

Research Industries Bring Potsdam New Life

BY RON ROBERTSON
POTSDAM—Economic development and high technology research are all the rage in Potsdam these days with educational institutions, local governments and private entrepreneurs all working to bring new life to this quiet college town.

Some development projects involve private and public monies working together, while in others, agencies work on projects alone. The village of Potsdam started its own Local Development Cor-

poration (LDC) in 1986 to help spark the community's entrepreneurial growth. Throughout the past several years, the village's community development office has loaned millions of dollars to local businessmen and homeowners.

The LDC was formed to use the repaid loans as collateral to finance development projects too large for the private sector to take on. First on the list for the new year

is a project for the LDC to reconstruct the burned out former Ray's Liquors building on Market Street which will soon be owned by the village. The LDC, technically separate from village operations, will purchase the building from the village and finance its revitalization.

Other LDC projects, such as marketing the village's old water treatment facility for private use, are currently in the initial planning stages.

Another prime mover toward economic revitalization in the community is NATCO, a consortium of educational and governmental administrations devoted to the development of a high technology office park.

Made up of the village and town of Potsdam, Clarkson University, Potsdam College, and the St. Lawrence County Industrial Development Agency, NATCO has received state and federal grants to help finance the startup of the project.

NATCO officials hope to eventually oversee construction of a multiple-building office complex on outer Main Street across from the Potsdam College campus.

Several computer programming-oriented firms have already expressed interest in NATCO and some are already housed in a Potsdam College dormitory temporarily assigned for use as a business incubator.

NATCO planners also hope that spinoffs from Clarkson's Center for

Advanced Materials Processing (CAMP) will choose the office park as their site of operations.

CAMP is seeking designation as a New York State Center for Advanced Technologies (CAT). CAMP has also received funding from the National Aeronautics and Space Administration for space-oriented materials research.

The state CAT program, Clarkson officials say, is designed to spark research that will in turn help create jobs.

Don't Be Fooled By The Country Mouse

A little over three years ago, a small fabric shop began to get a lot of attention. The Country Mouse Fabric and Craft Shop took up residence in the lower level of McCarthy's Restaurant. Until that time, the shop had been run on a part-time basis, from owner Diane Salmon's home on the Eddy Road.

"It was a big step as well as a scary one for me, but at the same time, it was a dream come true," said Mrs. Salmon.

Since that time, the shop has moved to Canton's Main Street

business section. After two years as a downtown business, the Country Mouse feels right at home.

Don't be fooled by the size of the shop. There is a lot more than meets the eye. In addition to the standard craft supplies and instruction books, the walls and shelves of the Country Mouse are lined with basketry, cross stitch, metal punch, pierced lampshade and scherenschnitt (paper cutting) supplies and accessories. The air is filled with the sweet scent of potpourri. The atmosphere is one of friendliness.

"We want people to feel comfortable when they shop here. If we can help a customer solve a sewing or crafting problem, or just share a laugh with them, it's a good feeling," added Mrs. Salmon.

September of last year marked another big step for the Country Mouse with the hiring of its first full time employee. Nancy Collier, a home economist, brought with her eight and a half years of teaching experience as a Cooperative Extension agent. Together, the two women develop, plan and teach a

wide variety of craft and sewing workshops. In addition, they offer specialized services such as custom draperies, wall stenciling, silk bridal bouquets, plus keep the shop open six days a week.

Beginning in mid-February, the Country Mouse will be carrying the full line of New Home Sewing Machines, as well as Baby Lock Sergers.

"Keeping up with the needs of our customers is our biggest challenge," said Mrs. Salmon. "But that's what keeps us going and growing."

Tessier Heating Replaces Old Book Store

Rounding the corner on Route 11 going through Lawrenceville, the first thing many people observe is that The Paperback Browser is not The Paperback Browser anymore. Instead, this 100-year-old or older building is now home to A.M. Tessier Heating, Plumbing, and Farm Supply.

It is almost impossible for people familiar with the building not to notice that it's undergone quite a change since the days when paperback books by the thousands were neatly stacked inside upon endless

rows at shelves. In August Alan Tessier, owner of the business began an expansion to the front of the building, 2,000 square feet of space was added to the building, much of which is used to display the company's new line of major appliances.

This company began in 1984, when Alan Tessier purchased the 35-year-old heating and plumbing business of Wilfred Sochia, who remains with Tessier as his service department manager. In May of 1986, Tessier expanded further, buying the farm supply end of the

business from Claire Frary, who also remains with Tessier as his store manager.

"In both cases, we were fortunate to have the former owner stay with the business, which has proven invaluable. They know their jobs and their customers have remained loyal to them."

In addition to the usual inventory of a heating and plumbing company, A.M. Tessier earns income by closing camps for the winter, and specializing in boiler and wood-burner installations.

His farm-supply business is growing. "We're just moving into sales and service of milking and feeding systems," he said. "We have a good line of farm supply and hardware, enough to meet the needs of area farmers."

A.M. Tessier Heating, Plumbing, and Farm Supply employs six people, including Alan's wife, June, who works as the company's book-keeper.

Business hours are from 9 a.m. till 5 p.m. Monday through Friday, and from 8 a.m. till noon on Saturday.

NCC Systems Fills North Country Needs

For 15 years, NCC Systems Inc. (formerly North Country Communications Prop.) has been providing and/or supervising technical installation and service for sophisticated Electronic Systems throughout the small business, commercial and institutional community.

NCC Systems Inc. is the largest full service communication company north of Syracuse with a staff of 15 employees and a half dozen of service vehicles. Our Main Office on the Potsdam-Norwood road is

organized to provide the best customer service possible to a five county area from Plattsburgh, Trilakes to Watertown.

Major system types include: telephone systems, fire alarm, security (burglar alarm), sound systems, intercom, TV surveillance, emergency call, nurses call, card access, fast food drive thru, Muzak background music, etc., etc. Often these systems are interrelated to provide a desired system configuration. NCC System Inc. has always

been a service oriented business that has proved to be the main ingredient to maintaining long term customers. This also has forced them to carry a good local stock of material for customers to draw from as needed.

Company management has indicated their biggest concern is that many potential customers do not know the full capabilities of NCC Systems Inc. and therefore do not take advantage of the free system designs, layout, and price quotation, etc. Sometimes they feel that customers go out of the area to

buy systems not realizing that a larger well established company is right here in the North Country to do the job.

NCC Systems Inc. is looking forward to an exciting 1987 season and is appreciative of all the support that local customers have given them over the years.

Stop in or call this progressive high tech company for your next application. They will stand behind their work with future support and service.

Our advertisement appears in the Progress Edition.

Fitzzy's Is The Latest Addition

POTSDAM—Fitzzy's Restaurant, formerly the Deli Cafe, 24 Market St. in Potsdam, is one of the newest additions to the on-going revitalization of downtown Potsdam.

Fitzzy's is the result of a major renovation project in the old Arlington Inn, one of Potsdam's major landmarks. This project is the creation of Jutta and Joseph Fitzsimons, Potsdam residents since 1967. During this past summer, an entirely new interior was designed and realized with the new restaurant opening Aug. 19.

The resulting establishment is a completely new and different full service restaurant. The lunch menu features homemade soups,

crepes, quiches, generous sandwiches and luscious homemade desserts.

The dinner menu offers a wide selection of American and continental dishes, including pepper steak, scampi, Coquilles St. Jacques, Scallops Provincial, beef burgundy and stuffed chicken breast.

Along with a full dinner menu, Fitzzy's offers at least two nightly specials of such items as Veal Marsala, Trout Meuniere and two "all you can eat" nights.

Sunday features an "all you can eat" Pasta Primavera, Fettuccine Alfredo, spaghetti and meatballs for \$5.95, while Wednesday features "all you can eat" roast sirloin for \$7.95. On Friday, Fitzzy's

offers full seafood dinners at special prices.

As well as the aforementioned items, Fitzzy's has a lighter fare menu which caters to those who are calorie conscious or have smaller appetites. Beer and wine are served.

Fitzzy's decor and location are ideal for a relaxed and charming dining experience. The restaurant is open for lunch and dinner between the hours of 10:30 a.m. and 9 p.m. seven days a week. In addition, breakfast is served starting at 9 a.m. on Saturday and Sunday.

Visa and MasterCard are welcome. Owner-manager Jutta Fitzsimons looks forward to fulfilling your dining desires.

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