

## Farm Shop's Year 'Good'

PRESCOTT, Ont.—If 1979 is any indication of what 1980 will be, the Prescott Farm Equipment firm will have a tremendous year.

According to William Bowman, one of two partners at Prescott Farm Equipment, the firm's sales doubled from 1978 to 1979.

"We had a very good year," Bowman said. "I think the change-over in baling hay from the conventional square method to the round style has changed things."

Bowman explained that the round method of baling is becoming popular as farmers are finding it harder to obtain more farm help.

Highlighting Prescott Farm Equipment's 1979 year was the addition of a 40-by-60-foot workshop.

"We should be in our new addition within the next few days," Bowman said.

Bowman sees 1980 as a good year, stating that farmers are now looking to buy the very latest in farm equipment, especially the large four-wheel drive tractors which he calls very helpful in the wet weather conditions farmers have faced in the past few years.

In addition, Bowman believes that farmers are purchasing more used as well as new pieces of farm equipment.

The other co-operator of the Prescott Farm Equipment is John VanderMey.

## Farrand's Had Productive '79

1979 proved to be a productive and successful year for Farrand's Flowers, 118 King St., as "our in store sales increased on a day to day basis", according to John Farrand, owner.

Farrand said, "business was very good last year as we were able to expand our garden center and landscape line to accommodate the influx of requests we had to do so." He said that "people appeared to be traveling less last year and spending more time and money at home to beautify the environment around them."

One area that he found "most successful" was the program of a Frugal Friday Flower Feature which offered a package of flowers at a reasonable price.

Farrand said that the new greenhouse at the flower shop is now over a year old and has been "quite successful." He said that "the greenhouse doubled sales space and brightened the atmosphere of the flower shop."

Looking ahead into 1980, Farrand said that "we expect a continued interest in all types of flowers and foliage plants for interior and exterior landscapes and beautification" and he continued "we intend to keep abreast with the ever changing wants and needs of the people in the area." He concluded, "we feel that northern New York has a great future and we want to continue to be a part of its development."

## Newell Grows With City

The Newell Manufacturing Corporation, located on lower Patterson Street, was established over 70 years ago by W. Allen Newell, former Ogdensburg mayor, state assemblyman and the city's "first citizen."

The firm has grown from a small business to what is now a multimillion dollar industry comprised of manufacturing and sales outlets across the United States and Canada.

Newell Companies Incorporated is a manufacturer and merchandiser of a staple volume of consumer goods. The company's products are sold principally through national and regional discount, variety, department and hardware stores, home improvement and building supply stores, supermarket chains, mail order houses, paint stores, independent

distributors and military post exchanges.

In 1913 the firm moved to its current headquarters, where it occupies about 55,000 square feet of space. The firm also has a sister firm in Prescott to serve the Canadian Market. The Corporate headquarters are located in Freeport, Ill.

The Ogdensburg Newell plant is presently leasing the former city sheds on Washington for storage from the City of Ogdensburg.

Newell's Chief Finance Officer, Robert Pash, said that 1979 was "a good year for the company." He said that "we will continue to establish a relationship in Ogdensburg in the years ahead."

Leon Richards is currently managing the Ogdensburg Newell facility.

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## Sperling's Grows During Year; Adds New Store At Watertown

1979 was a good year at Sperling's, marked by continued growth and increased customer services.

Celebrating 60 years as the largest established furniture retailer in St. Lawrence County, Sperling's opened a Furniture Showcase Store in downtown Watertown at the corner of Massey and Arsenal Streets. The new store incorporates a design center to make it possible for Sperling's customers to avail themselves of professional assistance in selecting not only furniture and carpet but also to coordinate wall coverings, paint colors and drapes to create the feel they want to live with.

This service has previously been available to Sperling's customers in Ogdensburg and Potsdam. More Sperling's customers availed themselves of these services in 1979 than in previous years.

In Ogdensburg, Sperling's Appliance Center added a new sound room as interest in stereo systems continued to grow. Some experts indicate the increased interest in home furnishings and recreation systems may be attributed to the energy shortage, with people spending more time at home.

Sperling's Contract Division experienced its best growth year in 1979. It

has taken part in the planning, decorating and furnishing of many of the industrial, commercial and institutional expansions that have occurred in the area.

Economies made possible because Sperling's has the largest retail furniture operation in the area, and the facility for central warehousing, permitted control of overhead costs, and enabled Sperling's to retain its competitive position.

Sperling's looks forward to the 1980's as a period of new growth and development in Northern New York.

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## Air North Wins Battle; Introduces New Plane

BURLINGTON, Vt. — Air North Incorporated stimulated traffic growth in 1979 with the introduction of the 30-passenger Shorts aircraft into its system in 1979.

Air North carried 130,000 passengers last year which represents an increase of 8 percent over 1978 figures.

Air North General Manager, William McElroy said that "1980 will be an exciting year for Air North as it continues to expand in the new cities of Rochester, Islip, Newark, and of course the 1980 Olympics at Lake Placid."

McElroy said "Air North is forecasting in 1980 total enplanements of

200,000 passengers."

Air North of Burlington, Vt., has been embroiled in a battle with Empire Airlines of Utica over providing air service to North Country Routes. Empire recently withdrew its application seeking a subsidy from the Civil Aeronautics Board, giving Air North what appears to be a clear path to receiving a subsidy allowing it to serve the north country.

McElroy said, "Last but not least, Air North would like to thank everyone in Ogdensburg for their support in our long struggle to retain our North Country routes."

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