Ful ler, Loomis stress need for business welcome mat

By SUSAN GRAVES

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

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

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

"This year the sale of the NIMo steam plant assessed at $327 million and purchased for $47.5 has been a wake up call about the need for more commercial ventures, said Fuller. "You well understand what the impact (of the sale) will be to all of us," she added.

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

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

"This is something in the very early stages. We would ask the community to keep an open mind," she said. ■ BUSINESS/page 13

Snow business

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

BC board OKs new safety position

By HEATHER BROCKBANK

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

Much of the discussion centered around the need for additional monitors at the high school. After several comments from high school safety advocates, the board voted to tentatively approve a full-time monitor position at the high school as a Priority 1 addition and to revisit the issue of another monitor at a later date.

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

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

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

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

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

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

Currently there are three monitors and a campus supervisor at the high school. Teachers also help out, Loomis added. ■ SAFETY/page 24

Bethlehem museum shows off town's past

By KATHERINE MCCARTHY

First in a three-part series.

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

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

"I went to grade school here, Mathusa said, nodding toward a spot near the window where he sat in second grade at the little red Cedar Hill School House at 1005 River Road in Selkirk.

"I became president of the Bethlehem Historical Association 20 years to the day that I graduated from sixth grade," he added. ■ MUSEUM/page 13

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

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

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

Parker Mathusa of the Cedar Hill School. ■ MUSEUM/page 13

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

Lynne Lenhardt

Delmar native spreads Goodwill

Go buggy

Serving the Towns of Bethlehem & New Scotland Volume XLIV Number 7 Fifty Cents February 23, 2000
New Scotland board puts off zoning law overhaul

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

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

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

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

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

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

“The changes we are looking at are what we call administrability in nature … things that we felt needed to be clarified,” Stapf said.

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

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

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

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

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

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

Colleen Stanton of Feura Bush, co-owner of Stanton Farms on Onequather Creek Road, said the new provisions violated the town’s character.

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

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

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

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

Another unexpected objection was raised by Slingerlands resident Paul O’Connor, who said he is an amateur radio buff. New provisions would require special-use permits for amateur radio towers.

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

Town board member Andrea Gleason expressed surprise at the number of objections, noting the lengthy public review process leading up to the hearing, including public meetings in Feura Bush and at town hall.

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

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

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

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

Poff felt that the delay would prove beneficial.

“The only reason, I’m sympathetic to the members of the planning board who feel they’ve gone through several public meetings and worked long and hard on this,” she said. “On the other hand, these people have input to offer, and we want to afford them due process.”
Town mulls review of traffic committee

By Joseph A. Phillips

With action on two traffic signs at its Feb. 9 meeting, the Bethlehem town board finally cleared the way for a long-running list of proposals recommended by the traffic safety committee.

Now comes the hard part—an anti-traffic sign sentiment among some residents who want them taken down. And there's no telling if and when they will go. It's premature to guess where we're eventually headed because the board will need to make that decision.

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

"We want to put a couple of ideas on the plate," said Fuller, speaking on behalf of the group.

"We don't really have a predetermined plan about how to proceed with this. What I'm suggesting is a new way of thinking about traffic safety issues."

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

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

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

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

"Stevens said a comprehensive traffic management plan ought to provide for the overall town's safety committee's performance."

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

Burns concurred. Of the anticipated discussion, he said, "Several weeks ago, I asked Sheila what the status of it was, and she told me that she was getting together some background information on anything to do with the board's ability to recog- nize how it was formed and so forth."

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

"As far as I know, there has been no specific direction from the supervisor on this," she said. "This is something I intend to ask her about this week, particularly happening on this soon. Anything new coming forward will have to be discussed."

Fuller confirmed discussing the committee with the town board, and said she hopes to meet with them, and with members of the traffic safety committee, before scheduling a board discussion.

"I've done it twice before," she said in response to a point raised. "Maybe it's time to do it again."

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

The Spotlight
By Ana Treadway

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

Grace Thompson, a 5-year-old "child's voice" in the court system, is frustrated at the way she is being treated. Since 1991 when the CASA program was started in Albany County, the number of child placements in foster homes has "skyrocketed," Thompson said, from about 300 to about 60. Some of that increase, she thinks, is because people are more willing now to talk about children in trouble.

"This is just one indication," she said, "that the need for caring, committed people to become CASA volunteers has never been greater."

Thompson said the skills needed are "the ability to recognize right from wrong in a child's situation, and then provide factual information about that situation to the judge."

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

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

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

After Thompson's investigation, while the children were in foster care, several pertinent facts came light. It turned out the grandmother had a long history of neglecting her own children. The boy had been sexually abused by a friend of his father's, and had cried that he did not want to live with his sister.

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

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

"We have excellent reports from the CASA workers. They are very diligent and competent and helpful," said Judge Laura Regan.

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

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

The Bethlehem area is well represented in the CASA program. Darlene Wall is executive direc- tor of the New York State CASA Association and Renée Rosenberg is program manager of the Albany County program. Both are Delmar residents, as is volunteer Darlene Bell.

Thompson said she gets "a lot of personal satisfaction" from working for CASA in Albany County Court proceedings.

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

But knowing you've helped make a positive difference in a child's life, she said, is worth all the hard work a case may require.
Sure, we're all glad the kids have the week off.

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

**Commentary:**

Mom's Word

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

Even better is the break from the evening routine, when homework makes us spend a lot of our time saying, "Focus, honey," as one of just grabbing the pencil and multiplying 462 by 37.

We can relax a little bit with bedtimes, and let the kids catch it up the next morning. But still, a week is a long time, especially in the winter. The snowstorm that sent the kids home early the day before vacation left mothers sighing philosophically about the extra vacation time. We all agree that it'll be good to have a break, but by Wednesday we'll be yearning for that routine again.

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

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

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

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

Realistically: I am glad to have a week where my children are home, and I get the pancakes made, but my brother is still homesick in Saturday morning cartoons. Dad's got his shortwave radio on, listening to some soccer match from England, and everyone comes reluctantly to the table, where they talk about great thoughts, but the details of Tom and Jerry.

Well, figure, we've all worked hard all week, maybe I shouldn't impose my idealized view of how a family should be on them. Look at the positives—I'm married to a hard worker and children are great at entertaining themselves. Chris has interests to fill four lifetimes, something that's lost in today's overprogrammed world. Christopher and Cormac have invented a game called "Planet Country" that they play for hours and seem to be able to pick up at any time. I'm half that self-entertaining didn't involve so much striving! Chris moves through the house with his radio, leaving bits of newspaper or pieces of work wherever he finishes them. Toy figures are picked up and then discarded in the Planet Country game, along with, for reasons I cannot begin to fathom, pairs of socks.

I figure I'll be away, but that isn't always the case. If one of my kids is sick, I'm the one who has to take them to the doctor, sit up all night, and try to get some rest. But, for me, it's the quiet that descends in the evening that is the best thing about it. I sit down to write, or read a book, and I get to think, or I just relax, and I can feel the weight of the world press down on me.

I laugh at my own indulgence. Is it because I've had kids for a long time? Is it because the boys were little, and I never knew when I'd be needed for some kind of baby emergency, so I lived surrounded by toys, books, and activities for the boys? Is it because I was a single parent for so long, and I didn't have the support of a partner? Is it because I was yearning for organization, for some kind of order in my life? It's all of these things, and more.

I feel guilty about this, knowing that the boys are back in school, and I'm not going to have them around. But, I'm trying to be patient, and to let them know that they can depend on me for help when they need it. I try to give them the time and space they need to grow and develop, and I try to be there for them when they need me.

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Neighbors view former Clarksville Tavern as eyesore

By Joseph A. Phillips

"I can remember, back when I was 10, actually going in there," said Bob Dunston, gearing toward a boarded-up two-story building just across Tarrytown Road from the business he used to own in Clarksville. "It was just a regular tavern.

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

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

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

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

They worry about roofing and window boards blown down by the wind. But the hands are tied, he said: "All we can do is clean up the property, remove the junk, remove any combustible materials from the building and secure the building.

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

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

County tax rolls show Beverly Wilkie of Upper Flat Rock Road as the owner. But Albany County spokeswoman Monica Mahaffey said the property has been tax delinquent since 1984, to the tune of more than $14,000.

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

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

Its future awaits the outcome of a pending foreclosure proceeding by the county Department of Finance, and the emergence of an owner. A private buyer, or an adjoining property owner, might purchase the property to protect itself from any environmental liability that might come with any purchase.

This informal seizure of tax lien property is one of many pending forever, according to many observers, so it's unlikely she'll bid on it.

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

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

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

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

"Only in its most recent existence was it a tavern," he said. "It may have had other uses before the tavern, but it was primarily a store. But I'd sure like to check the deeds and find out how old it is, who owned it. If I'd had to guess, I'd say it probably dates to the late 1700s.

What does seem certain is its likely fate.

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

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

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

For its part, the county, wary of environmental cleanup costs on properties suffering from illegal dumping, seeks protection of hold-harmless legislation several years ago.

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

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

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

The small lot and a lack of parking makes it essentially useless to anyone except McMillen. "But, I'll cost 10 or 20 grand to take the building down," she said, making it unlikely she'll bid on it.

The county does not plan to demolish the structure; rather, after foreclosure, the property will be listed for auction in the spring. Unless that is, a private buyer steps forward first.

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Do the math

By Ruth McDowell

The state was in deep financial trouble. Although Fuller and Loomis don't expect the $47.5 million to be the assessed value of the facility, they admit they are concerned about the sale price vs. the current assessed value of the facility. There's no question that new business is needed to offset undue burdens on residential taxpayers to maintain the status quo of town and school district services.

Door-to-door scams

The Bethlehem police blotted containing a alarming item this week. An elderly woman operated her door to a man, claiming to offer a home top-bottom cleaning service. He said he would return the following week, but wanted a $25 deposit on the spot.

Unfortunately, the woman paid him for services not yet rendered. And unfortunately, this is not an uncommon scam in suburban towns throughout the region. The day of door-to-door selling has past, probably because more and more "salesmen" turned out to be selling no more than a bill of goods to unsuspecting, trusting residents.

Today, police recommend not even opening a door to a stranger, even if some scam artists working in pairs try to distract you. And certainly, don't buy a trumped-up excuse to use the phone. One stays outside while the other rifles through belongings looking for valuables and money.

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

Havana was once City of Enchantment

By Noah Feit

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Thanks to organizers of music showcase

Editor, The Spotlight:

On Saturday, Jan. 25, more than 150 young students from our community gathered at Bethlehem town hall to hear seven local bands.

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

It became a reality because Nancy Hallock and Dominick Pannucci generously agreed to have the showcase at town hall, because Sheila Fuller graciously agreed to have the ordinance may be ticketed the showcase at town hall, because committed young people planned and arranged light and sound equipment, refreshments, publicity and other details.

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

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

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

Mona Prenovace

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No Parking law now in effect

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

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

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

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HEARTY WINES

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

Wine is healthy. A little bit will go a long way, so don’t overdo it.

DELMAR WINE has a wide array of imported and domestic red and white wines that will be the perfect complement to any meal or party you are planning. We are very knowledgeable about the wines we carry so if you need assistance, please don’t hesitate to ask. Come by and see us at 346 Delmar Ave. (439-1725). Please don’t drink and drive!

Join us for a wine tasting, Saturday, February 26 from 5-9pm.

HINT: A 1998 French study of middle-aged men indicated that consuming seven to eight glasses of wine per week may also mitigate the chronic emotional consequences of local lipoprotein, which, similar to LDL cholesterol, contributes to the deposition of fat in blood vessels.

Wine is Healthy!

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Albany Academy for Girls invites you to join us for our 4th annual February Forum - Making Connections: Girls and Technology - free and open to the public.

Monday, February 28, 2000

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Complimentary light supper will be served

Dr. Shirley Ann Jackson will offer the keynote presentation followed by a panel discussion with distinguished faculty from Albany Academy for Girls, Emma Willard School and Rensselaer.

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ALBANY ACADEMY FOR GIRLS

This content is provided by Albany Academy for Girls in conjunction with Emma Willard School and Rensselaer Polytechnic Institute.

Sponsored by Albany Academy for Girls.
Library to host fund-raising dance

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

It will feature music by the blues band, Rhythm Methods. The band is comprised of A.W. Becker music teacher Ben Rau, school district occupational therapist Bob Zahinski, Bonnie Zahinski, Ric Yurczyk and Justin Joyner. Tickets cost $15 per person or $25 per couple and include beer, wine, and snacks. No one under 21 will be admitted. For information, call the library at 790-2033.

Fire auxiliary to serve Italian dinner

Selkirk Fire Company No. 3’s auxiliary will serve an all-you-can-eat Italian dinner on Saturday, Feb. 26, from 4 to 7 p.m. at South Bethlehem Firehouse on Route 366.

Business association schedules meeting

The Business Association of Ravena and Coeymans (BARC) will meet on Thursday, Feb. 24, at 8 a.m. at Yanni’s Restaurant on Main Street in Ravena. BARC works with town development committee and the village and town boards to promote local businesses.

School vacation time

Students who attend RCS schools are on February break this week. Classes resume on Monday, Feb. 28.

Business group slates meetings

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

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

The remaining program schedule is as follows:

- March 7 — Making money on the Web.
- April 4 — Hiring and keeping good employees.
- May 2 — Web site blunders, and how to avoid them.

Registration is not required.

Route 155 plan updated

By Joseph A. Phillips

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

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

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

The $10 million plan, first presented at a public meeting last November, calls for reconstructing pavement and improving drainage along the 5-mile stretch, bringing the road to current federal highway standards. Sight-distance improvements are also planned at several intersections.

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

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

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

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

The redesigned intersections in Voorheesville are the top priorities for the Route 155 project, White said, and if costs for completing the project end up excessive, the Voorheesville portion might be split off from the rest and completed first.

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

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School board to hold informational meeting

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

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

Kiwanis baseball offers late registration

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

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

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

The registration fee is $35 for T ball and $25 for all others, with a $45 maximum for multiple family members.

The leagues and age requirements are: T Ball — boys and girls age 5 and 6, big sticks T Ball — boys and girls age 5 to 7; Pee Wee League — boys and girls ages 7 and 8; Minor League — boys and girls ages 9 to 10 and Major League — boys and girls age 10 to 12; and girls’ softball — girls age 10 or under by Aug. 1.

St. Matthew’s men’s clothing sale

St. Matthew’s Men’s Association is holding a clothing sale for its college scholarship until Feb. 27.

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

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

Forms for the scholarship and awards are on display at both entrances to the church on Mountainside Street in Voorheesville.

Glenmont PTA to host craft fair

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

More than 70 vendors will exhibit hand-crafted wares, including many spring and Easter items. Admission is free.

Lunch, snacks and beverages will be available.

Kids can make an item in their own crafting area.

The school is at Route 9W in Glenmont, 2 miles south of Thursday Exit 25 and the end of I-87.

GREETINGS

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

Joseph Phillips

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

This auction will consist of over 250 lots of antique country and Victorian furniture, decorated wines, country small items, glass and china, old toys, plus a collection of over 50 Hummel figurines, and a collection of Danbury Mint and Franklin Mint collector automobiles from local estates in Albany and Troy, New York. Highlights to include: country shop; collectible, country work tables in old paint, early express, Mission Oak furniture, Art Deco 5 light chandelier, collection of old murals and prints, Norman Rockwell prints and paintings, paintings and early mirrors plus a 1/2 plate tintype of a Civil War soldier found in the Van Dyk Homestead in Peru, New York, lots of costume and jewelry as well as some other jewelry plus much more. This is a sale you will not want to miss.

Box lot and tray lot to be sold at 5:30 p.m. Over 75 lots of antique glass and china, old toys, plus a collection of over 50 Hummel figurines, and a collection of Danbury Mint and Franklin Mint collector automobiles from local estates in Albany and Troy, New York. Highlights to include: country shop; collectible, country work tables in old paint, early express, Mission Oak furniture, Art Deco 5 light chandelier, collection of old murals and prints, Norman Rockwell prints and paintings, paintings and early mirrors plus a 1/2 plate tintype of a Civil War soldier found in the Van Dyk Homestead in Peru, New York, lots of costume and jewelry as well as some other jewelry plus much more. This is a sale you will not want to miss.

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**Physically Speaking**

by Nick Valenze, P.T.

**ALL IN THE WRIST**

Carpal tunnel syndrome (CTS) is the well-known condition that causes numbness and paresthesia in the hand. CTS is usually the result of trauma or tendons. The nerve of the hand will overstretch and become irritated as the result of repetitive movements.

When you're looking for light, simple exercises, you can try stretching your wrist while you're sitting down. Try the following exercises:

1. Start with your wrist extended out in front of you. Hold it for 30 seconds.
2. Next, close your fingers together and hold it for 30 seconds.
3. Finally, curl your fingers down and hold it for 30 seconds.

These exercises can help to relieve symptoms of CTS, but if you experience severe pain or numbness, you should consult a doctor.

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**In case of emergency, call 911**

**Boys and girls, listen up!**

**Good Samaritan Senior Living**

by Lee Bonham, Hampton Inn

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Recently, a group of local seniors gathered to discuss the benefits of a rich social life and community involvement. The group, led by a physician, discussed the benefits of physical, emotional, and social well-being.

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**Feline fanatics can hear tales of favorite pets**

Cat lovers are invited to chat about America's favorite pet with veteranarian Susan Sitkol of Just Cats Veterinary Clinic on Monday, Feb. 28, at 7 p.m. in the community room of Bethlehem Public Library.

A graduate of the University of Tennessee College of Veterinary Medicine she worked at Shaker Veterinary Hospital before opening her own practice on Western Avenue in Guilderland.

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

**No sign up is necessary.**

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

Thank you to all patrons who took part in Food for Fines in January. The library collected an abundance of items to help out the New Scotland Food Pantry.

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

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

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

If you have read something you loved or hated, or a book for a friend and write a sentence or two about it. Barbara Vink

**St. Thomas announces spelling bee champ**

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

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

Other finalists included eighth-grader Meredith DeFlumer of Ravena and sixth-grader Ben Deer of Guilderland.
Delmar native goes Goodwill hunting

By Norman L. Miller

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

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

The '74 graduate of Bethlehem Central High School is no stranger to the Adirondack sports world. His father, Robert L. Bullock, bought a second home in Lake Placid in the late '70s to accompany the family during their many extended stays in the historic city. Bullock, who is retired and now lives in Florida, was a member of the Lake Placid Olympic Organizing Committee that successfully brought the Olympics to the United States in 1980. During the games, he served as the director of management systems.

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

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

More than 500 of the world’s best winter athletes from 19 countries, compete for cash. In total, $647,000 in cash awards is up for grabs for competitors in the five skiing events, snowboarding, bobsled, luge and short track speed skating.

Professional figure skaters, including Oksana Baiul and Brian Boitano received performance guarantees and competed for gold, silver and bronze medals. Skeleton World Cup Champion Jimmy Shea, from Lake Placid, won the gold in this inaugural event. This will be the first time the Goodwill Games, founded by Time Warner in 1986, are including winter sports.

Although, they are only a small part of the support system, Bullock and his Air National Guard group will play a big role to ensure that participants and spectators will have a safe environment at Lake Placid sports venues.

Track registrations

Registration sessions for the Bethlehem Youth Track & Field (BYTF) Club 2000 season will be held at Bethlehem town hall auditorium from 7 to 9 p.m. on Tuesday, Feb. 29, in Room 106. Registration is open to boys and girls born in 1995 or earlier. The fee is $22, which includes membership in USAF. BYTF Club singles will be available for $10.

Practices begin in April at Bethlehem Central High School. For information, call John Traylor at 475-9561.

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Finger roll

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

Jim Franco

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Dudek scored on an assist from Taylor Bourque to tie it up. Eric Russo's final goal on a pass from T.J. Webb with less than four minutes remaining secured the 5-4 win for the Eagles.

Bethlehem advanced in the second game with a 3-0 shutout over the New Hartford "H" team on Saturday morning. Russo scored in the first period on a pass from Bannigan. Russo made 2-0 on a powerful slapshot with a minute and half remaining in the first period. Zach Blau ensured a nail-biter against Auburn that began with the Eagles down two over the New Hartford undefeated. secured the 5-4 win for the Eagles securing a spot in the championship round for the Eagles.

The championship game brought Bethlehem up against Auburn again with the Eagles dominating once more in an 8-3 victory. Down 2-1 in the first period on a McNiven-assisted goal by Dudek, Bethlehem came back strong with three goals in the third period to take the lead 4-3. The Eagles clinched their tournament victory by adding four more goals in the final period. Stanton had a hat trick with two goals in the second period and one in the third. McNiven also scored in the second period on a pass from Bourque, Bannigan put one in at 7:20 in the third period with help from Dudek and Stanton. Dudek scored on an assist from Bourque, and Bourque finished the final period. Coach John McNiven and assistant coaches Bruce Bourque and Danny Russo praised the strong contributions of the entire Pee Wee team which also included Sandro Gerbino, Dan Jakaitis, Will Hoback, and Chris Jerome.

Bethlehem Babe Ruth swings into action

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

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

For information, call 449-2089.

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Chairwoman of the boards

Bethlehem Central High School's freshman center Caitlin Foley rims down a rebound in the consolation game of the Dutchess County girls' basketball tournament. Despite Foley's tremendous effort and Bridget Murray's "M" assist with two goals in the second period and one in the third period, the Dutchess Indians were able to score two goals in the second period and one in the third. McInerney also scored in the second period on a pass from Bourque, Bannigan put one in at 7:20 in the third period with help from Dudek and Stanton. Dudek scored on an assist from Bourque, and Bourque finished the final period. Coach John McNiven and assistant coaches Bruce Bourque and Danny Russo praised the strong contributions of the entire Pee Wee team which also included Sandro Gerbino, Dan Jakaitis, Will Hoback, and Chris Jerome.

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Museum

(From Page 1)

Van Oostenbrugge has been involved with the museum since its first opened. When Ravens Coysmans-Selkirk created School District No. 1 in 1962, the Cedar Hill and Selkirk schools closed. "My brothers went to school here in the late 1930s and '40s," Van Oostenbrugge said. "My mother and a group of people met when the schools consolidated, and decided the town should have a museum."

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

Mathusa laughingly said he became president of the historical association because he couldn't turn down his first-grade teacher, Marie Wheelman. It's easy to see that the museum was once a school—half of the room is filled with chairs set in rows, evoking a classroom. Paintings and photographs hang on the walls, and display cases show off elements of the town's past.

Mathusa refers to as "yesterday's CVS" stands in one corner. A huge filing cabinet suspended from the ceiling reminds visitors of the importance of the nearby Hudson River. Old school books, tea pots, and toys from long ago round out the museum's current exhibits. Photographs show industries of the past, such as ice cutting, that only remain in black and white prints.

Getting artifacts hasn't been a problem so far, Mathusa said, pointing to boxes of clothing stacked high on shelves. "The basement is full of clothing," he added.

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

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

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

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

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

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

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

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

The association holds a couple of fundraisers every year, and auctioned a Bethlehem throw and some Santa dolls at Christmas.

The museum is open Sundays in the summer from 2 to 4 p.m. and can also be reached on 707-9433 to make arrangements to visit.

Business

(From Page 1)

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

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

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

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

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

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

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

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

"At the moment, we're pretty close to capacity," Loomis said about the number of students attending Bethlehem schools.

In Bethlehem, it costs roughly $90,000 to educate each child. The district comes up short from residential tax revenue to the tune of $1,600 for each child.

"Rapid enrollment tells a lot of the story. In the 10years I've been here I've seen enrollment increase by 1,000 (students), Loomis said. During the period of rapid residential growth, commercial development has failed to keep pace, which has a dramatic effect on the district budget.

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

Without mentioning any specific projects, Loomis said it was critical to look at the overall public good when considering business proposals, adding that it was unfortunate that vocal minorities were often able to get their way in spite of the overall benefit to the town.

Book discussion group to meet at town hall

The Books in the Morning discussion group, sponsored by the Humanities Institute for Lifelong Learning, continues its program with The Assistant by Bernard Malamud on March 10 at Bethlehem town hall. Ralph Ellison's The Invisible Man will be the topic on March 31. The group meets from 10:15 a.m. to 12:15 p.m. and is led by Helen Adler. For information, call 435-5665.

Raynor Classic Garage Door!

Raynor Garage Door System for your Home.

Ralph Ellison's The Invisible Man will be the topic on March 31. The group meets from 10:15 a.m. to 12:15 p.m. and is led by Helen Adler. For information, call 435-5665.

Psychologist to present workshop

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

It's about time!!

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Elvira E. Ronk
Elvira E. Ronk, of Delmar died Saturday, Feb. 19, at Albany Medical Center in Albany.
Born in Kingston, she was a lifelong resident of Delmar.
Mrs. Ronk was a graduate of the State University at New Paltz. She did graduate work at New York University and the University of Chicago.
She taught in a one-room school in Ashokan. She later taught at Albany Academy and was head of lower school academic After she retired, she was a consultant and substitute teacher at the school. She was named faculty emeritus in 1975.
Mrs. Ronk was a member of the Bethlehem Women's Republican Club, a former member of the Elsmere Fire Co. auxiliary, and a member of St. John's Lutheran Church in Albany. She was the widow of Archie G. Ronk.
Survivors include two daughters, Katherine R. McLaughlin of Albany and Lois R. Young of Mass.; a sister, Elsa S. Beneshan of Denville, N.J.; five grandchildren; and four great grandchildren.
Services are scheduled today, Feb. 23, at the Tebbutt Funeral Home in Colonie.
Burial will be in Memory's Garden in Colonie.
Contributions may be made to Albany Academy Scholarship Fund, Academy Road, Albany 12208.

Arlee Woldar
Arlee Rosenberg Woldar, 96, of Delmar died Friday, Feb. 18, at Good Samaritan Lutheran Health Care Center in Delmar.
Born in Poland, she was a Capital District resident since 1944.
Mrs. Woldar was a member of Temple Israel in Albany and a member of Hadassah.
She was the widow of Emil Woldar.
Survivors include her cousins, Stephen Roberts of Albany, Lenny Robinson of Capitol Heights, Md.; Roberta Gallacher of Scarsdale and Scheuda Shapir of Long Island.
Services were from the Levine Memorial Chapel in Albany.
Burial was in Temple Israel Cemetery in Guilderland.
Contributions may be made to Temple Israel, 600 New Scotland Ave., Albany 12208 or to Hadassah.

Elizabeth Dascher
Elizabeth Katherine VanDeloo Dascher, 89, of Delmar died Thursday, Feb. 17, at St. Peter's Hospital in Albany.
Born in Albany, she was the widow of Alfred Frederick Dascher.
Mrs. Dascher worked for the former New York Telephone Co. for 25 years before she retired. She was a member of the Telephone Pioneers.
She was a member of the Bethlehem Garden Club and enjoyed traveling.
Survivors include a daughter, Joyce Dascher of Delmar; and five grandchildren.
Services were from the Norman E. Dascher Funeral Home in Albany.
Burial was at St. Matthew Cemetery in Glenmont.
Contributions may be made to Evangelical Protestant Church, 82 Clifton St., Albany 12202 or Capital City Rescue Mission, 50 Hudson Ave., Albany 12207.

Lawrence Kavaughn
Lawrence G. Kavaughn, 56, of Sandhill Road in Greenfield Center and formerly of Delmar died Monday, Feb. 7, at his home.
Born in Buffalo, he was a graduate of Bethlehem Central High School.
He also attended a graduate of Fredonia State College and received a master's degree from Syracuse University.
He was an Army veteran of Vietnam, and a licensed medic.
He was a recipient of the Bronze Star and the Silver Star.
Mr. Kavaughn was a social worker at Albany Developmental Center. He retired from Capital District Developmental Disabilities Service Office in Saratoga Springs.
He was a member of the American Legion Post in Saratoga Springs.
Survivors include his parents, Lawrence V. and Jeanne Cabana Kavaughn; a daughter, Laura Kavaughn; John of Arizona; a sister, Karen Kugelman of Queensbury; and two brothers, Richard Kavaughn of Albany and Paul Kavaughn of Saratoga Springs.
Services were from the Simonne Funeral Home in Saratoga Springs.
Burial was in Bethlehem Cemetery in Delmar.
Contributions may be made to the American Heart Association, 440 New Karner Road, Colonie 12205 or the American Diabetes Association, 3303 43rd Street, Suite 305, Colonie.

Margaret A. Condon
Margaret A. Condon, 77, of Rarick Road in Selkirk died Saturday, Feb. 19, at St. Peter's Hospital in Albany.
Born in Hudson, she was a homemaker.
She was a member of the former Town & Tweed in Delaware.
She was the widow of Reid W. Condon.
Survivors include a son, Reid G. Condon of Greenville; a sister, Dorothy Woolsey of Calif.; and a brother, John Boice of Broad Brook, Conn.
Burial will be at Mt. Pleasant Cemetery in South Bethlehem in the spring.
Arrangements were by the Caswell Funeral Home in Ravena.

Arthur J. Hannan
Arthur J. Hannan, 84, of Campagna Drive in Colonie and formerly of Malta, died Monday, Feb. 14, at St. Peter's Hospital in Albany.
Born in Delmar, he lived in Delmar for 50 years before moving to Colonie.
Mr. Hannan was a machinist for Mohawk Brush Co. before it became FullerBrush Co. When he retired, he worked in maintenance for the Bethlehem school district and Setton Hall in Troy.
He was a husband of the late Lillian M. Bonadner Hannah.
Survivors include a brother, Harry Hannan of Wynantskill; and a sister, Mildred Kimmey of Schenectady.
Services were from the W.J. Lyons Funeral Home in Rensselaer and St. Joseph's Church.
Burial was in Holy Sepulchre Cemetery in East Greenbush.
Contributions may be made to St. Joseph's Church Restoration Fund, 1620 Third St., Rensselaer 12144.

Marjorie Whitman
Helen Marjorie Kimmy Whitman, 90, of Slingerlands died Tuesday, Feb. 15, at Nelson House in Albany.
Born in Brooklyn, she was a graduate of the former St. Agnes School and Simmons College.
She was the widow of Benjamin Whitman Jr.
Survivors include two daughters, Judith M. Kerr of Windsor, Conn., and Helen M. Warner of Glennmont a brother, Jack Kimmy of Potsdam, S.C.; five grandchildren; and nine great grandchildren.
Services were from St. Stephen's Episcopal Church in Elsmere.
Arrangements were by the Meyers Funeral Home in Delmar.

Elsmere Avenue and Poplar Drive, Delmar 12054.

Margaret M. Dorgan
Margaret M. Dorgan, 86, of Good Samaritan Nursing Home in Delmar died Saturday, Feb. 19, at 106 p.m.
Mrs. Dorgan was a teacher in the Jordan Central School District for 37 years before she retired. She also was a Sunday School teacher at the Syracuse State School.
She was the widow of William J. Dorgan.
Survivors include a daughter, Patricia D. Dorgan of Oney, Md.; a son, Michael J. Dorgan of Delmar; a sister, Ella S. Beneshan of Delmar; five grandchildren; and seven great grandchildren.
Services were from the Church of St. Thomas the Apostle Delmar.

Empire Monument Co.
February Clearance
Save up to $500
on Select Stock Memorials
CEMETARY AVE., MENANDS
Located at the entrance of Maryhill Rural and St. Agnes Cemeteries
463-3323

Scam artists ‘prey’ to clean house
By Joseph A. Phillips
Last week’s snowstorm notwithstanding, fair weather is surely coming, and with it, a parade of scammers will surely be preying on the yen for spring cleaning.

And a police complaint filed last week that was aimed at scammers confirms that spring is in the air.

"Once the snow goes away and the daffodils come up, the woodwork," said Bethlehem police Lt. Fred Halligan of the police department, "is sure to come out of the woodwork." Said Bethlehem police Lt. Fred Halligan of the police department, "...and with it, a parade of scammers will surely be running up the charges. The "door-to-door salesman," until now, was the worst, he said. "But... The snow is running up the charges. The scammers don’t necessarily wait for fair weather either, and their pitch may have a ring of truth to it. At the end of last week’s complaint, filed with Bethlehem police by an Elm Av. resident, the scammers offered to re-surface your driveway for $50 to $100, put down an inferior product, then demand an additional amount of money for having completed the job." In some cases, the scam involves the “three-strike play,” which is to go to an elderly person’s residence and get his or her credit card information, while negotiating — often by a team working in pairs.

"He appears to go to elderly people at their residences and get his card under the guise of being a cleaning service," said Bethlehem police Lt. Fred Halligan. "He’s kind of aggressive about the offer. And people have noticed items of value, such as cleaning supplies, no charges have yet been filed in the incident, and Bethlehem police Lt. Fred Halligan suggests that people contact the alleged cleaning man, "He’s a person who you can do for their victims than what..." said Bethlehem police Lt. Fred Halligan. "But... they may be less interested when they can do for their victims than what..." said Bethlehem police Lt. Fred Halligan.

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Katherine Elizabeth Brand, daughter of Harry Brand of High­
land, Ulster County, and Shirley Merges of Rensselaer County, and Alexander Elliott Kahn, son of Andrew and Martha C. Kahn of Burnt Hills, were married March 4 at the Cathedral of the Immaculate Conception in Albany. The ceremony was performed by Rev. Arthur Toole, the Rev. John McLaughlin, both of the Cathedral, and Rev. John G. Garces, the Rev. James M. O’Rourke, both of the Cathedral.

The bride is a graduate of Bethlehem Central High School, and the groom is a graduate of Burnt Hills-Ballston Lake High School.

The reception followed at the Delta Hotel.

The matron of honor was Carey Lawson, sister of the bride. Bridesmaids were Lynn Meade, Nicole Solomons, Alison Vidalis, Kara Morelli and Andrea Pandori.

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

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

The reception followed at Western Turnpike Golf Course in Guilderland.

The matron of honor was Casey Lawson, sister of the bride. Bridesmaids were Lynn Meade, Nicole Solomons, Alison Vidalis, Kara Morelli and Andrea Pandori.

The best man was Kevin O’Rourke, brother of the groom. Ushers were Michael O’Brien, Scott Annicelli, Joseph Reynolds, Stephen Lemke and Patrick Bryce.

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

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

The groom is a graduate of Comerag High School.

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

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

The ticket sales benefit the youth group special activities fund and Camp Fowler Scholarship Fund.

There is only one sitting, and reservations are required. To reserve seats, call 766-2213.

THE SPOTLIGHT
Berkshire Museum gets buggy

Museum hosts exhibit featuring small worlds of wonder

By JOHN BRENT

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

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

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

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

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

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

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

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

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

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

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

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

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

"The exhibit separates fact from fiction about microbes," said C.L. Clemente, senior vice president-corporate affairs for Pfizer Inc. "By understanding how microbes can hurt us and also how they help us, families can make smarter choices about their health and learn about the strides we're making in research." For information and directions, call 1-413-433-7171.
SMASH MOUTH
with LuxeSations, jen agricultural Center of Saratoga
Raceway, Saratoga, Febr. 25, 6:30 p.m., $15.
Information, 312-1010.

JAZZ GUITAR SUMMIT
with Randy Brecker, Frank Viglione,
Gene Berthomie and Howard Alden.
The Van Wezel Performing Arts Center,
Sarasota, Febr. 26, 7 and 9:30 p.m., $30.
Information, 267-1202.

THE WOLVES TONES
International handbell Ensemble State Plaza Convention Center, Albany, March 7, 7:30 p.m., $15 and $30. Information, 456-5358.

FIONA APPLE
Pike Street, Albany, March 27, 7:30 p.m.
with $25 and $45. Information, 456-4932.

PAT METHENY TRIO
jazz quartet, Tiny Samba Samba Music Hall, State and Second streets, March 31, 8:30 p.m., $25 in advance, 8:30 at the door. Information, 473-3177.

BLACK 47
with Seven Nations, Empire State Plaza Convention Center, Albany, March 31, 7 p.m., $25 in advance, 8:30 at the door. Information, 473-3177.

Robert Schimmel
concert, Galen Gardens Marassa,
Saratoga, Feb. 25, 6:30 p.m., $20. Information, 314-1659.

Delmar Community Orchestra
openings in the string, horn and percussion sections. Information, 439-1900.

Colonie Town Band
openings for percussion, brass and
trombone players, rehearsals on Mondays at 7:30 p.m. at Town Hall, Route 9, Niskayuna. Information, 566-4300.

Colonie Centennial Brass Choir
openings for trombone players, rehearsals on Fridays and Tuesdays at 7:30 p.m., on Fridays and Thursdays at 8:30 p.m. Information, 456-1804.

Audition
for Capitol Hill Choral Society. All voice parts. Information, 456-3536 or 314-4399.

Monday Musical Club
Women's Chorus
Invitation for new members to join an ongoing classical and popular group. Third Reformed Church, 25 For Broadway Ave., Albany, Tuesdays, 7:30 p.m. Information, 471-4414.

Showers Needed

Capital Community Voices
informatics at Columbia High School
Luther Road, East Greenbush. 7:15 p.m.
Tuesdays. Information, 471-6308.
BETHELHEM "LOOK IT UP: BETHELHEM"
Introduction to Sun's online resource, featuring the Bethlehem Public Library, 451 Delaware Ave., 10 a.m. Free. Register, 459-3034.

YOUTH EMPLOYMENT SYMPOSIUM.
Park and Recreation Office, Elm Avenue Park, 2 to 4 p.m. Join the Bus. Free. 459-6050.

SOLID ROCK CHURCH
1 Kenwood Ave., evening prayer and Bible study, 7 p.m. Information, 435-4393.

BETHELHEM TOASTMASTERS
The Clubhouse, Adams Senior Age, 1 Jarover Drive, Delmar, 7:30 p.m. Information, 439-0871.

BINGO
American Legion American Pop, 16 Pope Drive, 7:30 p.m. Information, 459-9971.

BOY SCOUT TROOP 58
Eleven Grammar School, 247 Delaware Ave., 7:30 p.m. Information, 459-2775.

TESTIMONY MEETING
First Church of Christ, Scientist, 655 Delaware Ave., 7:30 p.m., 459-2702.

NEW SCOTLAND PUBLIC LIBRARY'S IN"-February vacation program. "How 1 'n' Shine Brand 'n' Fun," with July stories and songs, a parade, face paint and popcorn. For ages 3 to 8 at. Public Library, 23 School Road, Voorheesville, 10 a.m.-3 p.m. Information, 786-3791.

FAITH TEMPLE
Bible study, New Salem, 7:30 p.m. Information, 785-3715.

MOUNTAINVIEW EVANGELICAL FAMILY WORSHIP CENTER:
Sunday school, 10 a.m., with Sunday school and worship service, 11 a.m. Information, 459-5436.

AA MEETING
First Methedist Church of Voorheesville, 616 State St., 8 p.m. Information, 459-8776.

AL-ANON MEETING
First United Methodist Church of Voorheesville, 55 Main St., 8 p.m. Information, 459-6759.

THUN 2/24
BETHELHEM RECOVERY, INC.
with help from Journey Recovery, Inc., First United Methodist Church, 428 Kentwood Ave., 10 a.m. Information, 459-9971.

PROGRAM AT FIVE RIVERS
Indoor story and outdoor walk for children grades Pre-K-2. Parents must accompany children. Tours offered for indoors. Five Rivers Environmental Education Center, 56 Everette Road, Delmar, 10 a.m. & 2 p.m. Information, 459-2701.

BETHELHEM SENIOR CITIZENS
85 Elm St., Delaware Ave., 10:30 a.m. Information, 459-6050.

YOUTH EMPLOYMENT SYMPOSIUM:
Paris and Recreation Office, Elm Avenue Park, 2 to 4 p.m. Aba Bus. Free. 459-6050.
LEGAL NOTICE

THE THIRD: The Secretary upon him or her is: 623 New Limited liability company served upon such limited liability company is Western Avenue, 12203.

IN WITNESS

WHEREOF, this certificate has been subscribed to and sworn to by the undersigned who affirms to the best of his or her knowledge and belief that the statements are true within the penumbras of the law.

IN WITNESS

WHEREOF, this certificate has been subscribed to and sworn to by the undersigned who affirms to the best of his or her knowledge and belief that the statements are true within the penumbras of the law.

The purpose of the Company is to engage in any lawful act or activity for which limited liability companies may be formed under the Limited Liability Company Law, including the development and marketing of hardware and software and the engaging in the developing and selling of software and hardware products to consumers to be used in furtherance thereof, in connection with the operation of the business of the Company.

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Safety

(From Page 1)

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

Currently, one additional monitor position is listed in the tentative Priority 2 additions. Each position pays $25,780. The board will continue to deliberate the issue.

All budget decisions are tentative until the board adopts a final budget on March 29. At the Feb. 12 extension, the board voted to tentatively approve $465,935 in Priority 1 additions. The funds will pay for implementing the new building plan at the middle school, additional staffing, and support for the technology replacement program so that no computer in the district is more than eight years old.

The board also voted to increase the transportation dispatcher position to full time, an additional Priority 1 addition. Growth in the routes, fleet and number of bus drivers facilitate such a need, said Transportation Supervisor Nancy Wescott. New state transportation standards also require that the district keep careful watch of its bus drivers.

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

Tentative Priority 2 additions total $246,840 — a number that will probably change in the coming weeks. So far, the highest ticket items are musical instruments and stereo equipment, Regents for All funding, and continuation of the vehicle replacement plan for operations and maintenance. The board will revisit many of the items on the list during the coming weeks.

Greg Nolte, district director of facilities and operations, also presented his budget requests. Slightly more than $80,000 of the fundamental operating budget’s proposed total of $47,615,476 is set aside for maintenance needs, Loomis said. Additional funding comes from project budgets.

The board tentatively approved most of the items dealing with health and safety, and structural elements that need repair. Board members will tour the sites sometime in March to better acquaint themselves with existing problems.

One of the more costly repairs is needed to improve drainage at Slingerlands as a result of flooding. Nolte said the area around the building needs to be paved to redirect water away from the building, he added. The approximate cost is $21,000.

The board will also consider gradually replacing bubbled rubber flooring at Slingerlands Elementary with tile. The cost is estimated at $15,000. Loomis hopes to use the floor repair at Slingerlands as a pilot for other schools needing similar repairs.

After visiting Slingerlands Elementary, the board will decide at a later date how to proceed with the issue, which is facing all the schools.

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

In other business, board members heard the latest status report on the progress of high school construction funded by the recent bond issue. According to architect Mike Fanning of Dodge Chamberlin Luzine & Weber, Phase I — the track, tennis courts and football field — will be completed for competition in fall 2000.

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

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

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

The firm is also working on construction plans for Phase II, which includes the addition of five classrooms at the high school, Fanning said. If all goes well with the state approval process — it is planned for March — said, construction should begin in September for an August 2001 completion.

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

The board also congratulated high school senior Rebecca Maskin, whose photograph was featured in "Parade" magazine as one of the top 10 photographs in its annual competition.

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

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

Parents group slates college presentation

Parents for Excellence will sponsor a panel discussion entitled "Choosing the Right College Today" on Saturday, March 23, from 7 to 9 p.m. in the community room at Bethlehem Public Library.

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

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

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

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Page 24 — February 23, 2000
Area businesses give back to the community

Some of the largest businesses in the Capital District may be known more for how they enhance our lives rather than for what they actually produce. And in this age of high-tech revolution and continual manufacturing evolution, most industry leaders say it is as important to build infrastructure as it is to build community relations.

For example, according to GE Plastics spokeswoman Chris Horne, employees in Selkirk give to the community in many ways throughout the year. This year they have pledged $654,000 to the Good Neighbor Fund and local United Way organizations, but financial support is only the beginning.

In 1999, GE Plastics workers spent thousands of hours painting a barn and cleaning trails for...
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Zoller's Plush Lawns prepares for spring production of healthy grass

BY KATHERINE MCCARTHY

I 


n winter has worn your down, you can dream that your lush green lawn in the summer and call Zoller's Plush Lawns to take the first steps toward spring.

President Peter Zoller said his company can usually begin soil testing in the first week of April. "That's a pre-eminent time for spring and early spring fertilizer," Zoller said.

"After that, we use an Inground Pest Management approach, depending on what the lawn needs," he said. "We'll fertilize, but only what's needed, to meet that one lawn. We try not to blow fertilizer onto every nearby lawn, since everybody's laws is different."

After that, Zoller uses a five-measurement program, with applications every four to six weeks. Zoller pays attention to the environment when deciding how to treat lawns.

"Last year, during the heat of the summer, we suspended those applications out," he explained. "We want to make sure we're doing the right thing for the customer."

In four years of business, Zoller's Plush Lawns has earned customer relations. Although keeping a well-groomed lawn may look like an effort to keep up with those perfect Joneses, Zoller said it's healthier to have grass than weeds.

Latham gift store offers quality and service

BY PHILIP SCHWARTZ

F or many, finding that perfect present is a daunting, dreadful task that takes the joy out of gift giving. Wading through crowded shopping malls, looking for that right store with that right gift, soon becomes more pain than pleasure.

However, away from the crowds is the right store with that right gift, according to Mary Jo Johnson, who took over the store six years ago.

Located in Newson Plaza on Route 9 in Latham, Clearly Yours is a specialty gift shop that will provide personalized gifts for all occasions, including a wide variety of corporate gifts.

Mary Jo Johnson, who took over ownership of the store six years ago, proudly said that all the gifts in the store are "unique as your name."

Another opportunity for new customers is the shop's own engraving machine that enhances and expands their ownership of personalized gifts.

Johnson said that the new engraving machine will help them increase their corporate business as well. Johnson said that it is tough to compete in the retail business, especially with the loss of local shopping malls.

However, she feels that by providing quality products and superior services, Clearly Yours has managed to be successful in the competitive world of the contemporary retail business.

"Gift stores can only succeed in today's tough retail environment with personalized service," Mary Jo Johnson, president of Clearly Yours, said.

In addition, the shop recently acquired a new state-of-the-art engraving machine that enhances and expands the staff's ability to personalize merchandise for their clients.

Johnson said that the new engraving machine will help them offer a range of personalized gifts for their customers.

"We aim to offer our customers a unique and personalized experience," Johnson said.

Johnson said that the new engraving machine will help them offer a range of personalized gifts for their customers.

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Today, Kingsdown still makes mattresses the same way: slowly and carefully by skilled craftsmen with decades of experience. Craftsmen whose skills have made Kingsdown the largest independent in the nation with the best made mattress in the world.

"A good sound of surf helps cool the atmosphere," he said. "It lets our oxygen so we can breathe it in."

Zoller said he uses high-quality products. "We use primarily granular fertilizers," he said. "Which are a slower release, professional-grade fertilizers."

Zoller said he offers organic programs. "It's usually more beneficial to apply a straight granular fertilizer without any pesticides," he said.

"To promote the best growth. To get a good surf, we need to aerate, overseed, and apply a straight synthetic fertilizer. Whether it's a synthetic or organic fertilizer, it'll contain nitrogen, phosphorous, and potassium and some other micro-nutrients that I care," he said.

"When the weather breaks, Zoller suggested calling for a free proposal for a lawn or landscape program or both.

Zoller and his six-person team, who have 45 years of experience, will "work to resolve the problem, and get the lawns or landscape back in shape. We try to build a relationship, be responsive, and get back to people if they have a problem."
Clark Music is the only area dealer to sell new interactive piano

BY ELIZABETH BYRNS

Many parents and educators agree that music can make the learning process more rewarding for young children. Clark Music, a piano dealership with stores in Latham, Guilderland and Saratoga, is adding a new instrument to its collection with an eye toward making every note count for kids. It is the Van Koevering interactive piano.

The interactive piano will be showcased at a new store for Van Koevering at Crossgates Mall. Van Koevering district sales manager Sean O'Shea and the Van Koevering interactive piano is unique and there will only be one place locally to get it.

"Clark Music saw the product in Los Angeles, Calif., in January of 1999, fell in love with it and decided to be one of the area's only dealers," said O'Shea.

To envision the new instrument, picture a beautiful piano and then add features usually associated with a computer, including a touch screen where the sheet music would be, the ability to play CDs from the piano and access to entire Windows-based tradition composing and performance software.

The Van Koevering also can record more than 200 tracks of your music and can remember what you played and print the sheet music for you. In addition to the interactive piano's performance, the growing field of music therapy has discovered that this invention can help autistic children and others who need to work on concentration and basic responsive skills.

Clark spokesman Paul Ledwith said the company knows the new interactive piano will be popular in the Capital District. She says the interactive piano is a welcome addition, but that Clark will continue to sell and service the finest acoustic pianos as they have for more than 100 years to those in Latham.

Clark Music has a long history in this area and is upstate New York's largest piano dealership.

Customers include the Saratoga Performing Arts Center, Tanglewood, the University at Albany, Skidmore, RPI and The College of Saint Rose, area orchestras, musical organizations, and thousands of individuals.

Ledwith says many people don't know that pianos can be very affordable.

Clark Music offers flexible payment plans. Clark also has a rent-to-own plan as this after six months the customer can print the option of purchasing any piano in the store.

Ledwith says a piano should be thought of as an investment and that a quality new piano will serve a family for up to 50 years.

In addition to being the only dealership in this area to offer the Van Koevering interactive piano, Clark Music also represents the two best names in console pianos, Steinway and Baldwin. Clark is one of only a handful of dealerships in the U.S. to be awarded both lines.

In addition to selling pianos, Clark Music offers other services including, piano tuning and maintenance, rebuilding, piano moving, sheet music, teacher referrals and master classes and workshops.

For information on the interactive piano, visit the Clark Music Van Koevering Interactive Piano Center in Crossgates Mall or the Clark Music showroom on Troy-Queensbury Road in Latham, or call 785-8577.

Delmar Health and Fitness marks 15 years

Fifteen years ago Mike Mushuta opened his doors to offer the community a new health club in Delmar.

Delmar Health and Fitness opened two-and-a-half times larger and boasts state-of-the-art equipment.

The club is now in a brand-new building on Hudson Avenue with nearly 11,000 square feet of space.

The new facility is bright with large windows and a cheerful environment.

The building is airy and allows for great air quality exchange. Delmar Health and Fitness offers the boxing and kickboxing and one of its big draws remains the step class.

The health club blends strength training with aerobics, step, group sculpting and cardio karate.

Additionally Delmar Health and Fitness offers golf, including indoor hitting and lessons with golf pro Frank Miller.

Also Dick Bogden, a well-reputed club-fitting expert, has set up shop and will be available for club fitting and equipment testing.

After 15 years, the club remains a favorite with Capital District residents because it has been able to attract the top instructors in the area for its aerobics program.

This winter, the club is offering instructional bowling with heavy bags speed bags, jump rope routines and orientation testing.

And lastly for people who want more than just babysitting for their youngsters, Delmar Health and Fitness offers an exciting alternative.

Instructor Carol Butler has developed a successful musical program for toddlers.

The club is located at 28 Hudson Ave. For information, call 459-1200.
Amish furniture inspires trend at Country Outlet

BY KATHARINE MCCARTHY

When customers first ventured into an old cabinet used as a display case at Encore Outlet, consignment stores in Delaware, now called Country Outlet, it gave Kevin Soucy the idea that has become the backbone of his business.

"When this was only a consignment shop," Soucy said, "my wife and mother-in-law put wrenches in the old general cabinet my father-in-law had made. So many people asked if it was for sale, that it lit a spark in me. I said, imagine if we could get more things like this.

Soucy thought of the Amish population, and headed for Pennsylvania, where he started heading down side roads, and asking a lot of questions. The result is Country Outlet's first full line of Amish furniture, crafts and gifts.

"I'm in my second year of being Sherlock Holmes," Soucy said, "and investigating all the possibilities."

Soucy is pleased with what he was able to: 

- antiques of Amish furniture, crafts and gifts.
- introduce a whole different line of Amish products.
- become a domino effect, and now I'm a pioneer, and believe I'm a pioneer, and belonging to the backbone of his business."

Some of the pieces are unique, Soucy said, "and the clothes need to be ready to go on the shelf as quickly as they can.

Country Outlet is currently contacting local artisans and crafters to buy our clothes that they've termed "decor," which is a means of the best way to ship something.

"The clothes are not outdated," Soucy said, "but the lines are quite low.

Soucy said, "I believe in a pioneer, and I believe in the Amish crafts and gifts."

The cloth is made of finished or unfinished pieces, and they are beginning to introduce a whole different line of oak.

Some of the pieces are corner hutchs, double hutchs, curio cabinets, and vegetable bins, and Soucy said you can immediately tell the difference between his furniture and that sold in big furniture stores.

"It's handcrafted, and well-made," Soucy said. "When you pick it up, you know it's a piece of furniture. It's solid wood throughout."

Country Outlet still carries consigned children and clothing.

"That's been open for four years," Soucy said.

The clothes are special in the gabled mail that houses Country Outlet.

"There's nothing stained, ripped, or with broken zippers," Soucy said.

Consigners in Country Outlet receive 50 percent of the selling price of the clothing, 60 percent if they spend it in the store.

Consignors should call for an appointment, and the clothes need to be ready to go on the shelf as quickly as they can.

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Mailboxes Etc. offers a variety of services

BY JENNIFER B. MILLER

Located on Delaware Avenue across from Delaware Plaza in Elsmere, Mailboxes Etc. serves everyone from the small business owner to the average resident.

Mailboxes owner Richard Schaefer and his wife Marcia purchased the store in 1996. Schaefer said he bought the franchise because he liked the concept of a business helping other businesses.

And that's just what they do.

Knows primarily for packing, shipping and copy services, Mailboxes Etc. offers computer time rental, document scanning, internet time and e-mail.

Schafer said the business also has the opportunity to be creative.

"Someone like an artist can come in and use our printer copy machine to make Christmas cards," he said.

Although the prices for shipping tend to be a little higher than they would be for someone simply going to the post office or to UPS, Schaefer said that's because the customer is buying a service.

"You have the option of all three shipping methods when you come to us," he said.

"We hope there's never a problem, but if there is you're glad you came to us," he said. Schaefer said they have been successful because of all the community support.

He said a fire in 1997 damaged the store and Schaefer said without the support of the community they wouldn't have come back as strong as they did.

In 1999, their store had the highest franchise sales in the Capital District and was also very high on the list for regional sales.

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Ravena Racing Outlet carries a full range of NASCAR collectibles — T-shirts, hats and trading cards. The store is just over a year old business is so good owner Kevin Williams is adding space and inventory.
Frisafuli Brothers remains family business

BY LEIGH G. KIRKLEY

When a customer calls, they’ll always get a Frisafuli on the phone,” said Andrea Frisafuli Russo.

The Russo grandchild, Carmela Frisafuli, focused on the plumbing and heating business out of his home in 1939.

Since then, the business has expanded to offer services to include air-conditioning, and they now have more than 70 employees and a fleet of vehicles serving the greater Capital District.

Succession generations of Frisafuli’s have stepped in to run the business and carry on Carmela’s dedication to personal customer service. Russo is just one of several third generation Frisafuli’s to inherit the business and, she added, there are plenty of grand-children to carry on the tradition.

“Some of them already work part time during school breaks and the summer,” she said.

To maintain the family atmosphere, the Frisafuli’s have developed a close relationship with their employees that follows through to the customer. Russo believes the quality of their staff is key to the business’ continuing success.

While the idea of a family-run business may sound old-fashioned, Frisafuli Brothers is proud to offer personalized service in an era where the trend is for smaller companies to be bought out by conglomerates.

However, what comes to technology, Frisafuli Brothers is anything but old-fashioned. They outfit their fleet of service vehicles with state-of-the-art supplies and equipment to ensure that customers get prompt, expert service.

The company recently increased the size of their warehouse by six thousand square feet so customers would not have to wait for parts.

“We’re very well stocked,” Russo said.

To keep staff current with new technology, Frisafuli Brothers maintains a training trip. This ensures that funds are always available for training.

For example, employees attend hands-on training direct from the manufacturers.

Whether they are servicing an older home or a new home, customers can feel confident that a contractor from Frisafuli Brothers is well-trained and knowledgeable.

“We also train employees in whatever they are interested in,” Russo said. Russo also said that they strive for same day or nearly same day service. Their trucks are radio-dispatched giving them a 90 percent success rate for same day service.

Frisafuli Brothers offers more than service, repair and regular maintenance.

They also offer new installation and can help you update your current heating, cooling and plumbing systems. One call can address all needs for your home.

“We’re nice for customers to have one supplier for everything. We can keep all those records for you,” Russo said.

For information on heating, cooling or plumbing for your home, call Frisafuli Brothers at 449-1782.

A Crisafuli will answer the phone and be happy to help.
Many advantages offered by using vinyl for decks

BY ANN TREADWAY

Lynn and Vicki Mungen own and operate Vinyl Deck and Dock Distribution on North Broadway in Schenectady and they really believe in their product. Lynn can reel off lots of reasons he believes vinyl decks are superior to wooden decks, but he emphasizes one in particular: safety.

Wooden decks and docks are usually made with pressure treated lumber, he said, and the treatment used is copper chromate arsenic.

That is a scary word and Lynn says rightfully so because the toxicity doesn't wear away completely and like lead paint can be dangerous to young children who might ingest the flakes.

Areas such as the Adirondacks and the state of Connecticut and other areas near waterways are starting to ban the use of this lumber treatment, he said.

He started his company four years ago to sell Dream Deck and Dream Railing products made of vinyl by Thermal Technologies in Pittsburgh.

The Schenectady business does not install decks or docks, but instead sells the materials to do-it-yourselfers. They are also able to build old wooden decks to the safer product.

Lynn says there are other advantages of vinyl decks.

They are maintenance-free and come with a lifetime guarantee, Lynn said.

Lynn said their local vinyl deck business attracted a lot of traffic at the Home Show in Albany in early February, where they had three booths and gave away a lot of samples in past years.

Every year new features are added to the vinyl products that they sell, he said.

For example the railings now come in three shades, white, beige, and gray and there is now even a glass railing available.

As an indication of this product's growing popularity, Lynn said that when he first started selling them four years ago, one contractor supplied made the vinyl decks out of a total of 60; last year, that same contractor also made 60 decks this time through half that.

For information about Vinyl Deck and Dock Distributors access their Website at www.vinyldeck.com. It contains descriptions, photos, and recommended contractors.

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Play It Again Sports trades on its success

BY NORMA FEIT

The world of business, like sports, is filled with winners and losers. In no business field is this companion truer than in retail. Competition rates high in the world of retail, particularly in the sporting goods sector.

While there is a wide variety of local sporting goods stores for a consumer to choose from, no one venue offers as much, in a unique way as Play It Again Sports.

Located at 592 Troy-Schenectady Road in Latham, Play It Again Sports (PIAS) is on top of the standings among local sporting good stores. Owned by area resident Dorrie Vosk, PIAS offers consumers a whole-new ball game when it comes to sporting goods. Since opening three years ago, PIAS has dramatically altered area merchandising.

What separates PIAS from the pack isn't just its major league quality, extensive selection, or its friendly atmosphere. PIAS is unique in that it truly offers the consumer an opportunity to play it again. Playing in multi-dimensional, PIAS not only sells sporting goods, but it also buys, trades and consigns them.

PIAS gives everyday people the chance to pretend that they are George Stearnstrom. At PIAS, people can trade their own equipment, like general merchandise do players. Outgrown, unused and unwanted sporting good equipment no longer needs to inhale the back of your closet or collect dust in your attic like that overpriced outfielder. PIAS offers the opportunity to get rid of unwanted merchandise.

PIAS works in three distinct ways.

Used sporting goods can be swapped for cash, traded for an upgrade in equipment, or even in store credit. With this surplus of used merchandise, PIAS sells top of the line brand new sporting gear in addition to the used paraphernalia.

In addition to the ability to swap goods, PIAS is equipped with state-of-the-art technology to repair and service any sports equipment that is need of repair or tuning.

Another special quality about PIAS that makes it different from other sporting good stores is that it is locally owned and operated facility.

A former state employee, Vosk bought a franchise from the nationwide chain of more than 800 stores three years ago. It is in no coincidence that there is a family feel to PIAS since it is a family operated outfit.

"I had seen one on a vacation and though that it was a neat idea," Vosk said. "We have a mom and pop feel." PIAS has even more to offer in its specialized fields of hockey, skiing, snowboarding, golf, lacrosse, soccer, inline skating and general exercise equipment since a store wide expansion last March.

New PIAS offers more new and used inventory.

Not only does PIAS offer a much-needed service, it is also affiliated with a number of area schools and youth programs providing equipment for underprivileged children.

PIAS offers the opportunity to buy and sell Dream Deck and Dock Distributors in Schenectady.

Now PIAS offers more new and used inventory.

What makes this a rare opportunity is that it is a family owned and operated facility.

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Air-Tite gives homeowners’ needs priority

Air-Tite, they say they are not in the business of selling windows, siding and doors, but are instead in the business of helping the customers buy. Air-Tite Windows, Siding & Doors has the region’s largest variety of custom products on display at its store at 329 Central Ave., Colonie. They pride themselves on service, guiding customers and then guiding them through the store and giving them all the information they need to make an educated decision on windows, siding and doors for their homes.

Whether a customer needs one window or a whole house full, Air-Tite has a wide selection of the newest and best products from all regions. Air-Tite representatives say they have been helping Capital District residents fill their homes with high quality, well-crafted exterior products.

“We’re still small and family-owned and we carry top-of-the-line furniture,” said Scott Fotounias, manager and son of the store owners.

“A lot of the stuff we have you just don’t see everywhere,” he added.

The store celebrated its 22nd anniversary in September. Kugler’s Red Barn sells Shake style and country primitive style furniture for every room of the house, from occasional furniture to entertainment centers.

“We’re stuck with the country look while other stores have gone with trends,” Henderson said.

The store’s stock is supplied mainly by other small family-owned businesses, like upholstery from the 101-year-old New York based Halligan’s Co., or dining room furniture from 105-year-old S. Best and Sons.

Kugler’s Red Barn sells quality furniture

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The store proudly features a new line of mattresses from the family owned Kingsdown company. Kingsdown is a 55-year-old North Carolina company, and the largest independent bedding manufacturer in the United States.

They have five manufacturing and distribution facilities across the country and international distribution to more than 17 countries in Asia, the Middle East, Canada, South America and Australia.

Kingsdown products are handmade and go through rigorous check systems before they reach the customer.

The Hexagonal cushioning used in their mattresses is produced from only man-made fibers and baled in exactly 350 degrees to allow five, mid-life and endless.

Kingsdown’s full-cell box springs are designed to connect to the bed’s curves and create ergonomic support and better sleep.

The Kingsdown company recently opened a 10,000-square-foot research center to help identify the scientific elements of sleep system ergonomics.

Information about their products is available through the company’s website, www.kingsdown.com, or at Kugler’s Red Barn.

“THERE ARE A step above, and offer more mattresses for your money,” Henderson said.

He added that because the company has no franchise fees, the cost to the customer is reduced by 30 to 40 percent over some bigger mattress companies.

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Air Products provides more than bottled gases

Air Products and Chemicals Inc. was founded in 1940 in Detroit, Mich., on the strength of a simple, but then revolutionary idea: the on-site concept of producing and selling industrial gases, primarily oxygen.

At the time, most oxygen was sold as a highly compressed gas product in cylinders that weighed five times more than the gas itself. Air Products proposed building oxygen gas generating facilities adjacent to large volume users, thereby reducing distribution costs.

The concept of piping the gas directly from the generator to the point of use proved sound and technically cost-effective. From a company with a single product line and five years sales of $300,000, Air Products has become a major international supplier of a broad range of industrial gases and related equipment and services, and selected chemicals. The company has annual sales of $5 billion and 17,000 employees around the globe.

Through subsidiaries and a growing number of international joint ventures, Air Products has operations in more than 50 countries and exports to 100 others. Air Products employees 85 people in its two industrial gas production and distribution facilities in New York's Capital District, Glenmont and Latham.

Air Products is one of the world's largest industrial gas producers, supplying a broad range of industrial gases chiefly oxygen, nitrogen, argon, hydrogen and helium and related equipment for its production, distribution and use to 100,000 customers throughout the world. These gases are used in most industries, including food and metal processing, semiconductor manufacturing, medicine, aerospace and chemical production.

For information about Air Products visit the company's Web site at www.airproducts.com.

M&P Floor Sanding takes pride in a job well done

When Michael Willwerth was 12 years old he was doing some of the same things he is doing today — sanding floors.

He used to accompany his father on weekends to the homes of people who wanted their hardwood floors refinished.

Now, at age 47, he spends less time stripping, sanding and buffing and more time giving estimates, scheduling jobs and doing the book work.

Things have changed quite a bit since 1978 when Willwerth started M&P Floor Sanding with his brother Philip. The machines are more sophisticated and efficient, and Philip is no longer with the company. Although four new employees are on board to handle the growing workload.

Actually, floor refinishing goes back even further in Willwerth's past.

"My grandfather did floors when he was in New York City," he recalled. "Then he came up to this area and gave those three days off, he runs M&P."

Willwerth has been working for Owens-Geming Fiberglass Corp. in Selkirk for just about the same amount of time as he's had his floor sanding business — 23 years.

He manages to juggle his two jobs by working a three-day-on, three-day-off shift at Owens-Corning. On his three days off, he runs M&P.

Businesses

From page 1

the Audubon Society sanctuary and many weekends and evenings were donated to refurbish Albahey's Merry House for abused women and children.

Nearby Selkirk Cogen also reaches out to the community by hosting dozens of plant tours a year for school groups and industry organizations.

"We just can't be a good neighbor," said Cogen spokeswoman Lorraine Smith. "It's not only a benefit to the community but to our employees as well, and that keeps us in business."

It isn't just large industries either.

Local auto-repair shops and dealerships are finding new ways to stand out among the competition by offering beneficial services to customers.

John Quirk who owns Bethlehem Auto Service has begun offering classes on service and car repair specifically for women. Classes go over the basics in auto repair and truck women how to ask the right questions. And of all the classes are free.

This is the third of three supplements designed to highlight the growth and progress of area businesses and show how community development and being a good neighbor can be of great importance to a business, no matter what the size or product.
Crafty business

The Eddy senior housing moves ahead in Niskayuna

A

for five years of planning, The Eddy, a not-for-profit network of services for senior adults, began construction on its third senior living campus in the Capital District. Glen Eddy. Glen Eddy is being built in Niskayuna between Central Road and St. David's Lane. The Eddy is a member of Northeast Health, a regional network of health care and community services providers also comprised of Samaritan and Albany Memorial Hospitals. Together, members of Northeast Health provide a comprehensive network of health care for people in the 15-county area of upstate New York. The Eddy tradition of caring for seniors began in 1928 when Elizabeth Hart Shields Eddy established a 13-bed nursing home for women in Troy. Today, The Eddy has two retirement communities in operation and two senior development projects. At Glen Eddy, adults 62 years and older will have the luxury of living independently in a full-service retirement complex and can transition to assisted living as their health needs change without having to leave the community.

Residents will have their choice of 102 one and two-bedroom apartments and two bedroom cottages with attached single car garages. For adults needing assistance, The Terrace at Glen Eddy will offer 42 assisted living apartments attached to the main independent living building.

"We are excited. We already have deposits in hand for nearly one hundred of the independent living units," said Scott Flagel, vice president of senior housing for Northeast Health.

Residents will have access to community amenities like a fitness center, library and auditorium for meetings, cultural events or guest speakers. The fitness center will include an indoor pool, unique to the Niskayuna community.

Residents will have their choice of a restaurant-style dining room or the Grille Room restaurant. Glen Eddy will also offer private dining.

In the communications center residents will have post office boxes and will have a barber shop and beauty salon on the premises. A hobby shop, putting green and art studio will also be part of the retirement community. "We are promoting a lifestyle. Residents will be completely independent but have the security of assisted living on the same campus," Flagel said. Besides the many features mentioned, Glen Eddy will also provide residents with many services to make their lives comfortable and secure, including 24-hour professionally staffed security and an emergency call system. Additionally, Glen Eddy will provide professionally maintained landscaping and snow removal. A social director and resident services coordinator will help residents access healthcare human services and professional needs. Lastly, a move in coordinator will also be available to help residents with a variety of needs, from selecting a relator to decorating tips. Glen Eddy is scheduled to open in the fall of 2001.

For information on Glen Eddy or retirement living visit Northeast Health’s Website, www.northeasthealth.com, or call 393-4335.

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We're really about education and helping people," Raeder said. Physical fitness is only one of the benefits from participating in their programs. Karate demands patience, concentration and discipline. Participants internal fitness improves along with their strength and flexibility.

"It's a different kind of physical activity and good for mental relief. It's like taking a one-hour vacation," he said. "We're not just onlooking and watching they also train basic moves, something that seems to be missing in all our lives.

In addition, instructors help their young students with commitments and making their lives better. They offer adult students in town in their grade range and ask them to sign commitments to improving themselves and their lives.

"We're a life skills organization," he said.

U.S. Budokai Karate also holds classes at daycares in West Sand Lake, Delmar and in Clifton Park which is not by Raeder partner, Shihan Russ Jarem. For information on children, adults or cardio-karate programs call 458-2018.

Because you have to focus on what you are doing, Raeder said you tend to forget all the things you need to do or should have done.

"We like taking a one-hour vacation," she said. "Using a stationary bike or treadmill is good physical exercise, but you can still think about all your problems.

Along with traditional karate, U.S. Budokai Karate also teaches kickboxing or cardio-karate, which has become increasingly popular at athletic centers.

"It's a frightening trend because not all the instructors out there know the proper mechanics of kicking," Raeder said.

All instructors and instructors at U.S. Budokai are martial artists and understand the proper mechanics to put the body in a safe position for doing kickboxing.

It's a different kind

of physical activity and good for stress relief. It's like taking a one-hour vacation,

The art of Budokai Karate is

in Dai Ki Myo Do in ancient

Korean timelines. The split

between Good and Evil,

as we know it today, is

a latter-day development

with a different kind

of martial art. It started

as a way to maintain

good behavior, and in

that "dai ki myo do" literally

means "greater virtue of

doing the right thing.

"It's a different kind of physical activity and good for stress relief. It's like taking a one-hour vacation."
Business booming at Professional Auto Solutions in Slingerlands

BY ANN TREADWAY

Business has been great," Miriam Lainhart said recently about Professional Auto Solutions, the automotive sales and service business she and her husband, Brian Lainhart, operate in Slingerlands.

So good, in fact, that the couple has reached a nearby building, and will be moving soon to 4264 New Scotland Road. For the past six years, they have welcomed customers to 8399 New Scotland Road. When they move they will be adding pet supplies and U-Haul services to their offering.

"We've brought the girls to work with us when they were younger," said Miriam, "so adding the pet supplies seemed a great way to keep them involved in the family business."

Miriam says about her husband's ability to diagnose and repair foreign-made cars, in addition to U.S. manufactured models.

"He can diagnose and repair foreign cars," said Brian, "so we're doing things as opposed to the window sticker, real value, real service, and the driving excitement of a drive." Tony Mangino said "Come in and take a tour drive".

The dealership offers a customer friendly approach to selling all cars and trucks designed to make car buying an enjoyable experience.

"There's no muss, no fuss, no hassle and no hagglng," Mangino said.

Now through Feb. 29, Latham Circle Pontiac GMC is offering "no checkbook required" leasing deal on Grand Prix and Grand Area.

With a 36 month lease, there is no security deposit, no down payment, and no first month's payment. They also feature a large stock of previously owned, reconditioned vehicles in all makes and models.

Repair service is also available at the dealership.

Their family service shop is equipped to fix any car.

They do basic body work and collision repair. Free estimates are offered on body work.

Susanne Lainhart, the children now attend Voorheesville schools.

"Most of his ability works directly with his insurance claim. If he knows name it, he knows how to negotiate your insurance claim," said Miriam.

The children now attend Voorheesville schools. Miriam also attended Voorheesville schools while growing up. Brian is originally from Guilderland.

Brian is also an expert at negotiating car buying, from annual school. Many of the advances in car manufacturing and operation.

Brian doesn't claim to have a lot of automotive expertise himself, although she is qualified to perform New York State inspections.

She is also a staunch believer in snow tires, "for those of us who live in the North," she said.

"All-season tires are fine for Florida," she said with a laugh, "but not for this kind of weather." She also handles all the paperwork for Professional Auto Solutions, which usually keeps her very busy.

February is traditionally their slowest time of year, Miriam said, so she and her husband hope to find enough time to get their new building ready to open in March.

Latham Circle Pontiac GMC offers new improved attitude

BY JENNIFER ARSENAULT

"G

oe Real is our motto," said General Manager Tony Mangino of Latham Circle Pontiac GMC. "We show you a real price and play the traditional pricing games like other dealerships."

Latham Circle Pontiac GMC is the newest car dealership in the Capital District.

The former Smith Pontiac dealership has new owners, a new management, and a new attitude.

"We're all new and we're doing things a lot differently," said Miriam Mangino.

The all-new redesigned Bonneville, and Saturn, Toyota and Volkswagen trucks are now available for purchase at the dealership.

"We offer oil points as opposed to the window sticker, real value, real service, and the driving excitement of a drive," said Tony Mangino.

"Come in and take a tour drive."

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Their full service shop is equipped to fix any car.

They do basic body work and collision repair. Free estimates are offered on body work.

The dealership works directly with insurance companies for collision repairs. Lower rates are available, and repaired cars are treated in a complimentary car wash. Extended service hours are 6-30 am to 7 pm Monday through Thursday, 6-30 am to 1 pm on Friday, and 8 am to 2 pm on Saturday.

Latham Circle Pontiac GMC is on Route 9, just off Northeast Exit 7.

"We're very centrally located, less than 10 minutes away from Albany, Schenectady, Troy and Clifton Park," said Mangino.

The dealership will be featured in the Great American International Auto Show at Albany in the Pepsi Arena on Feb. 25 to 27.
Commitment to customers

Goldstein Auto Group is a new and pre-owned automotive retail, service and body shop business that employs more than 30 Capital District residents.

The Goldstein group has been in business for 35 years with a history of expansion and acquisitions continued growth in the new millennium.

The Goldstein Auto Group operates seven locations and inventory across which include Suburu, Chrysler, Plymouth and Jeep, as well as Ford, Suzuki and two Buick locations.

The Buck location in Latham is one of only six Buick flagship stores in the country and was the first to be built from the ground up.

This is truly a leading-edge facility. Its amenities include a community space designed for civic meetings, a children's entertainment area, a comfortable guest reception and waiting areas.

Corporate sales director Michael A. Anderson says the one word that clearly drives their business attitude is differentiation.

The Goldstein Auto Group, he said, is driven to set the new automotive retail standard through continuously evolving process improvements.

Anderson said the improvements are the result of relentless attention to the expectations of clients.

Regeneration offers daily interactions with guests and the public relations office.

Together, according to Anderson, the sales staff is constantly collecting and evaluating information that helps them better understand and meet the needs and expectations of the clients.

In the past year, Goldstein developed and implemented a new sales philosophy called Fast, Fair and Hassle-free in all of its locations.

Anderson says the new philosophy helps The Goldstein Auto Group to create a truly fun and satisfying automotive purchase experience by removing the negotiation process that typically is associated with purchasing a vehicle.

The Goldstein Auto Group owner Alex Goldstein said he feels strongly that everyone should receive a highly competitive and fair price up front the first time he or she visits any of his dealerships.

According to Goldstein, this creates the fair and hassle free aspects of the philosophy.

For subscription information on The Spotlight, the Colonie Spotlight, the Loudonville Ekry, the Niskayuna journal, the Rotterdam Journal, the Scotia-Glenville journal or the Clifton Park Spotlight, call Gail at 457-7213.
Marshall’s-Garage in Ravena makes service commitment to customers

BY STEPHANE BABCOCK

Since 1932, Marshall’s Garage on Route 9W in Ravena has been servicing the Capital District’s automobiles with care and precision, and they promise to continue to do that well into the new millennium.

“Keeping them on our No. 1 priority is what has allowed us to grow through most of the 20th century. The fact that we are locally owned and operated is important to many customers,” he said.

The business was first opened by two brothers, Claude and Bill Marshall, who have both since passed away.

Marshall’s was now run by the son of one of the original owners, Richard Marshall.

“I started as a gas attendant in high school and worked my way through college,” Albano said. “I’ve been with the company for about 27 years.”

Albano is not the only long-term employee, by any means.

“The sales department has all been with us for a while,” Albano said. “The newest person has been with us for at least five or six years. There is not a high employee turnover.”

Marshall’s service has been recognized by Chrysler with its Five-Star award for 40 years. There is only one other dealership in the entire nation that has won more Five-Star awards.

Marshall’s offers complete auto body and mechanical service. State-of-the-art computers are used to match paint colors and to straighten frames.

“We can match any paint code for any make or model,” Albano said. “Our frame-straightener handles dimensions for all cars and light duty trucks; it’s usually used for severe collisions.”

For cars with bent frames, the garage uses a special machine that hydraulically straightens the frame.

“The service is on a platform and the car’s specifications are put into the computer and it hydraulically puts the frame back into place within a thousandth of an inch,” Albano said.

Marshall’s also bears well-skilled and dedicated mechanics and writers.

“The mechanics know the products and have all been factory trained,” Albano said. “They know the customers and understand their special needs.”

Marshall’s also sells Chrysler, Plymouth, Jeep, GMC trucks and Suburu.

New products at Marshall’s this year include the GMC Yukon and Sierra models, the 2001 Subaru Forester, and the widely anticipated Chrysler PT Cruiser.

Although Marshall’s does not usually offer big annual sales, they do try to keep costs down all year long.

“We don’t have a typical blowout sale, but we maintain quality level pricing throughout the year,” Albano said.

Marshall’s received a Five-Star service award from Chrysler again this year. Here, from right in the Chrysler showroom, are George Stacey, parts manager, Pam Lent, Five-Star coordinator, Peter Marshall, warranty manager, Jim Carroll, service manager, James Driscoll, general manager, and Jim Youmans, assistant to general manager.

Marshall’s staff prepares for redesigned 2001 Forester

Subaru introduced its newly redesigned all-wheel drive 2001 Forester last month and the Marshall’s staff will be ready to get it to you.

Available as the well-equipped “L” model and “S” model with enhanced performance and luxury, the 2001 Forester introduces new styling, safety technology and functional features.

Reflecting its appeal as a distinct cut above “minis,” the 2001 Subaru Forester gets a more sophisticated appearance. A new chrome grille features a body-color frame, and new multifaceted headlight blend more smoothly into the design.

The front bumper is also new, and features textured gray finish on the Forester trimline. On the Forester S, the new body-color foldable sideview mirrors. In

...
Orange Motor Company carries on an 80-year-old family tradition

By Jennifer Arsenault

From the Model T to SUVs, Orange Motor Company has brought Ford cars and trucks to the Capital Districts for more than 80 years.

Established in 1916 by a Orange County farmer Charles Tooley, Orange Motor Company is one of the largest and oldest Ford dealers in the Northeast.

Several locations and many years later the company is run by John Quirk, Carl E. Tooley.

"Orange Motor has the reputation of being one of the most progressive automobile dealerships in the Northeast," said Vice President and General Manager Carl W. Keegan.

"It is the highest-ranked parts and service dealer of the 280 Ford and Lincoln Mercury dealers in the New York district," he said.

A staff of 100 employers sell and service new and used Ford and Mudder cars and trucks from their Albany location.

The dealership occupies two buildings with more than 80,000 square feet on eight and a half acre of land.

The company's service department includes a repair department with 100 bays, 51 car and light truck technicians and staff, eight heavy truck representatives, 19 parts representatives, 10 body shop personnel, and a full service body and paint shop.

Approximately 150 to 175 cars are serviced each day.

"Everybody in this dealership is trained for the utmost in customer service. They strive to keep the customer happy," Keegan said.

To that end, Orange Motor Company offers free taxi service to customers, a loaner car program and free oil and a filter with the purchase of a car or truck.

A commercial account sales department and a special finance department are available on site.

Several employees have been with the company for more than 30 years. The average person on the sales staff has more than 12 years of professional sales experience.

Orange Motor Company is proud of its long history, but is also looking toward the future.

Cutting edge programs, service bay diagnostic system and service bay technical system, are used for computer repair diagnostics. All technicians are trained on the software.

Also, the company has a successful Web site (www.orangemotors.com) that brought in five to six percent of its current total sales.

The future of Orange Motor Company is to be in the process of growth and to become a leader in the automotive franchise system in the state of New York.

Orange Motor Company is located at 779 Central Ave. in Albany. The firm's phone number is 489-5501.

Women are special customers at Bethlehem Auto Service

Bethlehem Auto Service offers personal service to every individual who comes through the door. We take the time to answer all questions and explain the service required.

In addition, we offer free classes for women on basic maintenance and "asking the right questions of the service writers.

We offer free classes for women on basic maintenance and asking the right questions of the service writers.

Delmar shops join forces for one-stop auto repair

Delmar Auto and Radiator and Collision Recovery, both located at 96 Adams St. in Delmar, use the concept to their independently owned companies.

"We try to promote both services in both businesses," Collision Recovery owner Christopher Williams said. "We can handle everything."

Collision Recovery's expertise is in auto body and collision repair, as its trained and certified technicians are state-of-the-art equipment and products to ensure damaged areas to factory specifications.

Its services include auto body repair and refinishing, auto body glass, on-site repair, computerized estimates, computerized paint matching, all factory finishes and claims assistance.

All of Collision Recovery's repairs are fully guaranteed, and rental cars are available.

Delmar Auto and Radiator performs all types of car and truck repair, on both domestic or foreign models.

"There isn't anything we don't do," shop owner Doug Stanley said. "Anything a draker can do, short of selling a new car, we can do."

Stanley said customers are too complex to just go down the line and "throw parts at it," so his shop employs diagnostics in an attempt to get the job done right the first time.

"We can do this because of the amount of diagnostic and informational data available to us," he said. "We have a really good success rate of narrowing it down and getting right to it."

In addition, Stanley's employees train to alert customers of potential problems while conducting routine preventive maintenance, which he said the quick lube places cannot do.

The two businesses have been working together for five years, ever since Williams moved into Stanley's building.

"We just get together, and we seem to get along," Williams said.

Stanley and his brother-in-law each used to run specialty shops in the building, but Williams proved to be the perfect partner when he decided to take a more generalized approach.

"He said I have the same business values in terms of how we treat our customers," Stanley said. "We both offer the best possible service, and we both take care of our customers."

Delmar Auto and Radiator open weekdays from 7:30 a.m. to 5:30 p.m., while Collision Recovery is open weekdays from 8 a.m. to 5 p.m. and Saturdays by appointment.

GE Plastics in Selkirk is vital contributor to local community

Finding the commitment and drive of GE Plastics employees in Selkirk is indicated; it is no wonder GE was recently named Fortune magazine’s Most Admired Company in America for the third year in a row.

Locally the Selkirk plant, which employs almost 600, has a record-breaking year in 1999 for production and retained double-digit growth.

Proud of the same in 2000, there are plans for new jobs to be added, particularly due to continued growth in services, new products and services and expanding e-business opportunities.

The employees are not only the foundation for the Selkirk site’s plastic business success, but also provide a tremendous amount of support and involvement in the community.

GE Plastics employees in Selkirk give to the community in many ways throughout the year.

GE Plastics in Selkirk has a strong relationship with the community.

This year they have pledged $65,000 to the Good Neighbor Fund.

GE Plastics employees in Selkirk have also supported many local schools by providing tours, mentoring, job shadowing, guest speakers and special programs through the Capital District Business and Education Partnerships.

From food pantries for needy families to education, safety and the environment, the people of GE Plastics in Selkirk continue to reach out to the community in special ways.

There are two GE Plastics operations based out of Selkirk. The Noryl business manufactures Noryl-brand plastics (usually in pellet form) for sale into markets such as automotive, telecommunications, electrical/electronic and housewares.

Noryl plastic can be seen, for example, on the Volkswagen Beetle and Saturn automobiles, and is used to make such products as the Motorola Stance phone, Dyson showerhead and Chiester microwaveable plates.

Hannay Reels, Inc., started in 1933, is a third and fourth generation family business. The well-kept plant, located in the hilltown community of Westerlo, is the largest manufacturer of high-quality industrial hose and cable reels worldwide. Since its inception, Hannay Reels has built reels through mass customization for some very unusual applications, but also the more common ones of propane and fuel delivery, fire and rescue work, and lawn care.

Today’s Hannay Team continues to practice the principles and work ethic established by its founder, Clifford Hannay, 67 years ago.

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For more information about GE Plastics visit www.geplastics.com
Selkirk Cogen stresses safety, community service and environment

By Joseph A. Phillips

Selkirk Cogen, a PG&E Generating subsidiary, celebrated the fifth anniversary this past year of the opening of its 365-megawatt, natural gas-fueled cogeneration facility in the GE Plastics industrial campus just off Route 32 in the town of Bethlehem.

At the Selkirk plant, 70 million cubic feet of natural gas a day is burned to drive power-generating turbines, and the thermal energy lost by the turbines is harnessed in the form of process steam for use by GE Plastics. Cogeneration technology is among the cleanest and most efficient of energy sources.

With the expansion in its capacity, Selkirk Cogen is proud of its visibility as a neighbor — as a strong contributor to the local economy, a safe place to work, and as an asset to its home community.

And not merely in terms of tax revenue either, although at about $5 million a year and school district taxes, that's nothing to sneeze at. During the plant's construction, more than 700 construction jobs were created and more than $245 million invested in building the facility, including more than $50 million in local equipment purchases.

Selkirk Cogen is also a good neighbor in terms of its contributions to community activities. These include support for Bethlehem's volunteer ambulance service and for the Four Rivers Environmental Education Center.

Selkirk Cogen also participates in community activities like Freiwillig, and supports scholarships at local high schools.

Selkirk Cogen's community involvement earned it a Family Friendly Business Award in 1998 from the Capital District Parenting Education Network.

The plant's 42 permanent employees are also encouraged to volunteer their time to local community activities and to be generous donors as well. Selkirk Cogen has a corporate matching program for employee donations through the Union Way.

And there are unseen ways that Selkirk Cogen acts as a good neighbor. The Cogen plant continues its historic commitment to energy efficiency, operating about 50 percent greater efficiency than most steam generating plants.

"We're absolutely part of the environmental solution for today," said Lorraine Smith, the firm's community relations director. "We use the cleanest fuel possible and we're consistently exploring our environmental outreach." Emissions from the plant's cooling and ventilation towers are continuously monitored.

"Our plant not only meets government air quality standards, it far exceeds them," Smith said.

In constructing the plant, acres of wood were preserved, and even provided to provide a home for more than 50 different varieties of plant and animal life. Cogenerators work at an allowable rate of an on-the-job safety. "Safety is an attitude," Smith said.

"Owing back on the opening of the Phase I plant in 1972, Selkirk Cogen has never lost a single hour of steady service to the on-the-job injury, a remarkable record that has won the plant the State's highest ranking, from the Occupational Safety and Health Administration's Voluntary Protection Program. Selkirk Cogen dons plant tours a year for school groups, industry associations, and organizations like Washington's Clean Air Center.

"We just can't be a good neighbor," Smith said. "It's not only a benefit to the community but to our employees as well, and that keeps us in business."

Blue Circle cements its place in industrial history books

In 1962, the Atlantic Cement Company finished construction on a cement manufacturing plant in Ravena.

At that time, it was the largest cement plant ever constructed at one time and equipped with the most technologically advanced in the world.

The vast deposits of the raw materials, limestone, shale and clay were discovered by the earliest settlers and have been used to produce cement, bricks and building stone for the expanding population centers of the Northeast. Traditionally, cement plants were designed to serve a market that could be reached economically by rail or truck, about 250 miles from a cement plant.

The largest cement plants produced about 500,000 tons of cement a year, just enough to serve customers within their reach.

The Ravena plant established a new tradition in the manufacture and distribution of cement. It was designed to sell its cement to customers from Maine to Florida and had an annual cement production capacity of 1,500,000 tons to those communities. Atlantic Cement built a unique network of coastal distribution plants strategically located to serve major eastern communities markets.

To move that cement from the Ravena plant to the coastal distribution plants, Atlantic built a fleet of giant barges. Cement was loaded into the barges at the Ravena port on the Hudson River and hauled to one of the company's distribution plants on the East Coast. The cement is then pumped into the distribution plants from the barges and is distributed to local customers by truck, rail or in boats.

This pioneering concept of mass production and distribution of cement soon became a new tradition in the cement industry.

In 1985, Atlantic Cement was purchased by Blue Circle Cement, a worldwide cement producer headquartered in the United Kingdom. The relationship between the Ravena plant and Blue Circle Cement has been mutually beneficial. The Ravena plant with its extensive distribution system gave Blue Circle access to the vast market.

Emerging from Boston to Washington, D.C.

Under Blue Circle, the Ravena plant has been extensively modernized and production efficiencies improved so that annual cement production capacity has increased to 1,900,000 tons.

A wide variety of specialty cements and ready-mix cements have been added to the Ravena production line and investments have been made in human resource development, environmental compliance and community relations.

The Ravena plant emerged on the scene in 1962 as a bold new concept in cement production and cement distribution.

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Count on us.
The New York State Fair adds new features for the new century

By Jean Ryan

The first New York State Fair was held in Syracuse in 1841, and a group of prominent Syracuse residents petitioned the Legislature for permission to hold an annual fair to bring farmers together to share ideas and compete with each other.

Fifty years later, James E. Goldens and a group of prominent Syracuse residents bought 100 acres of land in Soboly to be donated to the society as a permanent home for the state fair. While the fair had been held in various locations across the state, the most successful were the ones held in Syracuse.

Today's fairgrounds comprise 375 acres, 107 structures and 21 permanent buildings valued at $115 million.

The fair that followed has continued this pattern of success with the last fair of the century, the 1999 New York State Fair, blowing all previous attendance records out of the water with a whopping high of 959,608, which exceeded the prior record by 77,329.

But Fair Director Peter Cappuccilli is not one to rest on his laurels. Cappuccilli and his team start planning for the next fair the week after the fair ends. They review all the suggestions and comments from fairgoers and see how they can incorporate these ideas into ways to make the next fair even better.

"It's the people's fair," Cappuccilli said. "Our primary focus is customer service and satisfaction."

Cappuccilli said he tries to write back to each person who took the time to leave a comment or suggestion.

New features are available at the guest relations booths at the fair. Cappuccilli and his team are very quick to respond to all suggestions and comments from fairgoers and to see how they can incorporate these ideas into ways to make the next fair even better.

The New York State Fair adds new features for the new century as part of a $1.5 million two-phase project to meet the needs of dairy exhibitors and off-season users.

A new horse show venue in the stable area, which will include a concession area, warm-up ring, show ring and bleacher seating is nearing completion and four major buildings have been re-roofed.

Museum-style lighting has been installed in the Agriculture/Museum, and new display cases have been constructed for the wildlife art exhibit.

Future improvement plans include a working sugar shack to showcase the work of the state's maple sugar producers and a proposed veterinary surgical theatre complex for use during the fair and possibly year-round.

Cappuccilli said the renovations were necessary for the Expo Center to continue to grow.

He noted that the fair had been forced to turn away hundreds of requests for space, and the fairgrounds are limited to 750,000 square feet.

"We have been fortunate to build upon the foundation laid before us," Cappuccilli said.

The goal is to relieve the taxpayers from the burden of operating costs, he said.

Faucet tables are being added at a rate of 200 per year — there are now between 800 and 1,000 tables for people to relax and rest in shaded areas.

More rest rooms also have been added.

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Thrifty shoppers find gems at three area consignment shops

BY KATHERINE McCORDY

They’re not thrift stores, but thrifty shoppers love the three consignment shops doing a great business in Bethlehem and New Scotland. In and Out the Window, Past Perfect, and Something Olde, Something New have its new life to fill, and all of them make sure that merchandise is top drawer.

Drawers themselves are the specialty at Something Olde, Something New, located in Stowewall Plaza at the intersection of routes 85 and 85A in New Scotland, which carries furniture and fine collectibles in addition to clothing.

“We had some small collectibles and one or two pieces of furniture when we first opened,” owner Julie Hillard said. “The clothing went well, but these items sold better than we expected, and when the space became available to expand, we started taking more pieces.” She and Karen Frisch have run Something Olde Something New for the past two and a half years.

Clothing and furniture are accepted by appointment only, and Something Olde Something New keeps clothing for 60 days and furniture for somewhat longer. After that, they will return them to the consignor or donate them to local charities. Consignors receive 40 to 50 percent of the selling price.

“We decide the selling price based on the current market,” Hillard said. “We belong to the consignment network, which is an association with other consignment shops around the state. We also price things specifically on furniture items.”

Something Olde Something New opens Tuesday through Saturday, 10 a.m. to 5 p.m., and Thursday 10 a.m. to 7 p.m. Their phone number is 573-6665.

“We want to be an outlet for recycling your good stuff,” Hillard said. “Something old is new to somebody else.”

With consignment shops In and Out the Window and Past Perfect located there, 266 Delaware Ave. in Delmar is a convenient place to shop.

Lillian Downes opened Past Perfect two and a half years ago, specializing in special occasion clothing. Chester at Past Perfect range from casual to formal wear, but Downes insist on quality.

“I’m looking for designer labels, for clothes that are lightly worn,” Downes said. “Lots of times women move to the south, and don’t need their winter clothes any more. Or they change size, or career, and have clothes they don’t need anymore. We also have a lot of formal clothes, things that were expensive, you only wore once, and they’re not good to give away.”

Downes said a lot of people suffer under the misconception that consignment shops are thrift shops. “We’re not,” she said.

“This is where you bring things that are good. 1/3 of our clothing are new things. Right now, priss genues are big. Girls wear them once, and the stint is due to make a picture. Instead of spending $500 on a new dress, you could spend $10 to $100 here.”

“In addition to prom dresses, Downes said couturewear is popular. At this time of year, Downes said she also sells a lot of casuals. Recently, she staged a fashion show at Normandale Country Club for the Bethlehem Business and Professional Women’s Club. Downes said she’d also do personal shopping for her customers. “I’ll help them pick out a wardrobe for every season, tell them what styles and colors look good on them, and at the end, they pay a fraction of what they would have for a new wardrobe,” she said.

The clothes at Past Perfect come from a lot of different places. “I have consignees from New York, Boston, and Connecticut,” Downes said. “I also sell a lot of clothing from estates.” Consignors’ clothes need to be in mint condition, Downes said, and not more than 2 or 3 years old, unless they’re classic clothing. Downes does the pricing, and consignment goes 40% of the retail price. “On very expensive items, like fur coats or jewelry, I discuss the pricing with the client,” she said.

Consignors need to make an appointment to sell their clothes.

Downes said the quality of her clothing attracts smart shoppers. “A lot of women could afford to go to other places,” she said. “But we’re not robbed by high price. Most of my clients are professional women, and they buy designer clothes and handbags here for a fraction of the cost.”

Past Perfect is open Tuesdays, Wednesdays, and Fridays from 11 a.m. to 5:30 p.m., Thursday 11 a.m. to 7 p.m., and Saturday 11 a.m. to 4 p.m. Call 478-9383.

Although In and Out the Window cater to a younger crowd, they’re the older of the consignment shops. Denise Jameson and Anita Stein started their consignment shop for maternity and children’s clothing, as well as toys and equipment, in 1993. In 1998, they moved to 266 Delaware Avenue.

“We are able to have nice furniture and equipment,” Jameson said of the new location, “which is a big plus.”

Both Jameson and Stein had stopped in consignment stores in other places they had lived, and after meeting in a Welcome Wagon playgroup, opened their store here.

The business is open year-round, seven days a week. Information is available by calling 478-2531 or visiting their Web site at www.wmbiers.com.

In addition to sales, the two women provide a number of services to their clients, among them a quarterly newsletter that grew out of the questions mothers frequently asked them. “I’ve always been a big research person,” Jameson, who now owns desktop publishing among her skills, said, “I love finding out everything about a topic.”

Frequently, a guest expert will write on a particular subject, as was the case monthly when child psychologist James McGee wrote an article about baby talk.

I'm looking to spruce up your yard or buy landscaping supplies for your business, a visit to the Port of Albany might just do the trick. Wm. Biers, owned by Theresa and Bill Biers since 1979, sells retail and wholesale landscaping supplies.

Theresa said they plan to add even more to their already extensive list of products.

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School’s Out offers parents an enrichment program for after school care

In her own words School’s Out founder Marty Delaney describes its history and success.

Early in 1982, after being a stay-at-home mom for five years, I went back to work part-time and found myself talking to parents at Hamagrael Elementary School about the difficult balancing act of after school care. The reasons that came to mind right then, Nancy Kay, Bonnie Cohen, Christopher Smith and Pam Segiel, among others, helped me formulate an idea to bring to the community. The school care: not a babysitting service, but a program to bus children to a central location for enrichment. We all agreed that the idea had the potential to work and went on to form the "Helderberg Workshop" of after school enrichment.

The program opened in the fall of 1982. There was an incredible rush in the minds of many bus driven and school system kids to get on the bandwagon. As the program began to flourish, we were given a list of at least a dozen requirements that had to be met before any further talks could take place.

A big hurdle was the buying situation, as well as how to handle contingency situations. We surprised Dr. Zinn and ourselves when we got it together.

First United Methodist Church was very helpful in getting us started, letting us share space with our Sunday school classes and installing separate phone lines in the building. Our first director, Terry Fullman, assumed much of her time during those early months.

When the program opened in the fall of 1983, there was still a rush in the minds of many bus driven and school system kids to get on the bandwagon. As the program began to flourish, we were given a list of at least a dozen requirements that had to be met before any further talks could take place.

Two positive factors that made the difference were the support of our first director, Terry Fullman, and the support of the school board. They and heard about School’s Out and I ended up as a member of the board on the show along with my 8 and 10 year old daughters.

Marty Delaney is the president of the Bethlehem Chamber of Commerce.

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Pleasant Valley Exquisitum sells affordable luxury gifts

F you are looking for a unique gift for someone, a wonderful buy in Knox may be the ticket. Former international banker turned licensed dealer, Bellerjeau owns and operates the Pleasant Valley Exquisitum.

Within the walls of the converted 220-year-old building, Bellerjeau exhibits and sells art, furniture, tapestry, crystal and sculptures.

Bellerjeau said she gets a variety of well-informed and distinct customers. "In one week we were host to the president of Greenpeace, and the next day an arms negotiator for the White House," she said.

Bellerjeau said she also has a wide variety of china and crystal for the discriminating bride-to-be.

"We do specialize in bridal registries. It is very important to me that they make a choice. That is what you buy when you come to my shop. Not things that get discontinued and not things that ship and break," she said.

Bellerjeau has developed a reputation that allows her to provide the most valuable and sought after items.

"We represent Versace and Armani among others," she said. Another favorite of Bellerjeau is the collection of Rare Rouge music boxes from Switzerland, the oldest music box maker in the world.

Bellerjeau prides herself in selling items not found in catalogs or malls and says her selection is not the type that ends up in bottom drawer a year later or sold in a spring garage sale.

Bellerjeau also sells her own original artwork. Pieces that she says are not duplicates.

The museum-like atmosphere is charming, however, according to Bellerjeau, scare people off. We have things for as little as $5 and hundreds of things for under $50, she said.

Bellerjeau believes that the shopping experience should be enjoyable relaxing and shopping.

Bellerjeau is offering shopping by appointment. She can be reached at 872-0394.

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Delmar Center for Therapeutic Massage improves total body wellness

Delmar Center is the owner of Delmar Center for Therapeutic Massage. In the following article she discusses the center, its history, and current services.

How did the center come to be?

From the very beginning, I have been working in the massage therapy field. I started as a receptionist and逐渐增加到 the position of a therapist. I eventually became the owner of the center. The center now has a staff of six, including two therapists, an office manager, and several receptionists.

What kinds of massage therapy are offered at the center?

At the Delmar Center, we offer a variety of massage therapies, including Swedish massage, deep tissue massage, sports massage, and reflexology. We also offer facials, body wraps, and other beauty treatments.

What is the most popular service offered at the center?

Swedish massage is the most popular service offered at the Delmar Center. It is a relaxing full-body massage that helps to reduce stress and promote overall wellness.

What is your favorite massage therapy to provide?

I enjoy providing Swedish massage because it helps to relax the whole body and is often requested by clients who are looking for a relaxing treatment.

What do you think sets the Delmar Center apart from other massage centers?

We believe that our personalized approach to massage therapy is what sets us apart. We take the time to understand each client's needs and preferences and create a custom massage plan for them.

What do you hope clients get out of their visits to the Delmar Center?

We hope that our clients leave our center feeling relaxed, revitalized, and refreshed. We believe that massage therapy can help to reduce stress, improve circulation, and promote overall wellness.

How can people find the Delmar Center?

The Delmar Center is located at 414 Kenwood Avenue in Delmar. They can be reached at 475-9456. Appointments are available Monday through Saturday.
Albany-Colonie Chamber of Commerce refocuses for the next 100 years

BY PHIL SCHWARTZ

In its earliest days, the Albany Chamber of Commerce had big plans for the region. Including cleaning up the Albany basin of the Erie Canal or working to improve public transportation.

But now, 100 years after its inception, the chamber has changed along with the times. In fact, it is now the Albany-Colonie Chamber of Commerce, reconstituted in 1982 when the two branches joined forces after realizing that whole "united we stand" ideology.

And although the chamber has evolved, the core philosophy remains the same. It is still looking to promote and expand business and industry in the region, the chamber is currently in the depths of its Tech Valley initiative.

According to Steve Janack, chamber spokesman, the Albany-Colonie division is working to educate both the public and business sector about this region's capacity to draw and support technological industries.

"I think that the idea behind Tech Valley is one that high-tech companies can come here, set up and flourish," Janack said. "It's a great place for companies to come in and grow. We want to find ways to encourage growth in this region. We truly believe that these high-tech companies and information system companies are the future."

He added that the initiative is also attempting to let those outside the area know the Capital District can support high tech businesses with improved infrastructure and qualified employers.

This Tech Valley initiative comes after a five year explosion of technological growth in the Capital District. But this growth did not come accidentally.

"We have to support means to allow existing business to grow and allow any others who come to grow," said Janack.

Such support systems include the local colleges, which are preparing the next generation of high tech workers.

However, the Tech Valley initiative goes beyond creating an economically prosperous Capital Region; Janack said it is also a means to forge a collective identity.

"The chamber feels so strongly about this Tech Valley initiative," he said. "Having an identity is important. Everybody is looking for that. Tech Valley helps provide an identity for this region."

In order to create this collective identity in order to give this area to be recognized commonly as Tech Valley, the chamber has granted New York state license plates supporting a Tech Valley logo to area residents.

But the Tech Valley initiative is not the only project going on at the chamber these days. Next celebrating its 100th year, the chamber has a busy schedule of events.

Such events include the CEO Speaker Series, where major corporate CEOs are scheduled to speak to chamber members. In addition, the chamber will honor the region's 100-year old, companies along with women of excellence, in keeping with the centennial theme.

The chamber will also celebrate local companies that have recently gone public on the Stock Exchange in a program called "Good News on Wall Street."

All these events will be highlighted by the chamber's annual dinner. This year, as with every year, the chamber expects more than 1000 guests at the outdoor dinner that will take place on the grounds of Christian Brothers Academy.

The Albany-Colonie Regional Chamber of Commerce is the third largest division in New York, with 2,800 members, supporting about 85,000 employees. In August the National Association for Membership Development named Albany-Colonie among the top three divisions in the nation. "It's a very prestigious thing among the chamber community," Janack said.

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Union-Schenectady Initiative invests in community rebirth

BY DEV TORN

Under the leadership of President Roger Hull, Union College in Schenectady 2000, an effort by civic and business leaders to re-energize the city's economy. Hull is a founder of Schenectady 2000, an effort by civic and business leaders to re-energize the city's economy.

But the US Initiative goes well beyond that.

Besides improving housing options for students and faculty,” Hull said. “Schwartz said another important aspect of the program is to have homeowners, rather than absentee landlords, as neighbors.”

The neighborhood will also be home to Union’s incubator program, which provides low-cost office space and technical assistance for as many as 15 promising start-up ventures.

“We were looking to address all of the quality of life issues that make a neighborhood a good one — safety, housing, education, health,” Schwartz said.

YMCA scholarships make changes in children’s lives

BY JOHN F. FLYNN

A youngster who has never seen a lake, tree or mountain of the Adirondacks is sure to be influenced by the Adirondacks. YMCA scholarships make it possible.

Patrick A. Vanmeter, chairman of the Union-Schenectady 2000, said college spokesman William Schwarz.

So far, eight employees have taken advantage of the program, Schwartz said.

Non-employees can participate in a special Trustee Bank program that offers a 50 percent discount on bank closing fees.

Plus, homeowners who live in the area for five years are eligible for their homes’ value.

For Youth campaign is all about, creating opportunities for children who don’t otherwise have the financial means.

The 2000 Reach Out For Youth campaign has more than 900 volunteers throughout the community serving the city with a goal of raising $500,000.

These funds will help 3,000 children gain access to day and resident YMCA camps, child care, memberships, swim lessons, sports leagues, development programs and a host of other YMCA activities offered in your community YMCA.

“He is the truest application of charity that exists,” said Kim Campbell, Reach Out For Youth chairwoman and vice president of Hannaford Supermarket.

The community center is named in honor of Ralph and Marjorie Kenney of Delmar, who gave $1 million to the college last year with the understanding that the money should benefit both the college and the city.

The 2000 Reach Out For Youth campaign runs through March 2.

For information, call 809-3800.
New library is example of University at Albany’s connection with community

BY KATHERINE MCCARTHY

The new library is the third at the University at Albany to open in the past 10 years, and it is the third at the university in the state. The science library is one of the university’s best libraries, and it is a key part of the university’s mission.

The new library is a half-million volume science library with electronic portals to networked databases. There are more than 600 study and research spaces at the library, with electronic data and computing access. The M.E. Gordon Department of Special Collections and Archives and the Library Preservation and Digital Imaging Laboratory are the new homes of the University’s Center for Excellence in Teaching and Learning, which ensures faculty access to the latest technologies and resources to help students learn.

The library is also an example of how the university and the community have worked together. The university raised $35 million toward the library, and New York state provided $36.2 million to construct and equip it. In return, Hitchcock pointed out, the people of New York have a top-notch facility to use.

"The new library supports faculty, graduate students and business partners," Hitchcock said. "The research conducted here is fundamental to the needs of society," she said. "Our library collections are available to our business partners. We are working with local companies. This new library embodies the issue that the university must be tightly coupled with the region."

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Hitchcock pointed out that the University at Albany is a national leader in many areas. Computerworld ranked the university’s management information systems as one of the nation’s top 10. US News and World Reports has ranked its criminal justice program as third in the nation, information technology as No. 4, public finance and budget as No. 7, and public administration and policy at No. 11. Clinical psychology, social welfare, sociology, and education all were in the top 50 across the country.

Hitchcock pointed out that the strong humanities program at UAlbany was a major impetus in building the new library.

"We needed the library for the social sciences and humanities as well as the science and technology side," she said, "because these collections have been growing so fast." The university must be balanced," Hitchcock said. "All of our disciplines are growing, and they all continue to have an impact on the community. Take the Writers’ Institute, for instance. Its film and speaker series has long been a mainstay of the Capital Region’s cultural scene. It was the earliest model of how a university can enrich a region."

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Hitchcock pointed out that the University at Albany’s combination of academics and its direct application to the community is perhaps its strongest selling point. "As a major research institution," she said, "we have a great depth of offerings across all our fields. Students have a chance to see how what they’re doing relates to the world we live in."

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Hitchcock pointed to the strong interaction between the school of education and local school districts and the small business development center, which works with more than 800 local companies, as examples of how students get a chance to apply their knowledge at UAlbany.

"Internships are available at local companies, in the state government, and in journalism," she said. "The University at Albany provides a good education, and a chance for students to test what they’ve learned."

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Women change the face of design at capital design works

By Elizabeth Burns

Next time you go to the Albany County International Airport, take a good look at the floors. If you look closely you will notice a diamond pattern that leads to the doors. That is one of the many projects designed and implemented by partners Mary C. Whiteford and Cheryl Lasher. The pair own capital design works inc., a New York state and city of Albany Certified Women-owned business on First Street in Albany.

The firm, founded in 1993, provides interior design and planning services to the business, educational, health and non-profit organizations in eastern New York state.

Lasher says the firm works on a project basis, taking its time to ensure the client, be it SUNY or Albany County, is given full attention. According to Lasher, the firm with local architects and engineers to provide services that can start with helping an organization determine how much space it needs for its employees, support services, and future growth. They also provide drawings showing the size of rooms, furniture layouts lighting plans and finishes such as carpet, wallpaper and paint. Additionally capital design works inc., can work with a client by compiling an inventory of the client's existing furnishings and assessing its needs. Lasher says the firm does commercial design that differs from home design in a few ways.

Lasher says because the commercial buildings are used by a large number of people, details regarding color choice, durability and maintenance are important. "The maintenance after installation is more of a concern for those buildings because a lot of those things are done and left alone. You have to plan for the right materials to use around danger buttons or when painting a door. You have to choose an appropriate color so that it doesn't look faded every time it is touched," she said. In addition to creating a look and designing a project that will last, Lasher and Whiteford firmly believe it is important to be a good member of the business community and the community at large. One recent project that Lasher says emphasizes that is the firm's work on the Big Ice arena in Bethlehem that opened last year. "BIG is not only is a commercial establishment, but a plus for the community," she said, pointing out its community seating exercise rooms for parents and the fact that it offers children something safe and fun to do when school is out.

"BIG is something we will always feel good about being a part of," said Lasher.

The women offer more than just design services to the community. Capital design works inc., is an active participant in Albany-Colonie Chamber of Commerce functions and both women have volunteered their time for Sage College's Career Access Program.

Capital design works inc. worked with the Bethlehem Ice Group to develop a welcoming lobby and community room. The women succeeded in making the BIG Arena a recreation and community center rather than just a locker room.

Paul DeSarbo

Spotlight Newspapers
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Holiday Gift Guide II
Issue Date: Dec. 6, Deadline: Nov. 29
Last Minute Gift Guide
Issue Date: Dec. 20, Deadline: Dec. 13
O’Brien & Gere engineers work with the manufacturing industry

BY JANICE MARTIN

O’Brien & Gere, headquartered in Rochester, New York, is an engineering and management services company. The firm’s core businesses include mechanical, electrical, and civil engineering; computer-aided design (CAD); management and information services; and waste management. O’Brien & Gere has been in business since 1927 and employs over 1,000 people in over 30 locations throughout the United States and internationally.

Northwest Health continues to offer innovative care for generations

Northeast Health, a regional non-profit network of health care and community services, offers technologically advanced care and the region’s most comprehensive continuum of services for all ages in all settings. Formed in 1995 by the reorganization of Samaritan Hospital and the Eddy Network of senior services, the network was strengthened with the joining of Albany Memorial Hospital in 1997. Today, Northwest Health is the fourth largest private-sector employer in the Capital District, with 4,200 employees.

Northwest Health has introduced many innovations, from acute care to home care to specialty care settings. Samaritan Hospital in Troy, a member of Northwest Health, was the first in the Capital District to use advanced robotic technology to assist in minimally invasive surgery in the operating room. AESOP 3000 is a computerized, voice-controlled robotic system capable of maneuvering in different positions on a surgical team.

Northwest Health was the first in the region to offer an award-winning feature on our Web site in 1998, with on-line photos and announcements for box seat at Samaritan Hospital’s Family Birth Center. The Heart program, based at Albany Memorial Hospital, was one of only nine programs selected last year by the National Chronic Care Consortium for its “Best Practice Laboratory.” The program will participate in a study design to help people with serious and disabling chronic conditions get the right care at the right time, and to help improve health outcomes and the ability of health networks to serve the populations.

Samaritan Hospital was one of only three official off-site parking agencies and the only one in this area to be selected by the Memorial Sloan-Kettering Cancer Center in New York City to work with the National Cancer Institute. As an outreach partner, Samaritan works with the NCI’s Cancer Information Service in cancer outreach efforts across 22 countries in upstate New York. Those who need durable home medical equipment, medical supplies or respiratory therapy can now get it thanks to a joint initiative launched by Northeast Health and Glens Falls Hospital. Continuous Care of the Capital Region, located at Wolf Road in Colonie, now offers a comprehensive range of durable home medical equipment, such as hospital beds, wheelchairs and walkers; a variety of medical supplies, such as diabetic supplies and home modification items such as grab bars, stair rails and hand rails. The Eddy offers services to independent and assisted living to skilled nursing centers and dementia care.

And because the care that seniors need and deserve can be very different, that of dementia in their 20s or 30s. The Eddy also offers residential rehabilitation, driver assessment, private care management, emergency response systems and in-home care services to name a few.

For information on Northeast Health call 274-3339.
computer design firm finds solutions for customers' needs

by Joseph A. Phillips

It came into existence in 1997 as a modest, family-owned and operated business — the partnership of two brothers with experience in computers, focusing principally on providing sales, service and support for the computer-challenged home and office.

But much has changed for Solutions By Design, particularly in the last year or so.

The business remains headquartered in a low-key suite of offices in the Main Square complex on Delaware Avenue — and will be staying in Delaware for the foreseeable future. But just as the computer industry has undergone rapid change, so has Solutions By Design.

"Three years ago when we started, we were merely a storefront operation for the retail and repair of components. We didn't do much networking," said co-founder Gary Robbins. "But in the past year and a half, we have gone over to doing networking and other business solutions, and our major thrust now is providing Internet solutions and intra-office network connections for our customers."

And while the company retains most of the home- and small-business customers with whom it started in the first place, the customer mix is changing too: "We have customers from Warmerburg and further north all the way to New York City and Pennsylvania. We're more than happy to help you out, whether you have one computer or 500," said Robbins.

They have expanded the number and size of their corporate accounts in the past year. Serving customers is a full-time staff of five and several part-timers — and that will definitely grow this year, Robbins said. The Main Square location is bustling as the name, and will expand to a second-floor suite of additional offices soon.

"But we're really selective in our hiring," he says, "making sure everyone we hire fits into our corporate profile and is dedicated to providing the kind of quality service and support our customers have come to expect. We're really still more like a family than a business."

Their biggest customers at present is Telecommunications Analytic Group (TAG), a Delmar-based firm that was recently named to the Inc. Magazine 500 as one of the fastest-growing small businesses in America — for whom Solutions By Design has supplied computers and networking software.

And in the coming year, they are taking aim, says Robbins, at reaching more "small-to-medium businesses, with 3 to 50 employees, who need to stay on top of changing technology to do what they're doing. But frankly, the small business customers are just as important to us."

To reach its ideal mix of business customers, the owners hope to establish its house marketing in the coming year.

Solutions By Design is not a retail, off-the-shelf hardware store — although they use a licensed OEM for Microsoft Windows NT and an authorized distributor or reseller for the industry leaders such as Delmar, A-Soft and Novell. They continue to custom-build many of their computers with Intel-compatible components, and they provide extensive parts and labor warranty and local support and service.

"Our name, Solutions By Design, means we're not going to just walk in to your place of business and pump out hardware," says Robbins. "We'll design a solution to fit your needs."

"It's nice to go to one place to take care of everything a small to mid-sized office needs," he said, "and that's what we can do. You can make one call and we can set up a server, workstations, provide software whatever."

Keeping up-to-date with "whatever" in the computer service and support business is a constant challenge, given the rapid turnover of technology, and the ongoing Internet revolution.

"The biggest thing for us is to stay on top of the new technology in the Internet explosion continues, to maximise our customers' ability to take advantage of it," he said.

Solutions By Design can be reached at 478-0373.

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Syracuse Equipment continues to diversify

BY NEIL K. MACMILLAN

We drive by construction sites every day. Men and women in hard hats build the structures we live and work in. When they need to lift anything, the crane they are using can be leased, rented or bought at Syracuse Equipment Co.

The firm, which is located at 6131 East Taft Road in North Syracuse, has been providing and servicing lift equipment since 1983. Syracuse Equipment specializes in lifting and material handling equipment.

Through the firm’s focus on cranes, they sell and service forklifts and sweepers also.

The firm also has facilities in Boston, Mass., Buffalo, Smithfield, R.I., and Myrtle Beach, S.C.

Syracuse Equipment recently opened an enlarged and renovated 70,000-square-foot facility. The building boasts an indoor service bay with a hydraulically heated floor. The spacious bay allows technicians to work on several pieces of equipment simultaneously.

The firm, which is located at 6131 East Taft Road in North Syracuse, has a fully equipped welding room, a state-of-the-art paint facility, training room, a newly renovated parts department with a retail parts counter and even a gym so the employees can stay in shape.

The company’s mission is to supply quality lifting equipment.

“We go where the work is. We work with industrial, construction, municipal and military customers,” co-founder Terry Lonergan remarked.

“Customer service is the wave of the future. We want to be able to provide the services a customer wants and build a rapport with them,” marketing director Audrey Tucker added.

The firm has provided cranes for projects in New York City and New England. One of the newest items in the firm’s inventory, the CT 2 manufactured by Compact Truck AG of Germany, is being evaluated by the Navy for possible work on the aircraft carrier U.S.S. Nimitz. The compact truck cranes are designed to be maneuverable in small spaces without sacrificing lifting ability.

Syracuse Equipment is the North American distributor for such specialized cranes.

The firm provides one-stop shopping for its customers.

“We provide and service everything from small industrial cranes to cranes with a 1,000-ton lifting capacity. We offer various lease, rental and sales options and tailor our sales and service to the customer,” Tucker said.

The job is a challenging one for sales representatives and service technicians. The firm has customers who have equipment and facilities all over the nation.

“Everything has to come together for us to be successful,” Lonergan commented.

The firm’s customers include Niagara Mohawk, the Department of Defense and municipalities across the country. Syracuse Equipment does all the service work for Niagara Mohawk.

The employees attend training seminars and in-house classes to keep abreast of the latest developments in lift technology.

Syracuse Equipment will continue to offer a diverse selection of lift equipment and servicing to customers well into this century.

Their new facility is proof that quality and customer service pay dividends to the business that will accept nothing less.