

Industrial Success Stories Bolster County

BY JOHN FRIOT
CANTON—Economic development played one of the major roles in St. Lawrence County in the past year. 1979 was a year of turmoil, success, productivity, and consolidation in the county as several events occurred that are now just a page in the history books. The end of the year brought to a close a decade in the operation of county government which saw a change from a Board of Supervisors to a Board of Legislators comprised of 22 legislative districts across the county.

During the past year several industries expressed an interest in locating in the county and the St. Lawrence Pulp and Paper Company, a subsidiary of the Potsdam Paper Company, reached an agreement with the county Industrial Development Agency (IDA) to take over the former Diamond International Plant in Ogdensburg.

The stories on this page appear this week in conjunction with our progress edition, a special supplement that follows our second section.

The Diamond Company donated the plant to the IDA, a gesture which helped. The county Economic Development office and Director William Cook are continuing to seek out prospective industries for the county which would increase employment and the business climate of the area.

Economic Developer Cited
County Administrative Assistant William Collins said in a recent interview that the Economic Development office was "extremely helpful in identifying the economic needs for the county." The county legislature created that office in 1976 to assist in the expansion of private sector employment in the county.

St. Lawrence County officials are anticipated to place more emphasis on economic development in the remaining months ahead.

At least one county official feels that improving the economic conditions in the county would be a salvation to many other county problems that are occurring.

Progress that was made elsewhere in the county last year included the merger of health services under a single coordinator; turning the Environmental Management Council workload over to the county Planning Department staff; and the reorganization of the county Personnel Department.

County officials are expected to continue to look into ways to give the best service to residents of the county and ways to reduce the number of agencies without cutting back on any needed services.

Controversy
The county was placed in the midst of a controversy in the summer of 1979 when former county Planning Director Richard Grover and Women's Shelter Director Marianne Ranjelovic were found in the nude in the county Planning office, allegedly in possession of marijuana. They were given a conditional discharge on marijuana possession charges, but Grover was fired from his job and a successor has yet to be named.

Mary Verlaque, formerly from South Dakota, is currently acting in that capacity and is also under consideration as a permanent director of planning.

Serves Two Counties

MALONE — A.S. Hardy Co., Inc. vending machine company serves St. Lawrence County and neighboring Franklin County with a wide variety of coin-operated vending machines. The Malone based firm handles all types of coin operated amusement devices and juke boxes, cigarette, candy, snack, pastry, juice, hot foods, cold and hot drink and canned soda machines.

The firm served as the vendor for the as well as several people part time using six route trucks and five service vehicles.

A.S. Hardy handles all types of accounts, from one machine to more than 50, for such varied customers as taverns, retail stores, gas stations, industrial plants, institutions, public utilities, clubs, campgrounds, educational institutions, arcades and the Franklin County Fair.

23 Years Noted

MASSENA — A-1 TV and Appliance, downtown Massena, is entering its 23rd year of service to the people of Massena and the surrounding area.

A-1 TV and Appliance is owned and operated by David C. Carbino, who feels that over the years, he has acquired the finest lines of merchandise available including Frigidaire, Hoover, Litton and Zenith.

During 1979, A-1 TV added both RCA Television and Fisher Stereo equipment, known the world over as the "first name in High Fidelity."

Realtor Successful

For Paul Post Realty, 1979 was a successful year, said Terry DeLosh, sales associate.

The realty, he said, has been in business 14 years. In 1976, the company relocated from Norwood to 5 Water St., Massena.

Paul Post Realty is now affiliated with "National Home Relocation Service" for families relocating through a national network of real estate brokers. DeLosh said 1980 financing will include FHA, VA, FMHA, through government guaranteed programs.

Sales associates serving the Massena area are DeLosh, Marcia Hutchison, Richard Shinnock, Al Doney, Gary Wright and Tony Diagnino. In Norwood, sales associates are Jane Mott and Charlotte Opperman. In Norfolk, sales associates are John Lang and John Hayes.

Niagara Mohawk Expects Lower Sales Growth In '80s

"In our company-wide forecast of electric use during the 1980s, we expect lower sales growth than in the past," said Irving J. Flanders, Niagara Mohawk's St. Lawrence Area General Manager.

"Prior to 1973, our electric growth rate averaged about 6 percent annually among residential customers and 7 percent in the commercial sector," he said.

"Our system-wide growth in electric sales is presently expected to be about 2

percent annually during the 1980s. The short term forecast for electric sales will probably be influenced by the anticipated economic weakness in 1980. Our industrial sales will probably decrease in response to the downturn in the economy but should increase as industrial growth resumes in 1981," noted Flanders.

"We wish we could be more optimistic but we do not expect the manufacturing economy throughout upstate New York to perform as well as

the rest of the nation; however, we do expect that the economy will remain stable in the long term," he added.

"The major decline in manufacturing employment over the last 15 years has had a direct impact on our sales. We are assuming that during the next few years manufacturing employment levels across upstate will stabilize and decline very little over the long term," Flanders said.

"The number of jobs and productivity gains in manufacturing normally have a direct influence on the growth of our electric sales. Increased mechanization and the use of automated equipment rather than new jobs should cause slight increase in sales," he said.

Growth Forecast
According to Flanders, the Residential electric market is expected to grow about 2 percent annually during the decade. Commercial electric sales growth is expected to be about 3 percent during the 1980s. Projected growth in these two sectors is much lower than historical trends.

"Continuing increases in energy prices, which began with the 1973 Arab Oil Embargo are a major factor in the reduction of overall electric sales forecast," Flanders added.

Flanders noted that Niagara Mohawk played a key role in assuring that the 1980 Winter Olympic Games in Lake Placid would have an adequate energy supply. A new 10-mile 115,000-volt transmission line connecting NM's Lake Colby substation at Saranac Lake to the Village of Lake Placid was built in record time by Niagara Mohawk line mechanics who raced to beat a stiff deadline for the project. The power line that will make the 1980 Winter Games the brightest in history, was completed in only 51 days.

In addition, Flanders said that electric circuits throughout the 4,500 square miles of the utilities St. Lawrence area will be rebuilt and converted from 4,800-volts to 13,200-volts to improve service to meet increased demands of local customers. These include distribution

circuits in Ogdensburg, Morristown, Lisbon, Heuvelton, and Malone. He said Niagara Mohawk will rebuild a portion of its 23,000-volt transmission line between Morristown and Hammond to increase reliability for its customers in that area.

Hydro Projects
Emphasizing the importance water resources have for Northern New York, Flanders said, "We will continue rehabilitation of hydroelectric generating stations, and projects started in 1978 and 1979 will be completed during the year."

These projects include: —At Norfolk, downriver on the Raquette River, NM will continue installing the intake structure and replacing a portion of the bridge over the flume.

Oneida Bank Notes Merger

UTICA—Continued growth and community involvement were the keynotes for Oneida National Bank and Trust Company in 1979 and throughout the past decade. One of 1979's most significant events for the bank, the merger of The Little Falls National Bank with Oneida National, has expanded the financial resources available to the residents and businesses of Little Falls.

In the Ogdensburg area, Oneida National community involvement is evidenced by the bank's support of various kinds of civic organizations, including the volunteer rescue squad, adult homes, chambers of commerce and youth organizations.

In 1979 the bank experienced substantial growth in earnings, deposits, loans and total assets. Deposits increased from \$693 million to over \$645 million with total resources of the bank reaching \$710 million compared to \$651 million a year ago. This increase included approximately \$20 million as a result of the merger with The Little Falls National Bank.

—At Colton, repairs and maintenance will be performed on one of the stations generators.

—Maintenance and rehabilitation will also take place at Macomb, Hannawa, Rainbow Falls, Higley Falls, Parishville, and Sugar Island.

Flanders also commented that the utility is continuing its effort to encourage and promote energy conservation. This has resulted in 65 local requests for home energy audits during 1979. These audits provide customers with many cost-saving measures they can install in their home to control their energy bills.

"Niagara Mohawk will continue to look at its operating costs with emphasis on efficiency while continuing to provide reliable services," Flanders pledged.

Carbino's: A Tradition

Carbino's Jewelry Stores of Massena and Ogdensburg were owned and operated by the Carbino family, which has been serving the North Country in the jewelry business since the early 1900's.

Today, following the retirement a few years ago of Irving Carbino, the stores are owned and controlled by David C. Carbino, with sons Jeffrey in Massena and Gregory in Ogdensburg, the fourth generation of Carbinos managing the two stores.

Carbino's Jewelry feature the finest quality lines available today in the jewelry business.

—Keepsake Diamonds, Bulova and Seiko watches and fine gold and silver jewelry.

Carbino's Jewelry also operates the largest and finest bridal service available in the North Country, featuring the finest brands of china, crystal, silver, stoneware and wood, and have more gifts and selection, with free delivery and gift wrapping and their exclusive "Bride of the Year" program.

In the Carbino tradition, both stores are operated with outstanding quality merchandise and large selections backed up with good and friendly service, with frequent sales, and special service innovations aimed at continuing to be a "Service" to its customers. Carbino's is always conscious of its responsibility to customers now and for many years to come.

Air Service Will Expand

The operator of Northern Airways at the Ogdensburg International Airport reports that business in 1979 showed a tremendous improvement over past years.

Gene Simzer, operator of Northern Airways station at the airport, said that 1979 was a good business year for Northern Airways and for himself.

Simzer noted that during the past year he added charter service flight as well as establishing a car-rental service.

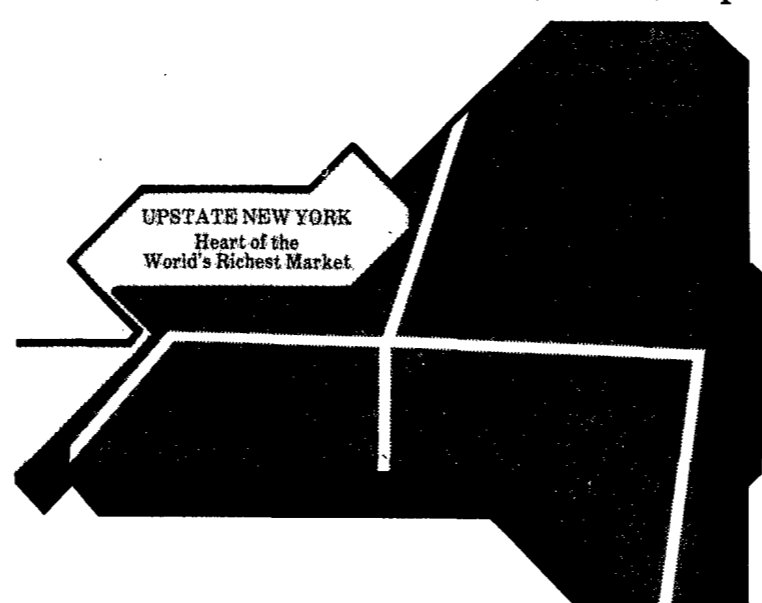
Simzer looks forward to 1980, on June 1 he will take over the Northern Airways operation.

In addition, Simzer stated that if everything goes as planned he would like to open a Cessna Pilot Training Center at the airport.

Simzer also hopes to establish a volunteer service in which he would offer a plane and his flying time free of charge to patients who must be flown to Syracuse hospitals.

WHAT YOU WANT IS HERE

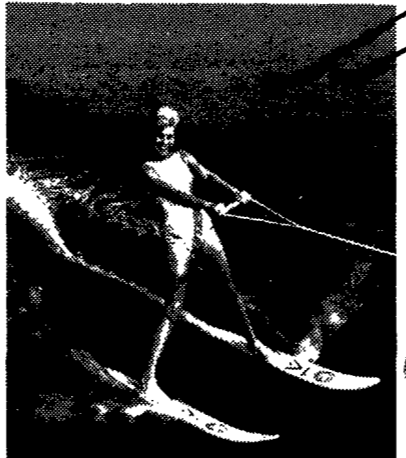
Niagara Mohawk is pointing out to the world that RIGHT HERE is a superior place to relocate, build, expand, or start something new.



UPSTATE NEW YORK
Heart of the
World's Richest Market

CUSTOMERS, SUPPLIERS, TRANSPORTATION ARE HERE. THE WORLD'S MARKETS WITHIN EASY REACH.

...Upstate New York features ALL the essentials — benefits hard to match or beat anywhere else: an abundance of water; a dependable, modern electric supply; a full labor supply; unmatched education and recreation facilities.



THE RIGHT LABOR MARKET

...skilled and unskilled. A labor force from a hard-work environment. A labor reservoir constantly replenished by our big population to meet future needs.

ATTRACTING THE BEST AND THE BRIGHTEST

...talent gathers here because of educational opportunities and the historic existence of enlightened and sophisticated businesses. There's a wealth of creativity here which has contributed to the success of the best-known company names in the world.



INCENTIVES

...and it's why so many companies have developed, located or expanded here during the past few years. Incentives and financing are available. The State of New York has made major moves to reduce taxes on business and otherwise live up to its slogan: The New Improved NEW YORK.

Lowering the cost of doing business is getting attention.



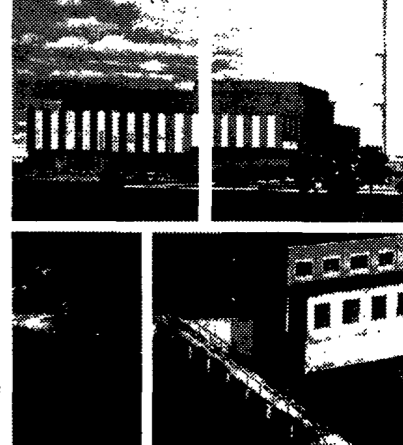
ENERGY IN ABUNDANCE. AND IT COSTS LESS.

...long-range planning combined with natural advantages has resulted in a reliable and ample energy supply in Upstate New York — for business, industry and residential needs, now and far into the future.

Abundant water power has played a major role in our advantageous generation mix and the energy supply we can promise. This regional benefit, plus modern and diversified facilities for the generation of electric power by coal, oil and nuclear fuel, provides energy dependability.

A reliable and visionary Northeast power pool system adds even more to guarantee that the needs of a growing economy will be satisfied.

More...Niagara Mohawk's rates are relatively low, the lowest of all major utilities in the State, and below national averages. Another solid reason for business growth here.



WE CAN PROVIDE HELP

Niagara Mohawk's long-time experience in serving virtually every type of business or industry is another available resource. We're able and willing to consult country-wide. We know what's here. We know the needs of business, and we can talk supply for 25 years ahead.

Niagara Mohawk is also committed to promoting the most efficient use of energy in line with national energy goals, and to help minimize the costs of energy. We offer direct consultation and educational help to industry, businesses and institutions.

For help in evaluating energy availability, costs and other benefits of being here, contact: Niagara Mohawk Industrial Resources Department, 300 Erie Blvd. W., Syracuse, NY 13202. Or call (315) 474-1511.

NIAGARA MOHAWK