

# Developers Seek Space In Massena's Industrial Park

**BY P.K. PRASHAW**  
**MASSENA** — The expansion of one business, a Sheltered Employment Center for the ARC, and the addition of another small industry made 1986 a year of progress for the Massena Industrial Park.

The popularity of the location of the park and the quality of rental space in the shell building have prompted numerous inquiries from small industries which are seeking to relocate or expand.

According to Massena Industrial Development Agency Administrator Renee DeLaPorte,

there have been a large number of inquiries for sites from Canadian firms who wish to cash in on the marketing strength of "Made in the U.S.A." products.

"Things look good in the park," DeLaPorte said. So good, in fact, that they have run out of room in the shell building which was built in 1983.

In order to fulfill more of the inquiries which have been made by companies, the MIDA already has plans underway for the construction of a second shell building.

DeLaPorte explained, "If we can

get the second shell built by spring of 1987, then we will be better able to act on the inquiries. Space is the name of the game."

The original shell offers 15,000 square feet and the MIDA is proposing the development of one or two additional buildings. Those plans call for the construction of either two 10,000-square-foot shell buildings or one 20,000-square-foot building, according to information supplied by DeLaPorte.

Enticing companies to start-up or expand their operations is the fact that the park is already set up

with municipal services.

"Water, storm systems, gas, and sewer lines are already there," said DeLaPorte. "All the amenities are provided."

The newest addition to the park is the Association for Retarded Citizens (ARC), whose 15,000-square-foot building will house 115 employees.

The MIDA donated the land to the ARC on which the building will stand, according to DeLaPorte. It will provide Sheltered Employment for 100 disabled citizens and

15 staff workers.

During 1986, River Road Coffee expanded from its original 2,500-square-foot allotment to 5,000-square-feet. They also opened a retail outlet at which people can buy specialty grinds of coffee, DeLaPorte said.

According to information supplied by DeLaPorte, Stabylex Electronics became a resident of the park in November. The corporation manufactures electronic power components used in stationary and mobile applications. The addition of Stabylex met the original shell

building's full capacity.

In addition, another manufacturer housed in the building will be expanding 2,500 feet through the construction of an addition on the existing shell. This corporation, Dynamic Closures, manufactures sliding, folding, and rolling security doors for retail stores.

"The success rate of the park has been exemplary," DeLaPorte predicted. "With space (provided by the addition of another building) will come tenants and that's what we need."

# 1986: A Year The St. Lawrence Seaway Saw No Major Delays

**BY JOSEPH D. GRAY**  
**MASSENA** — For the St. Lawrence Seaway, the 1986 shipping season was not a year in which any major incidents occurred, and according to Dennis E. Deuschl, director of communications, that's okay with him.

"It was a season relatively free of any major incidents which might have caused delays. We had no major delays like the ones we had in 1985 and 1983," he said.

Deuschl was referring to damage to the locks and locks in the St. Lawrence Seaway system which caused a 269-day shipping season, which

to a halt on the waterway.

Why is a season with no major delay-causing incidents important to the Seaway?

"It goes a long way toward helping to restore the Seaway's reputation for reliability. Despite a few recent delays, our record for 28 years in operation has been good."

"Shippers can be reassured that the Seaway is back in good condition and that we are always working to get it in better condition," Deuschl added.

The 1986 shipping season opened on April 15 and ended on October 15, a 232-day season that amounted to a 269-day shipping season, which

Deuschl says is "close to average."

As far as facts and figures regarding how much of what was shipped via the water system last year, Deuschl noted he "didn't have any final statistics. He did have some 'preliminary figures' for the year, however.

The overall tonnage of cargo shipped was 37.5 million metric tons. "That was slightly better than 1985 when tonnage totalled 37.3 million metric tons," stated Deuschl. A metric ton is equivalent to 2,204.62 pounds.

Coal was the largest commodity shipped last year, and other bulk commodities included cargoes like "coal,

sand, petroleum, chemicals, soil fertilizer, and scrap iron."

The total amount of "other bulk" was up 13 percent in 1986 as compared to the previous year. In the past, iron ore has always been the second largest commodity shipped on the Seaway until 1986.

The season could not open until April due to repairs which were being completed on the concrete walls at the Eisenhower Lock.

"In 1986 we were engaged in a \$2.2 million project, primarily at the Eisenhower Lock. It was the

single most massive concrete repair in our history," Deuschl said.

He added that the project used 160 contracted employees and 4,000 tons of concrete to replace deteriorated concrete in the walls of the lock chamber.

"The problem of concrete deterioration goes back to when the lock was initially built in the late 1950's. From 1959 to 1985, we made \$15 in repairs at Eisenhower and Snell Locks. In today's money that

would be \$40 million," said Deuschl.

He said there is another major concrete repair presently underway at Eisenhower Lock. That project will ring up a total bill of some \$2 million.

"What we were doing last year was on a much greater scale than this year. We are trying to complete the work as soon as we can. We did one-half of it last year and will do the other half this year," Deuschl said.

# Area's Oldest CPA Firm Ready

The Certified Public Accounting firm of Whalen, Davey and Looney originally started as a sole proprietorship 55 years ago.

In 1932 Arthur T. Whalen, certified public accountant, began practice as a sole proprietorship in the city of Ogdensburg. In 1930 a partnership of certified public accountants was formed so additional services could be offered to businesses in North Country.

Today the firm of Whalen, Davey and Looney is the oldest and largest firm of certified public accountants in northern New York. The firm generally employs approximately 25 individuals including partners and staff, located in three offices, Ogdensburg, Massena and Gouverneur.

Whalen, Davey and Looney take pride in the completeness of the services it offers in assisting clients to achieve maximum growth. By using modern techni-

ques and business practices based on a solid foundation of practical knowledge and experience the firm is able to offer a full scope of services ranging from auditing, computer processing, consulting, estate planning, taxes and management advisory services.

In 1969, Whalen, Davey and Looney entered the computer field through the use of telecommunications with a firm located in Baltimore, MD. In 1974 a mini-computer was installed at the 414 Jay St. site. As technology changed, the firm kept pace by updating its computer facilities changing computers four times.

Today, many North Country businesses and government agencies find it both practical and economical to have their data processed by skilled technicians. Because of this trend, the computer business at Whalen, Davey and Looney has continued to grow into a small, but viable business

employing six persons on a full time basis.

Whalen, Davey and Looney is proud to serve a wide range of clients, many of whom have been with us for years. These clients range in size from individual proprietorships, to large regional corporations, including hospitals, colleges, banks, manufacturers, wholesalers, retailers, government agencies and not-for-profit institutions.

Throughout our existence we have made a client's business our business. As your neighbor and a member of the same business community, we are directly concerned with the success of our clients and therefore obtain the resources required to answer their questions and service their needs.

Partners in the firm are George B. Looney, James A. Pearson, Fred C. Boehm, and John J. Mereau.

# NORCO Services Ends 1st Year

1986 was the first year that Century 21 NORCO Services was fully operational as a countywide real estate operation. Century 21 NORCO Services is now the only agency to have three full time, full service offices, located in prime locations in Potsdam, Ogdensburg, and Massena.

Historically, the company has grown quickly, beginning with the original acquisition by the North Country Savings Bank of Abloowitz Realty in Potsdam, then the addition of Wm. H. Saurier in Massena and finally the opening of the Ogdensburg office and the affiliation with Therese B. Bruyere. All of this was accomplished in a period of one year.

Training was heavily emphasize-

ed in 1986. The agents for Century 21 NORCO Services were put through vigorous workshops, seminars and classes in real estate law, mortgage qualification and financing, investment analysis, sales psychology, appraisal methods, marketing and tax ramifications, and buying and selling real estate. The philosophy of the company strongly emphasizes education so that the agents are knowledgeable and can truly call themselves real estate professionals.

The real estate industry is a service industry and the "gold team" at Century 21 NORCO Services is dedicated to serving the needs of its clients. A full, comprehensive, competitive marketing analysis is

available to anyone free of charge to anyone interested in determining the fair market value of their home, without obligation. Buyers may be "pre-qualified" to determine their anticipated amount of mortgage approval and a home's affordability for their income and budget, also without charge or obligation.

Century 21 NORCO Services is proud to be part of the largest and most successful real estate franchise in history, with over 6,500 offices nationwide. The multi-million dollar national advertising clout of Century 21 with the personalized service of local agents and you can see why our mottoes are "Put No. 1 to work for you" and "America's No. 1 top seller, Century 21."

# Alternate Industries Fill Vacant Spaces

And now... the good news! When the announcement of the phase-out of nearly all of the operations at Central Foundry's Massena plant was made, the word was, "That's it. That's it for Massena... St. Lawrence County... perhaps, the Seaway Valley!"

That's why there is no vacant space in the shell building at Massena's Industrial Park. Companies have moved there and some have expanded to its capacity because there's no hope for business in this area, according to Godfrey W. Herweg, general manager of 1050 YBG.

When three attempts ended without success to keep a paper mill going in Ogdensburg, the word was, "That's it. That's it for Ogdensburg."

That's why shell building after shell building has been filled at Ogdensburg's Commerce Park. Companies large and small have invested in that space because there's no hope for business in this area.

To be sure, the lay-offs in the hundreds at mainstays like Alcoa and General Motors have hurt, and we don't know what the end result of those job losses will be. There's no way to replace those kinds of jobs overnight... maybe ever.

But, the loss of those jobs is much more a function of the kind of industries Alcoa and GM are than a reflection on our area's ability to survive and prosper.

Throughout St. Lawrence County there are signs that, while we are temporarily stunned, we are far from down and out.

There is commitment from small companies in every corner of this county. Many have been able to hire an extra person here, two or three there.

There is good news like the anticipated start-up of the Norfolk Paper Mill. And, Schroon Lake Tractors quadrupling its business in Gouverneur. Small business throughout the United States continues to be the backbone of our economy... in fact, the largest employer.

There exists now the kind of partnership that should have existed

between business and education, like the association of Clarkson University and Potsdam College with hi-tech companies in the Northern Advanced Technologies Corporation.

There is the commitment of state government to the area. A new correctional facility is planned for Ogdensburg. The likelihood of a facility in the Massena/Brasher area, major additions to the St. Lawrence Psychiatric Center, and the nearby Franklin Correctional Facility are all healthy signs.

There is the pledge of help from the governor. The New York Power Authority committed a million dollar grant to economic development, plus the return of valuable shore line property to the tax rolls. We have three very positive signs from state and local government.

There is the positive affirmation of larger businesses, with retail outlets constructing new stores, upgrading present facilities, and hiring more people. P & C, Ames and Arby's have invested large sums of their money in the growth and development of St. Lawrence County.

And, there's the determination of our most precious resource... people. The most convincing proof is the commitment we make to our children, providing them with positive opportunities to learn and grow. We have one of the best educational, recreational, cultural and social programs in the United States.

The recent evaluation of our schools proves our resolve in just one of these areas. The independent support of scholastic and organized athletics is another very positive sign.

No future for St. Lawrence County? You better believe there is. It won't come handed on a silver platter. We'll have to work for it. But, that's how we've made our area survive and grow.

At Seaway Broadcasting, Inc., we've just closed the books on the best year in our history. 1050 YBG/FM 90 plans to grow again in 1987! The bad news? We still only have seven days a week to grow and prosper.

Whalen, Davey & Looney provides complete accounting services. Among the services we provide assistance in are:

- Accounting Assistance
- Accounting Systems & Controls
- Budgeting
- Complications
- Financial Control Budgets
- Financial Projections
- Long-Range Financial Plans
- Personal Finances
- Reviews
- Valuation of Companies
- Write-up Services

# Whalen, Davey and Looney

## SERVICES OFFERED

### Accounting

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### Auditing

Whalen, Davey & Looney provides complete auditing services. Services provided are:

- Financial Audits
- Operational Audits
- Specialized Industries: Banks, Colleges & Universities, Contractors, Credit Unions, Government Agencies, Hospitals & Motels, Insurance, Manufacturers
- Performance Audits: Medicare & Health Agencies, Not-For-Profit Agencies, Retailers, School Districts, Transportation Companies, Utilities, Wholesalers

### Data Processing

The clients of Whalen, Davey & Looney can receive the full services of our data processing department. We use the latest technology to provide the following services:

- Accounts Payable
- Accounts Receivable
- Computer Consulting
- Computer Programming
- Financial Statements
- Fixed Asset Accounting
- Fund Accounting
- General Ledger
- Mailing Labels
- Mailing Lists
- Membership Lists
- Payrolls
- Pledge and Gift Accounting
- Revenue Analysis
- Specialized Applications
- Ton Mile Tax Accounting
- Truck Mileage Accounting

### Taxes

Our tax services cover tax planning for business enterprises and their owners. These services include:

- Corporate
- Estate and Trust
- Franchise
- Gross Receipts
- IRS Representation
- Partnership
- Payroll
- Pension and Profit Sharing
- Personal
- Sales
- Tax Consulting
- Tax Defense

### Management Advisory Services

In keeping with Whalen, Davey & Looney's business-like approach to a client's financial needs, the firm serves clients in the broader business areas related to management functions such as the following:

- Computer Systems
- Estate Planning
- Financial Management
- General Management
- General Systems
- Long Range Planning
- Organization and Personnel
- Production & Operations Management

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