moore, and has a large selection of wallpapers including Brewster, Ziger, Waverly and Village wallpaper.

While the Paint and Paper Outlet was founded just four years ago, manager John Abdelnour is no industry novice.

"I have been in this business since I was a kid," he said. "I started out with curtains and wall coverings and then moved on to the wallpaper and paint market."

Cohoes Paint and Paper Outlet is owned by Frank Colaruotolo.

Along with the paint and wallpaper, the business will concentrate on two other services this year, window glass and framing, said Abdelnour. He added that a business goal is to work toward better service and faster responses to all problems.

Revenues at the Cohoes Paint and Paper Outlet have been increasing since the business began, said Abdelnour. "Last year's sales were excellent and hopefully this year will be even better."
**Home on the range**

**Optician's business is family affair**

By Erin E. Sullivan

Hughes Opticians offers two good reasons to take advantage of their services. Your eyes.

"We are a family-owned business and pride ourselves in providing the best products at the best price," said Tom Hughes, owner of the 411 Kenwood Ave., Delmar, office.

Hughes, who opened the business in 1987, has been a licensed optician in the Capital District for 28 years. His staff includes son Tommy and another optician, Michelle Rand. Hughes' daughter, who worked with him for five years, recently moved to Boston.

Hughes Opticians offers eye examinations, glasses, contact lenses, sports eyewear, non-prescription sunglasses and all standard eye-care accessories. "We don't charge for adjustments and we are always there for emergency lost contacts and eye repairs," said Hughes. "We will even loan customers a lens while they wait for orders. Hughes also accepts insurance coverage by Capital District Physicians Health Plan.

Hughes noted that local businesses have always been the backbone of community activities and encourages Tri-Village residents to give them a try. "We support all community organizations, from the Little League to Bethlehem football," he said.

Hughes also provides a unique service to elderly patients. Employees will go to the homes of older residents who may need a frame adjustment or other minor repair, and "we can even make it to the office on their own."

Hughes said business has been steady. "We are hoping the same as everyone else for this year — to do better," he said.

**D.A. Bennett's business heats up**

By Erin E. Sullivan

D.A. Bennett offers something that not many companies are ready to live up to — 24-hour service.

“When a customer has a problem, all they have to do is call our exchange and explain it,” said Doug Darrone, co-owner with Tom Drake of D.A. Bennett Inc., 341 Delaware Ave., Delmar. "Customers will talk to a real person, not a machine, who will then get in touch with our on-call maintenance guy."

The 24-hour service is available at any time during the year and helps serve customers better, Darrone said.

D.A. Bennett is a plumbing, heating and air conditioning company specializing in Lennox heating and air conditioning units. It is the only combined plumbing, heating and air conditioning shop in the area, according to Darrone.

A well-established and familiar Delmar firm, D.A. Bennett has seen a steady increase in business over the past years by never cutting corners on standards and quality. "The owners say the company's belief in quality products and quality service has paid off,” said Darrone, "and we are always looking for ways to serve our customers better."

D.A. Bennett was founded in 1915 by Tom Drake's grandfather, D.A. Bennett. Since its initial transformation from a village blacksmith shop to a plumbing shop, D.A. Bennett has been run by three family generations. Until Darrone joined, no owner had been from outside the family.

"Most people think that after being in business as long as we have, things get easier. Not so!" said Darrone. "Products and technology are changing all the time."

In addition to the technology becoming more computerized, Darrone noted that consumers are always trying for higher efficiency.

D.A. Bennett employees are expected to keep up with changing technological advances. "We are constantly training our people so we can provide our customers with the quality service and installations they expect," Darrone said.

After winning awards in 1992 from Lennox, a world-wide manufacturer of heating and air conditioning systems, for selling the most Lennox-Pulse furnaces in the area and for becoming one of the one percent of dealers nationwide to become a Lennox quality dealer, D.A. Bennett was recognized in 1993 by Niagara Mohawk as a top area company for gas marketing.

Last year, D.A. Bennett opened another store in Malta. "We are looking to do more work up north this year than in the past — areas like Balto Lake, Saratoga and Clifton Park," said Darrone. D.A. Bennett will also concentrate more on commercial installation and service this year.
A.G. Edwards stresses global vision

By Erin E. Sullivan

At A.G. Edwards & Sons Inc., the company's driving force is long-term investments, which by definition are commitments of at least 12 months and one day.

"The key to investing is not timing the market," said Jack Hastings, associate vice president and resident manager of the branch located at Wembley Square, New Karner Road, Colonie. "It's the time spent in the market. Long-term investments can be very profitable."

The firm's number one selling item are American Funds, created in 1934 with the Investment Company of America. "An important aspect of our business is that we do not manufacture our own product," said Hastings. "We don't sell A.G. Edwards government funds, A.G. Edwards tax funds."

The company's driving force is satisfied and committed personnel, he said. "Happy workers point to good investments, which in turn leads to good revenues and good dividends," said Hastings. "We have high ethical and moral standards. This can be seen in the firm's employee turnover rate, which is only five-tenths of one percent."

Whatever the approach, A.G. Edwards seems to be doing something right.

In 1983, the brokerage firm was listed in the book "The 100 Best Companies to Work For" and was included again when the book was published a second time in 1993. Only 48 of the original 100 companies also made the second list.

The key to investing is not timing the market. It's the time spent in the market. Long-term investments can be very profitable.

Jack Hastings

When USA Today rated the nation's top 200 companies on morale, A.G. Edwards was placed in the top 10. In addition, the December 1993 Issue of Smart Money Magazine selected A.G. Edwards as the finest brokerage firm in the United States.

"We provide good service and stay out of trouble — and there is a lot of trouble to get into in this industry," Hastings said.

A.G. Edwards was founded by Albert Galatin Edwards, a graduate of the U.S. Military Academy at West Point serving in the Missouri guard.

In March of 1887, he opened the firm's first office in St. Louis and the company ultimately spread throughout the country, taking strides in 1970 and 1971, the year its stock went public.

Hastings, who had been working for another firm in Albany, joined A.G. Edwards in 1983 and opened its first branch in the state on March 25 on Keys Avenue in Niskayuna.

In June of 1990, the branch moved to its present location in Wembley Square. The Colonie branch, one of the firm's smaller ones, serves roughly 3,000 clients.

"We generally open branches in the suburbs," said Hastings. "We cultivate the affluent, but predominantly serve the upper middle class, management, professionals and homemakers.

A.G. Edwards now has 19 branches in New York State and 484 in 49 states nationwide, making it the largest brokerage firm in the United States with headquarters outside of New York City.

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"Our Reputation Built by Word of Mouth"
Health-care service agency can give clients in-home TLC

By Erin E. Sullivan

Interim HealthCare not only helps handle emergencies, but also reassures those who just need someone to talk to.

Aalice shed agency that has been providing home care and staff relief in the Bethlehem, Colonie and Loudonville areas for 25 years, Interim HealthCare has recently added two new services.

Interim In-touch is a two-way home electronic communication system allowing clients to contact outside help with a small button worn somewhere on the body.

When the button is pressed, a signal travels to a service center, thus beginning two-way communication. The customer's name appears on a screen and an operator is then able to talk with the caller one-on-one through a box placed in the home.

"We have people trained specifically for this service," said Lisa Evans, area manager of Interim HealthCare, located at 1735 Central Ave. in Colonie. "The line does not come to this office, but to another building.

Roughly 1 foot by 1 foot, the box is placed where the client spends the most time while at home, she added. But because the box is so sensitive, callers can push the button from several rooms away and still be heard.

In-touch is not only for emergencies. The system is set up so that anyone who has it can call at any time.

"The In-touch system is on the cutting edge of technology," said Evans. "This system benefits people who are upset, nervous or just need to talk — people who would end up in the emergency room if they had nobody to listen.

In-touch is also designed for daily calls if a client needs a reminder to take medication, or if a family has gone away and needs someone to check on an elderly person remaining at home.

The system, first used in Sweden, is available to home care patients for a monthly fee.

Interim Home Solutions is the second new addition to the services offered by Interim HealthCare. Home Solutions is an intravenous home therapy service providing IV medications as well as nursing personnel.

"Health care has changed a lot over the last 10 years," said Evans. "IV therapy has taken place in the home before, but Home Solutions not only brings the antibiotic therapy into the home, it now brings in a nurse to provide the product."

Interim HealthCare has two divisions. The first branch is support staffing. "We provide places such as nursing homes, hospitals and adult day care centers with fill-in nurses to temporarily take the place of an employee who, for example, may be out on maternity leave," said Evans. "Terms may last anywhere from three weeks to much longer. We hire the nurses and screen them all thoroughly."

The second Interim HealthCare division is in-home health care, available 24 hours a day, seven days a week. "Here we handle referrals for hospitals and customer requests for companion services," said Evans. "Home health care is provided for clients with a broad range of health problems, from the acutely ill, like those on ventilators, to those who simply need a companion. The companion service is perfectly social and not medically oriented, said Evans.

"We hire outgoing people, full of energy, to become companions. Charges for each service are per hour and vary with the degree of care needed.

Interim's service eventually cuts down on the cost of health care, according to Evans. "If there is a wife taking care of her husband and he needs on-the-job care, the service will eventually cut down on the cost of health care, and the family has gone away and needs someone to check on the elderly person remaining at home."

This family's business is blooming

By Erin E. Sullivan

For a lush selection of healthy plants and bright flowers, Holland is the place to go.

Located on 582 Sand Creek Rd. in Colonie, Holland Florist is a family-owned and operated nursery and flower shop.

"We grow our own bedding plants, mums and poinsiettas in our own greenhouses," said manager Jeff White. "We also offer a full array of floral arrangements, which can be delivered anywhere in the world via the FTD network."

Local deliveries are made by Holland's delivery service, which serves all destinations in the Albany, Schenectady and Troy areas.

Along with individual floral arrangements, Holland Florist will create an atmosphere of flowers for special occasions, including weddings, funerals, births, tributes and expressions of sympathy. Landscaping and lawn maintenance services are available as well.

"We try to help every customer that comes in our place with knowledgeable and pleasant employees," said White. "Even though we are growing, customer service and satisfaction is still number one."

Holland Florist was founded 14 years ago by the White family.

"There was an existing building at this location that blew over in the wind," said White. "We then bought the property and geared up business." But White has not seen great changes in his profession since Holland Florist's inception. "Year after year we sell the same products and services as the last year," said White. "In the florist business we see a number of ups and downs, but basically there hasn't been much change."

Most of the nursery's competition comes from the plant and flower offerings on display at large grocery stores, he added.

White said revenue in the past year has been steady, and is expected to be better this year thanks to a growing customer base.

"We will continue to make each and every customer remember us when they leave," he said. "When a new customer walks in our doors, it is most likely we will see him again. Our goal in 1994 is to build up floral customers by giving the best product, service and design skill that we can, and getting people to realize that besides being a nursery, we are also a full-service florist.

"We even keep the price of roses the same we've had for the 14 years of our existence—$18.99 a dozen."

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**Business a real (almond) joy**

By Michael Kagan

If you’re shopping at the Peanut Principle at 1158 New Loudon Road in Latham and you have to use the bathroom, look for the sign that says, “Filbert” if you’re a man and “Hazel” if you’re a woman.

That’s just part of the unique atmosphere at Nick and Kathryn Cassirneris’ shop for nut, candy and ice cream lovers, and, in some cases, people who are themselves a bit nutty.

The couple had been in the wholesale nut business for much of their lives, so when they retired in 1988, they decided to open a retail nut shop.

“This is more fun. It’s a rewarding experience. There’s more contact with the customer,” Kathryn Cassirneris said.

The store combines a little bit of country store atmosphere with a little bit of craziness.

“We have the biggest selection of nuts in the Capital District, including the owners. We break out into song once in a while. It’s actually happened.”

To find the shop on Route 9, look for the sign that says, “Here lies 1158.” If the ice cream shop is closed, there will be a sign reading, “We ate all the ice cream. Come inside before we eat all the nuts.”

“My father had a restaurant and a candy store,” she added. “Nick’s father made candy and nuts, so we’ve been doing this a long time, about 60 years — wait a minute. He can have 60 years of experience. Not me. I don’t want to be old enough to have that much experience.”

In addition to nuts, ice cream and traditional candy, customized gift baskets, sugar-free candies, cookies, jams, salt-free nuts and gourmet coffees are offered.

Customers shouldn’t be afraid to join in the craziness and humor of the store, she said. “We have pretty hard shells.”

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**Furniture store enjoys new home**

By Erin E. Sullivan

The Village Furniture Company has found a perfect home.

Last March, the store moved to its new quarters at Main Square, 318 Delaware Ave., Delmar, and "We now have 5,000 square feet of gorgeous display space for our country furniture, rugs, lamps, pictures and unique accessories," said store owner Eileen Schuyler.

Schuyler started out in business working in Delaware Plaza’s Village Shop, which her parents owned at the time. She later branched out on her own, opening the Village Furniture Company at 411 Kenwood Ave. When that location proved to be too small, Schuyler opened an annex at 380 Delaware Ave. before moving to Main Square.

"You need a lot of space for a furniture store," Schuyler said. "I’m thrilled with the new location."

"Business has never been better," she added.

Schuyler’s shop specializes in country furniture. "Years ago, people were searching for country furniture. We found it and brought it to the store. People went crazy for it," she said.

"The demand for country furniture exploded as a whole," Schuyler said. "Country style is very popular in the Northeast."

The Village Furniture Company offers a variety of traditional and transitional styles as well.

"In general, the furniture trend is moving toward a more relaxed, inviting and homey atmosphere," Schuyler said.

The store offers some interior decorating services as well. "We will go into homes and give customers advice on furniture placement and style," Schuyler said.

One of this year’s highlights will be the shop’s involvement with the 1994 Showhouse that will take place in Bethlehem.

"Even though we’re larger, we have kept our commitment to highly personal service and to offering unusual, high-quality merchandise and one-of-a-kind accessories," she said.

"This year we will continue to establish ourselves as a community resource and an affordable, stylish place to shop."
Spotlight continues to keep up with the times

By Michael Kagan

Through four publishers, seven printers, five locations and three publications, Spotlight Newspapers has never been a business afraid to change.

"Our focus is local, local, local, as the saying goes," said Publisher Richard Ahlstrom. "The community paper has two major roles: inform the community of major events and provide small businesses the opportunity to advertise their products at low cost."

What is now Spotlight Newspapers started with the introduction of The Spotlight in Delmar. The first four-page issue of The Spotlight — the brainchild of Tracy Walsh — was published on Thursday, Dec. 1, 1955. An advertising flyer produced at 89 Rowland Ave. Delmar, it had 17 ads, including two for businesses still operating at the same locations: Toll Gate Ice Cream and Coffee Shop and the Delmar Bootery.

By the Christmas issue on Dec. 22, there were eight pages and color appeared for the first time. In January, The Spotlight introduced calendars of church and community events, which are still mainstays of the paper today.

Walsh’s brother-in-law, Robert G. King, a former ad salesman for The Times Union, became the publisher two years after the paper’s founding.

LeVere Fuller, who had been the paper’s first ad salesman, his wife, Mary, and later eight of his nine children took up the writing, typesetting and layout operation, which was run out of a small office at the Four Corners, where the Christian Science Reading Room is now.

Fuller eventually assumed the position of editor in 1960, and King moved the advertising operation to what was then the L.C. Smith bus garage behind Delaware Plaza. At its peak during his 18 years as publisher, the paper swelled to an average of 40 magazine-size pages and thrived on a largely free circulation.

However, the 1970s brought tough times. The Spotlight — which in one 12-month period had to cope with the death of Fuller, King’s declining health, a business recession and competition from the Capital Newspapers Helderberg Sun — reached its low point in 1974 and 1975, shrinking to as few as 16 pages.

King sold the paper to the late Nathaniel A. Boynton of Slingerlands, a former editor and Associated Press political writer, in 1975.

In Boynton’s five years as publisher, The Spotlight bounced back, beginning its first coverage of Bethlehem and New Scotland town and school governments. Boynton ended free circulation and began charging for the paper. Ahlstrom, then an executive with the Westchester Rockland Newspapers subsidiary of the Gannett paper, acquired the paper in September 1980, and he and his wife, Mary, who became the assistant to the publisher, moved to Delmar.

"It was just an excellent decision in retrospect," Ahlstrom said. "If we were located in a small village there would be relatively little market potential. Delmar was perfect — being suburban, next to rural, with all the amenities of a metropolitan area."

By the time Ahlstrom came to the paper, the organization was housed at 414 Kenwood Ave. Soon after his arrival, the paper moved to its current, more spacious quarters at 125 Adams St. in Delmar, which had previously served as a community center, senior center, print shop and, at one time, bowling alley.

In the past decade, The Spotlight has changed from a magazine format to tabloid production in order to accommodate more advertising. The paper debuted its first official editorial section in 1987 under the direction of Editor Dan Button.

"One of the strengths of the paper is our award-winning editorial product which has attracted outstanding contributors to our editorial section, from state legislators to the governor to Isaac Asimov," Ahlstrom said. "In New York state, there aren’t many papers that have had the variety and prestige of contributors that we have."

"People in Bethlehem and New Scotland have had great interest in town government activities and the local advertisers have supported the paper," he said. "In addition, because of the economic climate of the residents in the area, we’ve been able to attract advertisers from elsewhere in the Capital District."

In 1988, a new paper the Colonie Spotlight was launched, covering the town of Colonie. The Loudonville Weekly, which serves the Loudonville, Newtonville and Menands, was introduced last summer.

"The quality of the Colonie paper keeps improving each year," Ahlstrom said. "The loyalty of the subscribers is very high," said Ahlstrom. "The people in Loudonville have responded to the Loudonville Weekly very well and speak very highly of it."

"The Colonie area had two characteristics that were important to us: a large number of home owners with high interest in the community with kids in school or interest in town activities and sufficient businesses to support the paper," he said.

When the Ahlstroms arrived, there were three full-time employees, including the publisher. There are now 25 full-time employees and more than 50 people involved in producing the papers each week since they came to the paper. The Spotlight’s circulation has grown from 4,500 to 7,200. With the addition of the Colonie Spotlight and the Loudonville Weekly, Spotlight Newspapers now has a total circulation of 16,400.

"Over the past decade there has been substantial change in the nature and size of The Spotlight," Ahlstrom said. "In 1980, we didn’t have a Family section, obituaries or editorials. In addition to the above, we now have the Colonie Spotlight and the Loudonville Weekly."

Recent trends have cemented the demand for community newspapers, he said.

"All national surveys indicate that with the increases in television and cable news, the daily papers’ forte of covering breaking news has been usurped. Surveys have emphasized the need for daily papers to cover local news, but it’s very difficult for them to cover local news because of their large distribution areas. So much of their circulation is outside their base area. Community weeklies have been able to fulfill the needs of the local readers," he said.

While Spotlight Newspapers has come along way, Ahlstrom doesn’t see the continuing evolution ending.

"I would see us continuing to change to fit the times," he said. As the needs of our readers and our advertisers change — Spotlight Newspapers change."
Chamber chat

Real estate company matches homes, buyers

By Erin E. Sullivan

Despite a sluggish market in 1993, Roberts Real Estate enjoyed an increase in business.

"There was tremendous activity among the first-time home buyers," said Estelle Monrow, manager of the Delmar branch on 190 Delaware Ave. "We also saw a strong emergence of what we call move-up buyers. These are people who now have a few kids and need a large house to grow into," Monrow added.

"You have younger couples, who now have a few kids and need something a little larger, and you have middle age couples, who are moving on to something not necessarily bigger but with finer interiors," Monrow added.

"We have been the consistent leader in service and professionalism, and our dominance in the real estate market is a result of the outstanding reputation we have earned," said Monrow.

"We have paints and wallpaper, and floor coverings - vinyls and no-wax floors and the like," Smith said. And while the business does not install windows, it does offer a large variety of window treatments, including shades and draperies.

Smith customers prefer 'shady' schemes

By Erin E. Sullivan

It's back to basics for Roger Smith Decorative Products in Delmar.

"The neutrals, greys and off-whites are the most popular choice for color schemes these days," said Roger Smith, owner of the business at 340 Delaware Ave. "The colors are slowly starting to come out, but off-white is by far our biggest seller."

The store stocks just about everything for decorating needs.

"We have paints and wallpaper, floor coverings - vinyls and no-wax floors and the like," Smith said. And while the business does not install windows, it does offer a large variety of window treatments, including shades and draperies.

"We will not only talk to people one-on-one, but we will go into their homes to measure and to give our opinions on various aspects of their decorating choices," Smith said.

"We are very service oriented, and our employees are knowledgeable. When a customer comes in and wants a can of paint, we don't just hand them one. We ask what they need it for so we can help them find the exact kind to fit their needs."

A color matching computer system assists the customer in finding the perfect color match.

"Before this system, everything was done solely by eye," said Smith, who founded the business in 1970. "We started right from ground zero."

The store is now located where Delmar Lumber once was housed. "Our store stands where Delmar Lumber's hardware end was, and where the Curtis Lumber store (13 Grove St.) was once Delmar Lumber's lumberyard."

When Delmar Lumber went out of business, Smith decided to "take a shot at the paint and wallpaper business."

This year, he said he will be adding a new computer system to do inventory, to help with the billing and to keep track of each item's point of purchase.

Business over the past year was status quo, according to Smith. "The economy has been lousy for the last few years," he said. "We hope to do better this year."

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Playtime means serious fun for local tumbling tots

By Erin E. Sullivan

For area kids, Tumbling Tykes and Kidosphere have given a new meaning to the word "playtime." Tumbling Tykes, located at 8 Mountain View Ave., Colonie, and Kidosphere, 433 New Karner Road, Colonie, are huge indoor playgrounds. Both businesses are owned by Diane Wozniak and Andrea Fortuin, who started out as a teacher at Tumbling Tykes before she purchased and restructured the business in 1992. They said, "We have puppets, blocks, a huge sandbox, riding toys, a ball pit, and a soft play area."

Tumbling Tykes features a variety of one-hour classes each week, and a Saturday Tumble-In, Ehring said. The classes are offered to members, while the Saturday unstructured play is open to both members and non-members. The classes are offered Wednesday and Thursday evenings and on Mondays and Wednesday through Friday, with child care in the afternoons (except Tuesday) from 9 a.m. until noon. Tumble-In runs from 9 a.m. until noon. Bookings for private birthday parties are also available afternoons on Saturday, all day Sunday and on Mondays and Fridays after 5:30 p.m.

The inspiration for Kidosphere came when, as Tumbling Tykes became popular, parents began asking for more unstructured playtime similar to Tumble-In. Susan Ross had read about indoor play areas for kids in a newspaper in New York City, something that is very popular down there," Ehring said. Ross began bringing her kids to Tumbling Tykes and last year, Ehring and Ross decided to form Kidosphere.

Kidosphere offers unstructured play -- no classes are offered but with the same equipment Tumbling Tykes has. The new business is open from 9 a.m. to 4 p.m., Monday through Friday, and also from 8 to 8 p.m. on Tuesdays and Thursdays. Birthday parties are given after 4:30 p.m. Monday, Wednesday and Friday and all day Saturday and Sunday.

Tumbling Tykes and Kidosphere are not day-care centers, said Ehring. Parents must stay with their children for classes, Tumble-In and all play at Kidosphere, but can drop them off for up to three hours of the afternoon day care at Tumbling Tykes.

"We encourage parent-child interaction," she said. "The classes and unstructured play are geared for parents and children. Parents will sit on the mats with their children and sing the songs with them."

Every week at Tumbling Tykes a new theme is stressed for 20 minutes of each class. This week, for example, we had the theme of community helpers. We sang songs about firefighters and police, there were dalmatians, and the kids wore fire hats," Ehring said.

Because the classes are offered for 1 to 4-year-olds, the children are placed into different age groups. Since most kids 4 and up are in nursery school or kindergarten, only child care and Tumble-In are offered for those ages 5 and 6.

Classes are limited to about 15 kids, but about 40 to 50 kids attend each Saturday Tumble-In. Tumbling Tykes costs $77 for 10 weeks of one-hour class times. Child care is $5 an hour for members, with $1 additional for siblings, and $5.50 for non-members. Tumble-In is free for members, with a $2.99 charge for siblings, and costs $4.99 for non-members.

Child exercise classes are also offered at Tumbling Tykes, as are parent exercise class.

New for 1994 is a library at Tumbling Tykes. Parents will drop off children's books that they no longer use, and borrow books from the shelves for their children.

Tumbling Tykes also offers field trips for nursery schools, day-care centers and other organizations. Parent conferences are in the works for this year as well.

Ross is a child psychologist with four kids of her own, all age 4 and under. Ehring, who has a background in sales and marketing, has been working with kids for the last four years, she said.

For area kids, Tumbling Tykes you name it. The classes are offered Wednesday and Thursday evenings and on Mondays and Wednesday through Friday, with child care in the afternoons (except Tuesday) from 9 a.m. until noon. Bookings for private birthday parties are also available afternoons on Saturday, all day Sunday and on Mondays and Fridays after 5:30 p.m.

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test real estate company was a local
fixture for some time. After the
1992 affiliation, Prudential Manor
Homes merged with another Delmar real estate business
owned by John Healy. Healy had
been in operation for 25 years and
is a great addition to the office, Griffin said.

Prudential Manor Homes' 35
agents work with real estate in all
price ranges, from starter homes to more expensive newly
constructed homes, worth anywhere
from $200,000 to $500,000.

"We cover a large geographical range, with the
majority of sales in Bethlehem, the city of Albany
and East Greenbush."

Cathy Griffin

We cover a large geographical range, with the majority of sales in Bethlehem, the city of Albany and East Greenbush.

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February 9, 1994 — PAGE 13
Custom upholstery business adds two new staff members

By Donna Moskowski

This year, Capital Upholstery on New Salem Road in New Scotland has added two experienced decorators to its staff: Diane Wozniak and Andrea Fortuin.

“We’re very fortunate to have both Andrea and Diane on our team,” said co-owner Adrianne Sirois.

Sirois said the new staff has been added because she and her husband, Michael, who run the business, have decided to adopt two children.

“We really value our customers and will continue to provide good service,” Sirois says.

“We really value our customers and will continue to provide good service. I feel confident that our customers will remain in good hands with Andrea and Diane.”

The 7-year-old business specializes in custom upholstery and fabric window treatments. They also offer throw pillows, table covers, dust ruffles and bedspreads.

Capital Upholstery offers in-home consultations at no charge. The company caters to both residential and commercial customers, Sirois said.

The company also specializes in fabric window treatments, including drapes, swags and jabots, she said.

Up to now, Sirois had handled the decorating and retail end of the business, and her husband did the upholstery work.

“We started from nothing. We wanted to have our own business. Michael did upholstery, and I was already involved in retail most of my life.”

Though Sirois has been working personally with the company’s customers for years, she is confident the new staff will be able to continue to provide the level of service Capital Upholstery has always provided.

“Andrea and Diane are very good. It’s still the same business,” Sirois said.

While Sirois will no longer be available to go out on calls, she will not totally disappear from the scene. “I’ll be here as an adviser and a resource.”

Though she loves working in the company, Sirois is excited about her new job. “I’m looking forward to loving motherhood too,” she said.

Knowledgeable and friendly

Nemer focuses on customers’ needs

By Erin E. Sullivan

The staff of Nemer Jeep-Eagle and Martin Nemer Volkswagen say they are doing their best to convey the concept of “Fahrvergnugen” (a pleasurable driving experience) to their patrons.

Nemer Auto Outlet Centers focus on customers’ needs, since service and follow-up from the dealer are key factors in selling a car, said Bill Keegan, sales manager of the Nemer Auto Outlet branch on Route 7, Troy-Schenectady Road. “Our customers receive personal attention from our sales force.”

Keegan’s Latham dealership is open six days a week, Monday through Saturday, and the customer service center now operates for extended hours, 10 a.m. to 4 p.m. on Saturdays.

To order a service center, one need not have purchased a car at the Nemer Auto Outlet Center. “However, when someone buys a car here, we freeze prices at today’s going rate on all service costs as long as the person owns the car,” said Keegan. “This way, there are no surprises and no increases.”

In addition to the Saturday service, the auto center has a free shuttle to and from work when a customer leaves his car for a tune-up, and the dealer will pay for all state inspections on a car bought at the outlet.

Nemer Auto recently added two new staff members, a customer relations representative and a training manager for all three Nemer Auto Center Outlet locations in New York.

The Latham dealership was started in 1971, when Martin Nemer moved from the Philadelphia area to Latham and purchased the company, calling it Martin Nemer Volkswagen. In 1990, Nemer Jeep-Eagle joined Volkswagen in the Latham location.

Since its founding, Nemer Auto has seen a consistent increase in revenue, Keegan said, with a 15 percent rise in 1993 alone. “This year, we sold five cars,” he said.

Keegan noted that the biggest change he has seen over the years is the incredible demand for four-wheel drives. “We can’t keep four-wheel drives in stock.”

A major reason for the demand is the incredible demand for vehicles with four-wheel drive. “We don’t have four-wheel drives in stock. When a used one comes on the lot, it is snapped up in two to three days. This is true for the new cars as well,” he said.

A major reason for the demand is the incredible demand for vehicles with four-wheel drive. “We don’t have four-wheel drives in stock. When a used one comes on the lot, it is snapped up in two to three days. This is true for the new cars as well,” he said.

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UPDATE ’94 / The Spotlight • Colonie Spotlight • Loudonville Weekly
**Lights galore**

Nina Beauchaine of Glenmont serves customers in the newly-expanded lighting showroom at Thorpe Electric Supply, 27 Washington St. in Fens­seler, just over the Dunn Memorial Bridge. Beauchaine notes that Thorpe also now offers outdoor landscape lighting and table lamps, floor lamps, mirrors and lights by Howard Saturday to 2 p.m. Hugh Hewitt

**Weisheit revs up snowblower sales**

By Erin E. Sullivan

With the recent onslaught of winter, Weisheit Engine Works is selling snow blowers as fast as they can be delivered to the store.

This power equipment dealer on Weisheit Road, Glenmont, offers a premium selection of lawn mowers, lawn and garden tractors, chain saws and yes, snow blowers. In addition to sales, Weisheit has an on-premise service department that handles repairs on all major brands of power equipment ranging from string trimmers and garden tractors to chain saws.

"A lot of places today will not do that," said Bill Weisheit, president of the company, which has 22 years of experience in the power equipment business. "They concentrate strictly on selling equipment, not servicing it." The department will repair a piece of machinery even if it was not bought at the store.

"Weisheit is a local business and plans to keep it that way. "I feel businesses like ours are important to this area. We give back to the community," he said.

"We give back to the community," even so, he said, his establishment is losing sales to the larger companies such as Builders Square, Home Quarters, BJ's and Kmart.

Weisheit Engine Works offers an annual open house for professional landscapers, the first dealer in the area to feature such a program.

"We do this once a year in the late winter or early spring," Weisheit said. "All our equipment is placed out on display for the landscapers. Factory representatives are available to talk to the professionals and explain their products."

According to Weisheit, the business will key in on service throughout the year. "Sales were up last year compared to 1992. We are seeing a lot of new sales now and hope to continue this trend."

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Sale Prices in effect through Thursday, Feb. 19, 1994
Newsgraphics makes imprint on community
By Michael Kagan

Newsgraphics Printers in Delmar has always been a small business, and it's probably going to stay that way.

"It's like a family business. That's how we look at it," said Manager Scott Horton.

In size, the printer, located at 125 Adams St., hasn't changed much since it was opened by the late Nathaniel Boynton in 1978. With cost a major deciding factor in customers' choice of printers, Newspapers has helped.

"Being small keeps the costs down," Horton said. "Since we're small, we're going to be less expensive than someone can get elsewhere."

"Our principal business is in newsletters, booklets, brochures, business cards, resumes and promotional materials—the goal is to provide on-time delivery of quality material," Customers usually look for a printer that can keep costs down, produce high-quality products, complete jobs quickly and be friendly, Horton said.

"I try to get things out as soon as possible," he said. "Sometimes it's difficult, but that's usually one of the most important things.

"Our design staff is capable of generating quality art work, design and composition. Many companies don't have a design staff as such," said president Richard Ahlstrom.

When Ahlstrom took over Newsgraphics in 1980, the business expanded to include printing as well as composition. Previously, the actual printing had been farmed out to other businesses.

"There have been tremendous changes in the commercial printing business," Ahlstrom said. "The need for photo composition has declined with the advent of computerized desktop publishing, and the expansion of duplicating capabilities has reduced the demand for short-run printing."

Being a division of Spotlight Newspapers has helped the printer. "Sometimes people call to place an ad and they find out there's a printer here too," Horton said. "They've had good luck with advertising in the paper, and so they decide to give us a try, too."

"We always try to go out of our way for our customers," he said.

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Buenau’s Opticians views strong service as essential
By Erin E. Sullivan

Mike Buenau of Buenau's Opticians believes customer service is the key to business.

"If your look at the history of a family business such as mine, you learn that service has made it a success, because people can get the product anywhere," said Buenau, owner of two eyecare centers, at 225 Delaware Ave., Delmar, and 71 Central Ave., Albany.

Buenau's Opticians is a full-service center, offering quick eyewear and contact lens service, filling prescriptions and providing next day service if necessary. Eye examinations are done on the premises and free vision screening is available.

"Our customers know they don't have to go to the malls for quicker service," Buenau said.

Buenau's strategy lies in the fact that he develops his own marketing tools, continuously advances his own education and practices smart management.

"It's important to spend time with people, answer all their questions and really listen to what they want," Buenau said.

Buenau's Opticians puts out an in-house survey for their clients to identify small problems before they grow. "Getting feedback is key," Buenau said.

Because of its "excellent clinical care, successful practice and good business management," Mike Buenau was chosen as the "best and brightest eyecare professional" by 20/20 Magazine.

Buenau is American Board of Opticianry and National Contact Lens Examiner certified and is a frequent guest speaker on eyewear issues. He also feels that it is important to educate his employees to maximize their effectiveness with customers.

Buenau's Opticians plans to remodel the office, extend hours and computerize this year "to keep up with today's demands," Buenau said.
Service and specialization key to law firm success

According to Lavelle & Finn, a Colonie-based law firm, client service is the key to their success. It sounds simple, but attorneys John Lavelle and Martin Finn are amazed at how often this is taken for granted in service businesses. "A lot of our new clients are the direct result of someone not taking care of business," said Finn, the firm's managing partner.

Competition for clients is intense in the professional services arena. Locally, several medium-sized law and accounting firms have split apart, merged, gone out of business, or witnessed a dramatic decline in revenue. 'The recession is one cause," said Lavelle, "as this is the first recession for professionals. Another cause is an increase in consumer sophistication. Businesses and individuals have learned to shop for professional services and get the most for their fee dollar, and this has compelled quality firms to downsize and specialize."

Lavelle & Finn, formed in November 1991, provides tax and estate tax planning services, including wills, trusts, and related legal needs. The firm also prepares income tax returns and provides year-round tax assistance. "If you are not capable of doing the tax returns for which you have been planning all year, it is just one more opportunity for something to go wrong," said Finn.

Lavelle & Finn does not offer divorce litigation, personal injury or other traditional legal services not related to income and estate taxation. "Almost any law firm does wills," said Lavelle. "We think this is a mistake. For people of any substance, wills or trusts are complex documents that involve the highest taxes anyone will ever face."

The office, located at 401 New Karner Road, "is easily accessible to people from Albany, Schenectady, Troy, Saratoga and all the surrounding areas," said Lavelle. "And the parking is free and plentiful."

Lavelle and Finn, who are both lawyers and CPAs, have identified estate planning as an area where they say they can be particularly helpful. "Drafting wills and trusts and planning an estate involves meeting a client's personal objectives, satisfying complex estate tax rules, and not making income tax mistakes while doing it," said Finn. "Sometimes, a client gets caught in a fight between his CPA and his lawyer, and the client does not know what to do. Estate planning always involves trade-offs, and we are well-suited to help clients with them."

After a surprisingly good year of growth in 1993, the partners said they are expecting more of the same in 1994, plus some help from the economy. "We started at the absolute bottom of the recession in 1991," said Lavelle. "If people actually start doing things again and the economy heats up, taxes are always a big planning factor. That's where we come in."

Insurance service pros

Elaine Van De Carr (seated) and Rhona Karmody provide local service and fair, competitive rates at Van De Carr’s State Farm Insurance agency at 840 Kenwood Ave. in Slingerlands. Van De Carr notes that State Farm has a new claims center in Albany to better serve its clients, and the company also has some excellent new life insurance products.

Security supplies bathrooms

Elizabeth Becker, showroom consultant at Security Supply Corp., 475 Central Ave., Albany, shows off some of the new Eljer products for the modern bathroom. Security is a full-service distributor of quality plumbing and heating supplies, featuring Eljer, Aker, Delta, Elkay and NuTone products. Showroom hours are 7:30 a.m. to 5 p.m. weekdays and 8 a.m. to 3 p.m. Saturdays. Security also has a showroom at 196 Maple Ave., Selkirk.

Academy Profiles

Name: Ten Eyck ("Trip") Powell III, Albany Academy '74 (with his father, "Ike," Class of '48 and his son, Jacob, Class of '04)

Occupation: Vice President, H.B. Davis Seed Company, Albany

Education: Albany Academy, Class of 1974
Syracuse University, Class of 1978

Comment: "I remember so many things about the Academy. First, there were the teachers...it was great to have some of the same teachers that my father had. And the class size: They're small enough so there's no place to hide. You have to participate, speak out and learn to defend your ideas. I think you generate character by doing that. And the Academy makes sure you are heard. It's a place where a boy only 5'9" and 130 pounds could play three varsity sports. It's important for a boy to be able to participate! To be a part of things."

Quote: "Some things here may not be for everyone, but there is something here for every one."

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Founded in 1869 by Rufus Rose, the business developed into a partnership in 1901 when Peter D. Kiernan joined Rose’s son William at the agency.

The agency was incorporated in 1914, and was managed by Kiernan and his son, Peter D. Kiernan Jr., for the next 60 years. In 1974, Kiernan sold the business to his employees after he became chairman of what is now Fleet Bank.

The last 25 years have been a time of tremendous growth for the agency that opened more than a dozen branch offices in upstate New York. Closer to home, the company has its main headquarters at 1164 and 1211 Western Ave. in Albany, and a branch in Troy.

AAG headmistress aims for quality

By Erin E. Sullivan

Albany Academy for Girls at 140 Academy Road is working leaner and smarter this year under the guidance of its new headmistress.

Caroline Mason, who has a background in the corporate as well as the educational world, is employing some of her business acumen at the Albany private school.

Mason most recently was the director of training for Teledyne Electro-Mechanisms in New Hampshire. Prior to that she was the head of Mount St. Mary’s School in New York. She also has extensive teaching experience at the secondary and the college level.

Mason said she is using her expertise in total quality management that is employed at Teledyne at the school.

“Total quality management is a business strategy, which helps to maximize resources and improve efficiency,” Mason said. “It revolutionizes the way businesses and institutions are conducted.

“What I believe is that education needs a change of culture.”

Under the management strategy, the people affected by decisions are the ones who help to make them. Mason said. “I am working to empower the faculty and to flatten out the hierarchical structure. With a hierarchy of power, by the time an idea surfaces from student to teacher to administration, it is too late.”

The second step is to make people more well-rounded in the jobs they do. “Some teachers just teach Shakespeare. They have never been asked for anything else. We are working to increase the efficiency of teachers and staff and to make them more cross-functional.”

She said the process would help eliminate overwork and busy work. “You have to ask, ‘Why would we want anything that would detract the teachers from teaching and drain the whole system?’”

Another benefit of the approach is that it does not cost money. ”A by-product of total quality management is saving money in that people are more efficient and committed. We don’t have teachers talk at the students, but rather give the students some say and ownership in what they are doing,” Mason said.

Albany Academy for Girls is a private school for pre-kindergarten through grade-12, focusing on academics, arts, athletics, leadership training and community service.

Enrollment has increased 4 percent at the Girls Academy over the last two years, compared to the national average of 1.7 percent at independent schools.

Minorities make up 17 percent of the school, compared to the national percentage of 14 percent; and financial aid is given to 24 percent of its students, compared to the national 16 percent.
Selkirk painter's pride is worthy workmanship

By Corinne Lynne Blackman

Fifteen years ago Kevin Pope had no idea what he wanted to do. Today, with a little ingenuity and a few dabs of paint, he coats the towns with his passion for quality and attention to detail.

Driven by the need to satisfy his customers, Pope, who moved to Selkirk eight years ago, has turned small part-time job opportunities into a full-time business. He says, "It was in rough shape," Conway remembers. "Seventy-five percent of the job was getting it prepped properly... and he was thorough in his prep work."

With 93's sluggish economy and the difficulties of being the new kid on the block, though the year was profitable, it certainly was not devoid of challenges.

Anticipating a brighter year, Pope will direct his attention to introducing himself to the Delmar community.

"I buy my materials locally. I support the local businesses, because I want to be a local business person."

With word of mouth as a valuable support, he will expand his services to include ceramic tiling.

"I want to keep my name out there and to continue building my business," he said.

From vice president of manufacturing for a textile firm in New Jersey to owner of Painter Services, Pope is confident his business sense—coupled with his talent—will ensure his success, especially this year.

"This will be a good year... I'm going to make it happen. It will happen."
**Photographer revives past with restoration techniques**

By Michael Kagan

Gene Bigaouette has been taking people’s photographs for 30 years through his business, Studio Associates. For the last year, however, he’s been doing something much more unusual.

“I used to do commercial photography, and I was never satisfied with the retouching work that was done on my pictures,” he said. “I never found a lab that satisfied the type of quality that I demand of my work.”

Now he’s providing that level of quality for others by specializing in photographic copying and restoration. Bigaouette copies and restores old, faded, torn, broken or stained photographs and makes them look like new.

“I am an artist. Not too many people across the United States do it and do it well,” he said. “It really takes some expertise — skills and equipment and unusual artistic ability.”

Bigaouette had been doing some restoration in addition to commercial photography before devoting all his time to it, he said, and customers kept flowing in. “The business has just grown. In the last year, it has been full time,” he said.

He is still involved in some commercial photography, but most of his work now is in copying and restoration. He uses a number of techniques, from fine air brushing, oil tinting, pastel and oil sticks to digital work on computers. He works with both color and black and white photos of almost any size.

Bigaouette has been called on to restore distorted photographs of long deceased loved ones, and when he returns the work, his customers often get to see the likeness of their loved ones for the first time in years.

“I’ve gotten photos from the early 1800s that are mutilated and broken apart in bags,” he said. “When I return the work, the customer just puts their hand over their mouth and gasps or even breaks down in tears.”

Some of his assignments have been even more unusual. He was recently given a couple’s wedding pictures in which the photographer had neglected to shoot the bride and groom together. He produced a new, photographic-quality portrait of the couple side by side.

Studio Associates can be reached at 482-6086.

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Perennial farm blooms on Clifton Park acreage

By Erin E. Sullivan

Drying, arranging, landscaping ... at Willow Spring, there is a perennial for every occasion.

With over 500 different types of perennials, Willow Spring Perennial Farm is located at 214 Riverview Road, Clifton Park, about two minutes off Northway Exit 8.

"This is a very unique nursery," said owner Nancy Douglass. "We have over six acres with hundreds of fields growing perennials. Customers are free to wander the acreage looking through rows and rows for the exact plants they want.

"We will actually take the plant out of the ground, not sell it from a little pot," Douglass said. "Perennials are not made to have small roots in a confined space. They need large growing areas for their established root systems."

Douglass has six developed acres, with an additional six to seven acres left to be cultivated. That allows the perennials ample space to branch out.

Willow Springs closes its doors in mid-October and reopens in May each year. During the winter months, Douglass spends her time on design projects, studying perennials and attending trade shows across the country.

In the fall, she will travel to England and Germany to visit nurseries and study varieties of plants that are more available in Europe. She is hoping to file for a certificate allowing the transport of plants across the borders of the United States and Europe.

Douglass has been in the perennial business for 20 years. With a design background, she started by purchasing 13 acres on a historic home site along the Erie Canal.

"I wanted to do something with all the land and I loved perennials, so I decided to open a perennial farm," she said. "I had spent a year visiting gardens and nurseries across the country to see how they run their operations, so I was prepared."

Willow Spring keys in on personal service for its customers.

"When a customer comes in looking for a plant, I ask them where they want to put it, what purpose it will be used for. When someone says, 'I would like to grow something there, but it's too shady,' I will show them a variety of plants that can grow in the shade. If their soil is too wet, I will show them perennials that love wet soil," Douglass said.

Customers are free to wander the acreage looking for the exact plants they want.

Nancy Douglass

Approximately 50 percent of Willow Spring's business is consulting work done in people's homes.

"People will call and I will go to their property to do a soil analysis to determine what kinds of perennials can grow there," Douglass said. "I will then sketch out a plan for their garden or property and even fully install the plants."

Learn to paint

Staff photos by Hugh How et.

Perennial farm blooms on Clifton Park acreage

By Erin E. Sullivan

...Where service to our clients is the proudest thing we do."
Orange Ford has crush on service to customers

By Eric Bryant

To those who grew up in the Capital District, the name Orange Ford, is forever tied to a radio jingle.

The ditty lingers in the mind and although it hasn't been on the airwaves for some time, you find yourself humming the familiar singsong, "What color Orange Ford do you want? as you drive by the dealership at 799 Central Ave. in Albany.

But it's more than just a catchy jingle that's made Orange Ford the Capital District's oldest car dealership, it's customer service and an attention to quality.

Orange Ford opened its doors to customers on Friday the 13th in 1916, but the business has obviously thrown off that first day curse. For the last 78 years, they've provided the sales volume and customer service to keep them going and growing.

"Our main job is to please customers," said Vice President Jim Howlan. "If we do that, they'll come back."

For the past two years, Orange Motors (which also sells Mazda and Saab) have been ranked in the top 100 Ford dealers in the country. The ranking is based on sales and also customer satisfaction.

The new Ford Mustang GT, named Motor Trend Car of the Year, is just one of the hot-selling vehicles at Orange Motors.

Ave. in Albany.

The company's devotion to customer service is its free lifetime oil and filter changes for new car buyers. Orange Motors will provide the necessary service at regular factory-recommended intervals.

After years of stiff competition from foreign automakers, Ford Motor Co. has found more than its old niche in the market, according to Howlan. Five of the America's top 10 selling vehicles are Fords — F Series Trucks, Taurus, Escort, Explorer and Ranger.

Howlan touts two new models which are making a big news in the showroom. The first is the Motor Trend Car of the Year, "has been selling very well with a lot of different age groups," he said.

The new four-wheel drive Windstar, a minivan coming out next month, is also expected to draw significant interest among families looking for spacious vehicle with good gas mileage.

Exemplifying the idea that customer service is its foremost goal, the Orange Motors service departments are open at 6 a.m. each morning to welcome the early riser, Howlan said.

"Everything is so computerized these days that you have to have factory-trained technicians, and all of ours are," he said.

This Valentine's Day, eat your heart out!

The new Ford Mustang GT, named Motor Trend Car of the Year, is just one of the hot-selling vehicles at Orange Motors.

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Family market competes through big-time service

By Michael Kagan

In a competitive environment dominated by grocery giants, Houghtaling's Market on Route 32 in Fonda Busha has survived on the premise that quality is better than quantity.

"People don't like to stand in long lines," said Anna Houghtaling, who started the busi-
ness with her husband, Charles, 18 years ago. "Some people don't like going into huge stores and walking and waiting to find one thing. If people are looking for an item, they like to be able to ask someone who can help. Some people still like to see their next cut out in front of their stores."

Over the years, all three of the couple's sons, Dale, Darryl and Scott, and their wives, have been involved with the business. Dale is now the cook and store manager while Darryl and Scott still help out when they have free time.

"We started out on a shoestring budget," Anna Houghtaling said. "We've always been at the same location. We bought the house next door and had it moved so we could put in gas tanks for the oven."

Eight years ago, they built a new building and connected it with the old one, which is now used for soft ice cream in warm weather.

"We have very loyal customers. There are people from right around in Bethlehem, and there are people that come from Greenville or Westerlo, on their way to or from work," she said.

"Our roots are here, not just one of our branches," said Dale Houghtaling.

The past year marked a big improvement in business. Over 1991 and 1992, said Anna. "We're looking at expanding and improving our gas island and increasing oven space.

"We need more space for baking, and I like to do more lasagnas and ziti," she said. "We'd also like to have fish fries more than just on Fridays. They're very popular.

"We always try to be open to suggestions, not to try to overcharge the people," she said. "It's just quality, not quantity, and a lot of home cooking at a good price."

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Certified by OASAS • Accredited by JCAHO
By Corinne Lynne Blackman

Two years ago, when 42-year-old Jackie Capone was ready for a career change, she went to Bryant & Stratton.

Today, four months shy of an associate’s degree, she will likely join the 98 percent of the school’s graduates placed in jobs within their fields, with starting salaries of more than $18,000 annually.

A two-year accredited career college, Bryant & Stratton, on Central Avenue in Colonie, is committed to providing a curriculum that not only prepares students for the work force, but also helps them find jobs in their fields after they graduate.

“We are unlike many other schools,” said Communications Manager Betsy Hewitt-Buckbee. “Our mission is to get students employed — to train students in fields with high employment potential.”

“Serving more than 10 communities nationwide including Syracuse, Rochester and Buffalo, and now in its sixth year in Albany, Bryant & Stratton offers associate degree programs in microcomputer systems and business management, accounting, travel and tourism, administrative assistant training, and beginning this year, an allied health curriculum in medical assistance.

With both day and evening classes that range from $120 per credit hour to $1,920 a semester, and financial assistance available, students are not only finding Bryant & Stratton an economical choice, but a convenient one as well.

“They gear courses and scheduling for people who have to work and want to go back to school to get a degree,” said Capone. Along with their high rates of success, this was one of the main things that attracted her to the school, she said.

According to Hewitt-Buckbee helping to create a well-rounded individual is high on the priority list. From requiring a professional dress code to enforcing a strict attendance policy to designing resumes to role playing with professional businesses, “We are educating the whole person rather than just looking at the book work.”

I think my chances of finding a job are excellent because of what I’ve learned at Bryant & Stratton. They are so willing to work to find the right spot for you and I’m very optimistic.

Jackie Capone

In 1993, Bryant & Stratton opened its doors to approximately 470 students.

With enrollment increases and a proposal for a 8,000 square foot expansion to accommodate the growth, ’94 looks like a busy one.

“We are expanding this year because we have so many people in the building,” said Hewitt-Buckbee.

One of the biggest projects the school will undertake is restructuring its curriculum.

Beginning this fall, Bryant & Stratton will implement a critical skills initiatives program to help students develop basic skills needed to compete in today’s job market.

“We will be trying to teach interpersonal skills,” said Hewitt-Buckbee. “Tables will be set up as work teams, and teachers will assign tasks and help students work in groups to get things done. We are throwing out ABC tasks, this is real world application.”

“We are allocating resources. We are not changing requirements. We are just changing how we teach it,” she said.

As Bryant & Stratton prepares another class to join the hundreds of success stories in currently serving large employers such as Gobol and Key Bank, CHP and the state Department of Labor, to name a few, Capone is also confident that her education will ensure her place in the work force.

“This think my chances of finding a job are excellent because of what I’ve learned at Bryant & Stratton. They are so willing to work to find the right spot for you and I’m very optimistic.”

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UPDATE '94 / The Spotlight / Colonie Spotlight / Loudonville Weekly
Nursing background a bonus for long-term care specialist

By Dev Tobin

Debbie Tucker believes she brings an added dimension to her work as a special agent focusing on long-term care insurance for John Hancock Financial Services.

Tucker, a registered nurse, said for a time she was suffering “burn-out” after 13 years in the profession. But she now finds satisfaction in counseling senior citizens on how to preserve their health care.

“I still consider myself a nurse first,” she said. “I’ve been on the other end, caring for people who paid a lot of money for home health care and never got a penny back.”

Tucker specializes in John Hancock’s Protect Care policy, a comprehensive long-term health care insurance policy, which allows seniors to keep their assets from being depleted in the event they need either long-term home health care or to apply for Medicaid to pay nursing home expenses (which are about $160 a day in this area).

“The biggest problem is that seniors don’t think it will happen to them, but 40 percent of people over 65 will need some kind of long-term care,” Tucker said.

Many seniors believe, erroneously, that Medicare or Medicare supplemental insurance will cover long-term health care, she added.

“The reality is that Medicare only covers about 3 percent of long-term health care costs,” Tucker said.

The policy is available for people ages 55 to 78, with premiums based on age and the level of benefits and deductible chosen.

“Seniors can devise the plan that best fits their needs,” Tucker noted.

As part of the state’s Partnership for Long-term Care, Protect Care policyholders can apply for Medicaid after the policy’s benefits are exhausted without having to “spend down” their assets.

“People who have assets to protect need to buy long-term care insurance before they need the care, when it is too late,” Tucker said. “The key is to get locked into a lower premium by buying a long-term care policy at a younger age.”

For information on the Protect Care policy, call Tucker at John Hancock’s Albany office, 9 Washington Square 12205, 452-8853.

Latham chamber trip

Representatives of the Latham Area Chamber of Commerce recently took a tour of town facilities with Supervisor Fred Field. Visiting the Mohawk View Treatment Plant of the Latham Water District are Mark Mitchell, front left, Carol Blegen, Rosemarie Gambino, Fred Field, Allida Stanley, Herb August Jr., Bill Pompia, back left, Don Reutemann, Joe Torre, Jeff Schwartz, Walt Williams, Gus Berger and Brian Fox.

Service with style

Dave McGurin, service relations manager at Orange Ford on Central Avenue in Albany, uses the service bay diagnostic system, which quickly gives information on how to fix a vehicle. The system also helps in the repair of electrical components.

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Gochee's Garage

Members of the Gochee's Garage staff use the latest diagnostic equipment to repair vehicles. Craig Frilbourg, left, Sean Kibbey and John Marcoult work at the Delmar-based garage, which has been owned by the Gochee family for 55 years.

Scotia bank stresses community base

By Erin E. Sullivan

As a locally owned and operated lending institution, the First National Bank of Scotia is part of a dying breed.

The absorption of small, community-based banks by huge banking conglomerates such as Key Bank and Fleet has been going for more than a decade. Over the past few years it's almost become an "epidemic," says bank Vice President Diane Smith Faubion.

The First National Bank of Scotia has been able to buck the trend, however, and in a sense, "That's our big claim to fame," Faubion said.

Being locally based, the bank can offer more personalized service in a variety of areas, she said. "That real community feeling is very important to us."

"The turnaround time on loans is much quicker, and if there is a problem with something, we can resolve it much sooner. All of our senior management is no further away than Scotia. They don't live in Rhode Island or Cleveland."

Bank customers "feel comfortable when they see the same faces every day," Faubion said. There are currently nine branches of the bank in Schenectady, Albany and Saratoga counties. The bank's main headquarters is on 201 Mohawk Ave. in Scotia and the Colonie branch is at 1705 Central Ave.

"Because of our name, people aren't aware that we have branches outside of Scotia. It's a constant battle letting people know where we are."

Most of the bank's business is in consumer loans and small business loans, although a full range of banking services is offered. For example, there are two stockbrokers who work with the bank and offer investment services. Plus there are all types of deposit services available.

"In 1993, the bank was pleased to issue a special, year-end dividend to its shareholders following outstanding performance during its 70th year of operation," Faubion said. "We are confident 1994 will be another successful year in which we strive to meet the financial needs of the communities we serve."

While it offers a full range of financial services, First National is now working to promote checking accounts with no minimum balance. To open a checking account, a sum of $100 is required. Savings accounts require $50 to open. These too have no minimum balance.

This year the bank will continue to shoot for its long-standing goal — to remain independent and to provide top-notch personal service to those in Scotia and the Capital District.

For special occasions

The Magic Toad carries children's clothing for special occasions such as First Communions, Bar Mitzvahs, Bat Mitzvahs, graduations and weddings. Owner Karen Coakley provides assistance at the Latham store.
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Daughter drives into future from father’s business legacy

By Erin E. Sullivan

For Elizabeth Leonardo-DeMatteo, taking over her father’s business turned out to be the right move.

“Business has been excellent,” said DeMatteo, owner of D.L. Movers in D.C. “We have no complaints, it’s very lucrative. Being a full-time mother and business owner, sometimes things can get pretty hairy, but it is all worth it.”

The business was started in 1958 by DeMatteo’s father, Richard Leonardo. “He had one truck, and eventually he moved up to two,” DeMatteo said. (There are now three trucks in the fleet.)

“At the time he was a Wheeler Agent and was with them for 19 years.” But in 1990 when her parents moved to Florida, she decided to take over the company. “We are now an agent of National Van Lines,” she said.

The Wisconsin Avenue business will move people anywhere on the East Coast. “When the move goes past the East Coast, we have to make sure we have enough trucks.”

“DeMatteo said.

“A new Olympic-size swimming pool is the latest addition to the facilities at The Albany Academy. The school, which provides pre-kindergarten through high school education, is also in the planning stages for several other major projects, including a new arts wing where the former pool is located. “After these projects are complete, Albany Academy students and faculty will enjoy some of the finest facilities of any independent school in the area,” said headmaster Carmen Manneli.”

C.P.A. firm offers more than tax advice

By Erin E. Sullivan

At Arthur Place & Co., public accounting doesn’t just mean income tax.

“We are a total business advising institution,” said Angela Wellhausen, administrative assistant for Arthur Place & Co., 1218 Central Ave., Colonie. “When people hear the term C.P.A. (certified public accountant) they immediately think income tax. But Arthur Place can be used as an expert witness on accounting principles in court cases.”

For example, if a client is fired from his firm for not keeping accurate accounting records, Arthur Place can be called to look at his books and to give an expert opinion on the situation.

Arthur Place & Co. was founded in 1980 by owner Arthur Place and a few other professionals who wanted to “make their mark in the business environment,” said Wellhausen. The firm now employs 16 people and serves over 450 business and individual clients.

“We have a very selective client base,” said Wellhausen. “We don’t just take everyone who walks in as a client. It really depends on the type of services a person or group is looking for. Certainly, if an individual walks in wanting his income tax prepared, for a fee, we will do it.”

Some of Arthur Place’s main clients include construction companies, the automotive and trucking industry and the lumber industry.

“We are doing as well as last year,” said Arthur Place. “Business has improved a little and we have obtained some new clients, but it is not booming.”

UPDATE ‘94 / The Spotlight • Colonie Spotlight • Loudonville Weekly
Heat fleet

Roland J. Down Heating and Cooling, Inc., located at 26 North Broadway in Albany, currently has 70 vehicles on the road daily serving the Capital District and surrounding areas. The company has 15 technicians and 15 sales people ready to help customers select commercial and residential heating and air-conditioning systems. Roland J. Down Heating and Cooling Inc. is one of the largest heating and cooling suppliers in the United States.

Fly home to warm vehicle

Rapid Park provides all parking amenities

By Dev Tobin

The recent wintry weather, with near-record cold and snow, provides yet another reason (besides convenience and price) for airline travelers to leave the parking to Airport Rapid Park at 698 Albany Shaker Road, according to manager Al Sloane.

"When our shuttle brings you back to the lot, your car will be running with the heat on and all the snow brushed off," said Sloane, adding that the security of knowing that a customer's car will start and be ready to go has made Airport Rapid Park "extremely busy" this winter.

Other services available (some at an additional cost) at the lot include adding air to low or flat tires, oil changes, washing and waxing, interior cleaning and minor mechanical repairs, Sloane said.

"Warm, clean cars aside, price and convenience remain the lot's major attractions," he said. The basic rate of $5.50 a day ($5 with the coupon on Page 22 of this Update edition) is less than the long-term parking at the terminal, and is more secure, he said.

"We have staff here 24 hours a day, as well as cameras monitoring the lighted, fenced grounds and a guard dog out at night," Sloane said.

While other off-airport parking lots are out of the way, Airport Rapid Park is "on a direct line to the airport," just west of The Americana hotel on Albany Shaker Road, Sloane noted.

With three shuttle buses in continuous operation, it generally takes travelers less than five minutes to go from the lot to the terminal or vice versa. The lot maintains a free courtesy phone in the airport baggage claim area for returning travelers.

Given its convenience, competitive prices and service, Sloane said Airport Rapid Park continues to grow, adding lot space and four employees this year (up to a total of 14 full- and part-time staff).

He anticipates further growth in his business as the airport grows, and hopes that the powers that be at the airport rescind a controversial rule restricting the lot's shuttles to a drop-off and pick-up area about 150 feet from the terminal.

Airport Rapid Park accepts major credit cards and honors all airport parking coupons.

For information, call 464-4444.

Tables & chairs and then some

By Dev Tobin

Tables and chairs are a minor part of most furniture stores, but not at the aptly-named Table and Chair Outlet, 113 Rensselaer St., Cohoes, according to owner Fred Turcotte.

Turcotte's four-year-old store offers three floors of dining rooms, dinettes, kitchen islands, bar and counter stools, entertainment centers, end and cocktail tables and other quality wood furniture, all discounted heavily off the manufacturer's list price.

"The biggest thing here is the depth of selection. You should be able to find what you want," Turcotte said.

"We offer customers the opportunity to customize to their individuals needs, taste and budget."

The store has a "quite expansive" collection of bar and counter stools, which are becoming increasingly popular as more kitchen designs include an island for work and dining, Turcotte said.

The business "is not just an outlet for one manufacturer," he noted, adding that his store features quality furniture from S Bent & Bros., Athol Table Co., Richardson Bros., the Blacksmith Shop and Saloom, a supplier of tile-top and Corian-top tables, among others.

Another difference from a standard furniture store is that Turcotte and his wife Pat provide a relaxed shopping experience.

"We are not high-pressure, like the commissioned sales people at some furniture stores," he said.

One new trend in dining room furniture is to have more color than the standard wood tones, Turcotte said.

In the coming year, Turcotte plans to continue to improve the store's selection and possibly add another specialized category.

The Table and Chair Outlet is located on Rensselaer Street, with easy access from I-787, Route 9, Route 89, Route 2 or the Northway. Call Turcotte at 233-8244 for information.

When our shuttle brings you back to the lot, your car will be running with the heat on and all the snow brushed off.

Al Sloane
Pet Spas grooming includes much more than shampoo

By Michael Kagan

At Pet Spas of America, pet care is much more than a hobby. "We're on the cutting edge. I'm trying to set standards for quality care," said owner Tracy Fera of the business, located in Bayberry Square, Loudonville. "I want to make dog grooming a professional business, not just a hobby. I want people to be able to trust taking their animals to a groomer."

Expectations at Pet Spas are high, beginning with the groomers themselves. "I've set high standards for the business, and if my groomers didn't meet them, they wouldn't be working here," she said.

Fera herself is certified by the New York School of Dog Grooming in Manhattan.

Grooming includes nail cutting and filing, cleaning ears, eyes and anal glands, brushing teeth, bathing and styling. The business offers state-of-the-art equipment for pets with special needs, including a Jacuzzi for animals suffering from arthritis or hip displacement.

The business deals mainly with cats and dogs, although she also cares for some hamsters and guinea pigs. Different types of shampoos and conditioners are used for different types of coats.

Addiction recovery center

By Donna Moskowitz

For 39 years, Harbrook has supplied the Capital District with windows and doors.

The family-owned business on 47 Railroad Ave. in Albany was started 1955 by Edward Brooks, and today his son Tom is in charge.

Harbrook is the area's largest dealer for Marvin windows and doors and also supplies fine quality entrance and interior doors, skylights and even glass rooms such as greenhouses and conservatories.

Marvin, a Minnesota-based firm, is introducing a number of new products this year, Brooks said.

"The new line of doors is made of composites for stability and strength," he said, although high quality hardwood entrance doors are also available.

And windows, particularly skylights, are one type that keep growing in popularity.

According to Brooks, skylights were not popular between 1930 to about 1980. But when the energy crisis occurred, people became interested in solar energy, and skylights have been popular ever since.

Harbrook was the first local company to sell European-style skylights, which are made of flat glass, open up like windows, and tilt into the room so that they can be washed.

When the Albany business first started selling them, they were almost unknown. "Now every new home has them," Brooks said.

In addition to selling Velux, Marvin and custom-made skylights, the company sells "grand windows of interesting and unique designs."

Windows of all shapes and sizes, made of stained, beveled or leaded glass, are incorporated into entrances, Brooks said, and the company also has extensive experience doing historic work. The company has worked at the White House and been involved in museum reconstruction.

But the business still provides windows and doors for both "high-end residences" and typical one-family homes.

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After 62 years, Marshall's named 'People Pleaser'

By Erin E. Sullivan

Marshall's Transportation Center was founded in 1923 by Claude and Bill Marshall as a small showroom with two service bays. The family business, now owned by Claude's son Richard Marshall, has grown to include 25 service bays and a 25-car showroom,

With the new Neon from Chrysler and the new Sonoma from GMC and the new specialty wagons from Subaru, this should be quite a busy year.

John Sterrett

The center sells Chryslers, Plymouths, Subarus, GMC Trucks and Jeep Eagles, and the service department is available for Subaru and GMC trucks.

Marshall's Transportation Center has also received national recognition for its service. People magazine named the business a "People Pleaser" award winner, and Marshall's has been Subaru's top-ranked customer satisfaction dealer four years in a row.

"Due to the addition of Jeep Eagle and GMC Truck to the existing Chrysler-Plymouth and Subaru franchises and GMC Truck, plans are under way to increase our showroom display areas," said John Sterrett, sales manager. "With the new Neon from Chrysler and the new Sonoma from GMC and the new specialty wagons from Subaru, this should be quite a busy year."

Marshall's is located on Route 9W, Ravena.

Keystone builds on 20 years of professional reputation

By Corinne Lynne Blackman

Keystone Builders, Inc., who opened in 1973 as a small remodeling company, has turned into one of Delmar's largest professional firms specializing in design, building and remodeling.

Located on 196 Delaware Ave. in Delmar, Keystone takes great pride in its workmanship and nurturing a good reputation.

Owned and operated by Steve Bolduc, who originally started the company as a partnership and has watched it grow into a professional service of more than 13 employees including several experienced carpenters and other support staff believes the company's achievement is largely attributed to its performance.

"Our reputation is built by word of mouth," said Bolduc. "A good job goes a long way, and we do most of our work from reference."

The "impeccable" references account for Lisa Conrad received from a friend prompted her to check out Keystone when she was planning to remodel and expand her Glenmont home.

"I was impressed by the presentation of the company," she said.

A user-friendly computer aided design system that allows many like Conrad to see the final product exactly as it will be is Keystone's newest feature this year.

"They showed me charts and compared to other contractors, their design fit," said Conrad. "Our computer design capability is a favorable thing," said Bolduc. "Many are not used to seeing blueprints and a floor plan on a blue print means nothing."

With general remodeling costs that can carry a hefty price tag, Bolduc discusses various prices with clients in order to determine what can and cannot be done. It's part of the process.

"We come up with an affordable cost, and it's helpful for us when we know where their budgets are."

Two bedrooms and a bathroom, several cabinets, a new furnace and a staircase later, Conrad's new home is, let's say, homier thanks to Bolduc and her team.

With the many horror stories of incompetent contractors, Conrad was pleased she was not a victim.

"Service was everything. Their catering to our customers is impeccable," she said. "For the work they've done, I had no problem as it turned out, it was cheaper for me to remodel than to buy a new home."

As well as the demand for building new homes, Keystone Builders has been swamped recently with requests for smaller jobs and as roof leaks and carpentry repairs.

To handle these tasks, Professional Handyman Services has been formed to take care of small job repairs. Bolduc will add another employee to the team because of the demand for handyman services.

But, like many businesses suffering from the effects of the economy, '93 was not easy for Bolduc.

"It was a tough year with the economy," he says. "People were sluggish and afraid to jump into things."

With the introduction of Handyman Services and a computer that can show it all, '94 looks hopeful.

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Insurance firm uses technology as tool

By Michael Kagan

Don Schulz has been a long-time pioneer in bringing the latest technological advances into the insurance business. But while the computers have grown more sophisticated at his Nationwide Insurance agency, some things for him will always stay the same.

"We may be computerized, but we always deal in names, not numbers," he said. "Clients will never be a number as long as I'm in business."

For Schulz, who started his business out of his home 30 years ago, technology has been a tool for making insurance more, not less, personalized. In 1982, the agency became one of only a few in the state to fully computerize. For approximately 70 percent of the agency's clients have multi-line coverages. "That has been my objective for 30 years - to protect the families," he said. "Our objective is to deal with your family and protect your family through insurance."

Schulz said that working to ensure claims are paid promptly is a cornerstone of his business. "What's most rewarding is when my policyholders have a loss, they're always protected," he said. "We recently had a fire, a total fire, and the family moved into their home within 100 days."

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Otto Oldsmobile success based on repeat business

By Michael Kagan

Otto Oldsmobile, Cadillac, Isuzu doesn't try to sell cars the way a traditional car dealership would and never has. "We try to keep the business simple. You find out what the customer wants and then give it to them," said General Sales Manager Marty Friedman.

Since 1976, when Walter Otto opened his first dealership on Central Avenue where Albany City Honda is now, the focus has been on repeat business rather than short term sales, and that has remained the dealership's forte. "It's about relationships that you build with your clients," Friedman said. "If somebody goes out and sells one product, it creates a sale, but it doesn't create a relationship. Nobody here forgets that their first responsibility is taking care of the customer."

Since Otto moved to its current location at 1730 Central Ave in Colonie, the dealership has grown to become the greatest individual retail sale outlet in Oldsmobile's Eastern region, spanning from Maine to Georgia, including all of New York City and New Jersey.

Of those sales, 58 percent are repeat and referral customers, he said. "The common thread through all customers is that they're looking for a person and a company they can deal with and trust," he said.

To build that trust, Otto requires its employees to go through training programs. New sales consultants receive 10 days of training before meeting their first customer, and all sales people participate in three weeks of training every year.

Service technicians are trained for up to four weeks every year, and service consultants are trained for two weeks each year.
**Planner offers insights on savings strategies**

By Dev Tobin

Two investment stars of the 1980s, real estate and bank certificates of deposit, are in eclipse these days, so investment strategies must evolve accordingly, said Peter Luczak of Voorheesville.

A certified financial planner with Waddell & Reed Financial Services, Luczak said that the three percent return on CDs is minimal compared to the much higher returns available in bond and stock mutual funds.

But mutual funds, unlike CDs, are not guaranteed by the Federal Deposit Insurance Corp., so investors need to establish their own "personal comfort level with risk," Luczak said.

CD returns are so low now that "people are open to discussing other options." Another trend he sees in financial planning is that baby boomers are now beginning to save in earnest for retirement.

His advice to baby boomers is to be "a little more aggressive in investing for long-term growth" and to "look at plans offered through their employers to generate tax-deferred retirement savings."

Now is the time for baby boomers "to do some hard thinking about what they'll have available for retirement and whether it will be suitable for the lifestyle they want," he added.

For some, early retirement as a result of corporate restructuring means that people "now have to come up with decisions about what to do with their IRAs," decisions that are better made with the advice of a professional, he said.

A Voorheesville resident, Luczak is expanding his office on South Main Street because he sees a growing need for financial services in the Bethlehem-New Scotland area.

"I've expanded the office space, hired an assistant and am spending more time" in the Voorheesville office, he said. Waddell & Reed also has an office on Washington Avenue Extension in Albany.

In addition, Luczak teaches about financial planning in the Voorheesville Central School District adult education program and at Cooperative Extension and offers seminars for area employers.

Through Waddell & Reed, Luczak offers a full range of financial services, including CDs, annuities, mutual funds, IRAs, 401-Ks, and life and disability insurance.

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**Kitchen designer tops start-up expectations**

By Michael Kagan

The first year and a half of operation has been kind to Knight Kitchens of Albany.

"It's gone better than what was expected for a start-up business," said Geoff Thomas, managing partner at the 1770 Central Ave., Albany, showroom.

"The cabinets we offer are exclusive to Knight Cabinets, which is near Rutland," he said. The showroom offers customized designs for "not only cabinets, but counter tops, appliances, sinks, faucets, installation and an experienced design staff."

With a small advertising budget, expansion of the business is dependent on recommendations from satisfied customers.

"A lot of our business is word of mouth stuff," Thomas said. "Some are from people the area who I'd done work with when I was working out of Rutland. Just getting our name out is our focus."

The showroom will be expanded in the next year to add more displays, particularly of bath areas as well as some "new look" kitchen design styles, including French country and high tech, Thomas said.

Knight Kitchens will also begin offering full remodeling services this year.

"Hopefully by this time next year that will let people do truly one-stop shopping," he said.

He said customized designs help make the job interesting. "The challenge is enjoyable," he said. "The product is something there's always a need for and every job is individual, so it's never boring."

"It's not a cookie-cutter type of job."

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**Saab star**

Peter Connolly, sales manager at Orange Saab at 1970 Central Ave., Colonie, shows off Saab's brand-new 1994 9005. The mid-size model has been selling very well since its November introduction, said Connolly, adding that the 900 will also be available in a coupe and convertible come spring. "Saab offers one of the best values for dollars spent in the car market today," he said.

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‘Lawn babies’ spread message of joy

By Michael Kagan

Christine Pie!, owner of Announce It of Albany, gives others the kinds of gifts she would like to get herself. "I'm a mom myself," she said. "I know that when my kids were born I didn't think there were enough services to pamper the mothers."

So now that's what she does - pamper new mothers and all other deserving recipients. Since last spring, she's been delivering personalized gift baskets to mothers, retirees, birthday boys and girls (of all ages) and children in the hospital.

Her gift baskets, running from $15 to $90, contain whatever the gift-giver wants, from soaps, candles, chocolates and potpourri, to gift certificates for pizza, house cleaning, free florists, and complete facials and make-overs.

"If you've just had a child, people bring you flowers and cards and that's all pretty and nice, but it's not an 8-foot baby," she said. "People like the personalization. All the occasions I do are mostly happy ones and I get to be a part of that, and that makes me feel good too. I like making people happy."

To contact Announce It!, call 469-0215.

New home for old business

Butler & Brown Inc., a Delmar insurance center in business for the past 55 years, will move into new quarters at 203 Delaware Ave., starting on Tuesday, Feb. 22.

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