

22 CONDOMINIUMS FOR SALE

MANCHESTER. Super bright 1st floor, 1 bedroom, 1 1/2 bath, open living area, living room, separate front and back entrances for lots of privacy! Lovely backyard. All this and it's centrally located! \$138,000. Call Anne Miller Real Estate, 643-4000.

MANCHESTER. CHFA. FHA approved. Super end unit. Condominium! This spacious 1 bedroom, 1 1/2 bath, 1st floor apartment with large walk-in closet. In beautiful condition. Owner moving to Florida. Your goal! \$74,900. Anne Miller Real Estate, 643-4000.

MANCHESTER. CHFA. FHA approved. Immaculate one bedroom and unit of desirable Beacon Hill. Completely done over with new bathroom and all new carpeting. \$99,900. Sentry Real Estate, 643-4000.

MANCHESTER. CHFA. FHA approved. New listing of Beacon Hill. In excellent condition. Fully appointed kitchen. \$109,900. Sentry Real Estate, 643-4000.

MANCHESTER. Conventional location. One bedroom unit close to busline and shopping. \$71,900. SENTRY Real Estate, 643-4000.

MANCHESTER. CHFA. FHA approved. Immaculate one bedroom end unit in quiet complex with many amenities. \$85,000. SENTRY Real Estate, 643-4000.

MANCHESTER. Two bedroom Townhouse with reasonable price. Pool, exercise room and convenient location. \$98,900. SENTRY Real Estate, 643-4000.

MANCHESTER. Townhouse. 2 bedroom, 1 1/2 bath, garage. Reduced to \$125,900. Call Merrill Lynch, 872-7777.

LOTS/LAND FOR SALE. MANCHESTER. Level, cleared, approved lots. City sewer/water. Price call 643-7207.

RENTALS. CAPE Cod. Provincetown. Quiet Eastend 2 bedroom waterfront on a rd or rd 111 m. Breathing views of Bay and harbor. Private beach, parking, near National Seaside. \$600/week. (203) 659-1122.

APARTMENTS FOR RENT. MANCHESTER. 454 Main Street, 2nd floor, 3 room heated, no appliances. Security, \$480 per month. 646-2426, weekdays 9am-5pm.

APARTMENTS FOR RENT. MANCHESTER. 2 bedroom Duplex. Appliances, private driveway, separate cellar, no pets. Security, \$600 monthly plus utilities. Call 643-6752 after 5:30pm.

32 APARTMENTS FOR RENT

MANCHESTER. Main Street, 1 bedroom apartment includes heat and hot water. \$295. Call 643-4208.

MANCHESTER. New 1 bedroom apartment, 2nd floor. \$550 per month. 1 year lease. On busline. Laundry and storage. Peterman Building Company, 649-9844.

MANCHESTER. 2 bedroom apartment. 2 floors, near busline. Parking. Separate unit. \$565 monthly. Call 649-9844.

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87 MISCELLANEOUS FOR SALE

FOR Sale. Complete set Encyclopaedia Britannica. Assorted book parts. Call 647-8155 or 292-1838 or 563-4208.

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91 CARS FOR SALE

HONDA Accord LX 1986. 4 door, 5 speed. Fully loaded. Call 643-7207.

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When was the last time you enjoyed buying a car?

DeCORMIER MOTOR SALES, INC. SINCE 1945. Family-Style Sales & Service. 285 Broad St., Manchester, Conn. 643-4165.

CASH BACK FROM NISSAN! For a limited time you can get \$500 to \$1000 Cash Back on selected Nissan cars and trucks.

ONE OWNER Used Cars and Trucks. 1987 Stanza XE Wagon, 1988 Sentra SE Sedan, 1987 Pulsar NX XE.

WANTED TO BUY/TRADE. WANTED TO BUY Gilbert American Flyer electric trains and accessories.

GENUINE NISSAN WIPER BLADE INSERTS \$795. CASH AND CARRY WITH THIS COUPON.

Any Genuine NISSAN OIL FILTER \$499. CASH AND CARRY WITH THIS COUPON.

DeCORMIER MOTOR SALES, INC. 285 BROAD ST., MANCHESTER 643-4165. SHOWROOM HOURS: M, T, W, TH, F 9:30 - 8:00.



Pressure on for Vincent to leave job

By Nancy Concelmon and Alex Girelli. Manchester Herald. Town Assessor J. Richard Vincent today would not confirm reports that he won't be returning to work after a vacation.

Quick closing draws criticism

By Nancy Concelmon. Manchester Herald. At least one local legislator said the nearly 100 employees at the Pillowtex Corp.'s Manchester plant should have been given more notice of the company's plans to close the plant at the end of May.

Strike hits 2nd plant in Poland

By John Daniszewski. The Associated Press. WARSAW, Poland — Workers today struck a heavy machinery plant in southeastern Poland in an escalation of the nation's worst labor unrest in six years.

Index 24 pages, 2 sections. Plus 40-page 'Profile' section. Business - 10, Obituaries - 2, Classified - 19-24, Opinion - 6, Comics - 18, People - 6, Connecticut - 4, Sports - 13-16, Focus - 8, Television - 17, Local news - 2-3, Weekend - 17.

Profile '88 - a special edition inside today's Herald. APR 28 1988. APR 28 1988. APR 28 1988.



TAKE CARE by Bill Griffith



PEANUTS by Charles M. Schulz



HAGAR THE HORRIBLE by Dick Brown



THE PHANTOM by Lee Falk and Barry



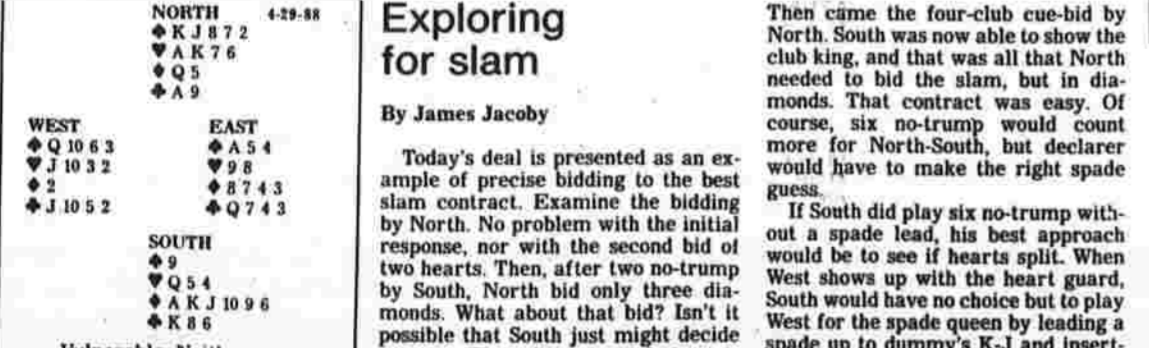
BLONDIE by Dean Young and Stan Drake



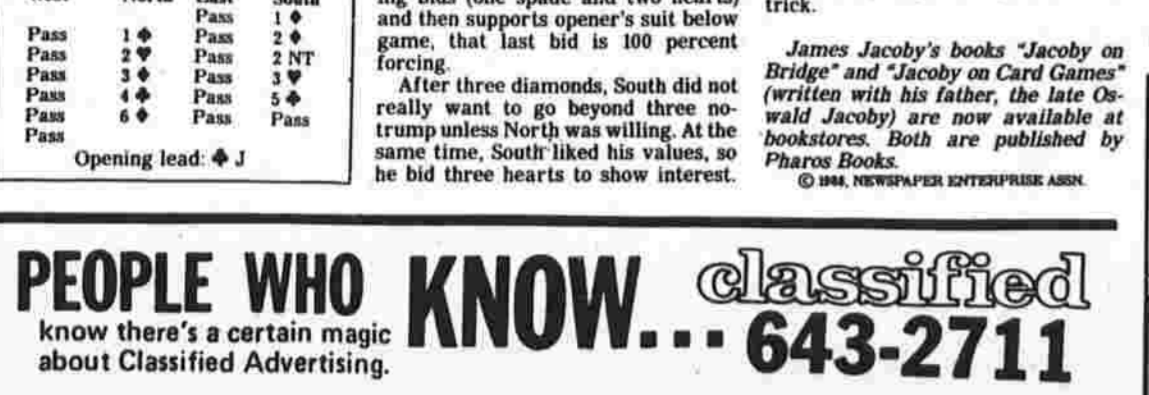
WHAT A GUY by Bill Hoest



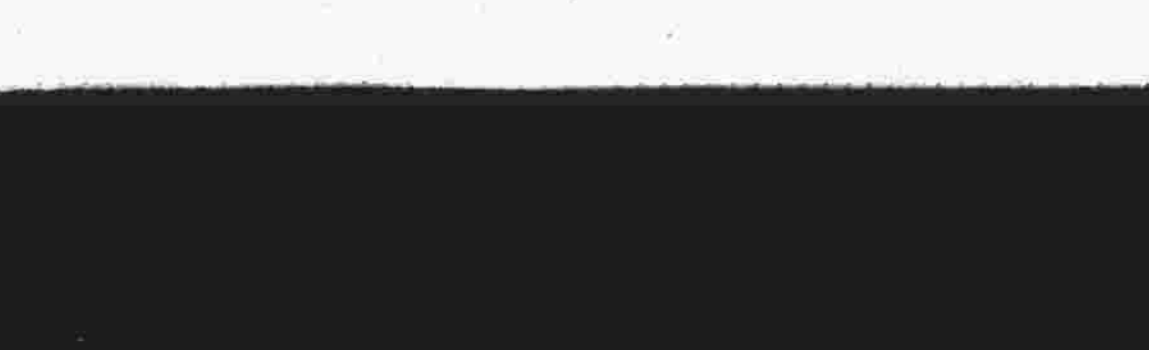
ON THE FASTTRACK by Bill Holtz



FRANK AND ERNEST by Bob Thaves



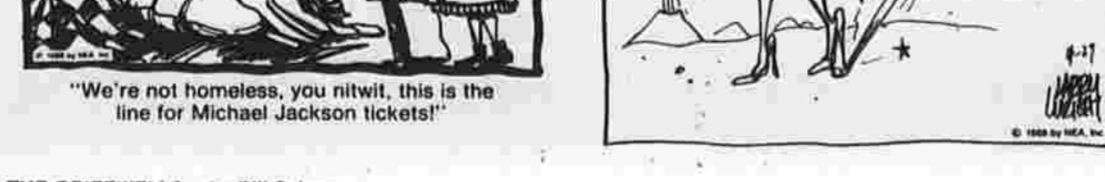
WINTHROP by Dick Cavalli



U.S. ACRES by Jim Davis



GATE 6 by Bruce Reath



CAT FACTS by Larry Wright



THE GRIZZLEWS by Bill Schorr



CAPTAIN EASY by Crooks & Casale



ARLO AND JANIS by Jimmy Johnson



ALLEY OOP by Dave Grue



THE BORN LOSER by Art Sansom



THE BORN LOSER by Art Sansom



FRANK AND ERNEST by Bob Thaves



WINTHROP by Dick Cavalli



U.S. ACRES by Jim Davis

Doctor, why am I so tired?

Your medicine might be the reason for fatigue

Fifth in a series
His depression improved, but his fatigue continued. His doctor thought this meant he was still depressed...



Fatigue caused by alcohol abuse is more common than most people realize. If you smoke marijuana too much to drink, you can't think clearly that day and may sleep poorly that night...

CLASSIFIED ADVERTISING 643-2711

Notices, Employment & Education, Real Estate, Merchandise, Automotive, Classified Advertisements. Includes a table of services and rates.

Dr. Crane's Quiz

Quiz questions and answers. Includes categories like Leopard, Obscurity, Slab (Pitcher), etc.

Warehousing and equipment services. Includes 'WAREHOUSE' and 'POWER EQUIPMENT & MOTORCYCLE'.

Advertisement for 'You'll Sell it Faster with HERALD CLASSIFIED ADS'.

Advertisement for 'TECHNICIAN' and 'WAITER or Waitress'.

Advertisement for 'PEOPLE WHO KNOW classified' with phone number 643-2711.

HELP WANTED

INCOME UNLIMITED... Be a leader with the area's leading car and truck dealership... Lipman Chevrolet...

HELP WANTED

SEAMSTRESS wanted. Experience preferred. Please telephone 663-8865.

HELP WANTED

BANK TELLERS United Bank has several teller positions available in the Vernon, East Hartford area...

HELP WANTED

IMMEDIATE Openings in the following departments: Plant Operator, Forklift Operator, etc.

HELP WANTED

RECEPTIONIST Full time job for a motivated person to handle incoming calls...

HELP WANTED

RECEPTIONIST 3-9PM Mon. thru Thurs. 9-5 Sat. A local auto mechanic...

HELP WANTED

RECEPTIONIST Full time position for a responsible person to answer incoming calls...

HELP WANTED

MECHANIC Full time position for a mechanic to work on heavy equipment and trucks...

Real Estate

21 HOMES FOR SALE

Real estate advertised in the Manchester Herald is subject to the Fair Housing Act...

21 HOMES FOR SALE

MANCHESTER \$187,900. New to the Market. Exceptional rural residential area...

Let A Specialist Do It!

Various service advertisements including: Child Care, Kitchen & Bath Remodeling, Roofing/Siding, Home Inspection, Lawn Mowing, etc.

21 HOMES FOR SALE

ANDOVER \$119,900. New to the Market. Lovely cozy home on level lot...

21 HOMES FOR SALE

SIZING! 3600 square foot. 8 room Colonial. Perfect for the family...

CLAIMS CLERK

Excellent opportunity in Gloucesterbury location for individual with 1 year of experience...

AUTO TECHNICIAN

To \$10/Hour Plus Weekly Bonus. Immediate opening for qualified technician...

CONSTRUCTION INSPECTOR

Need an Inspector with experience in building construction. This person should have experience in mechanical, electrical, heating and ventilating...

SALES CLERK/CASHIER

Department Manager wanted at once in modern pharmacy in the largest shopping center...

Hartford Mitsubishi

6 Hartford Turnpike, Manchester/Vernon. Selling new cars and trucks.

LABORER

Apply in Person. The Andrew Anselci Co., 166 Bidwell Street, Manchester.

Floral Designer

Florist Shop work. Floral Designer. Full or part time with some experience preferred...

LABORER

Apply in Person. The Andrew Anselci Co., 166 Bidwell Street, Manchester.

\$1000 BONUS

FEMALE or MALE AUTOMOBILE SALES PEOPLE. Earning potential \$40,000. Demo plan, other excellent fringe benefits...

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Training In Optical Field

Become an apprentice optician and earn while you learn! No experience necessary, we will train!

The Vision Corner

Your Complete Eye Care Center! 40 Tolland Stage Rd., Tolland, CT.

DATA ENTRY - GIFT WRAPPER

New Store - Somerset Square, Gloucesterbury. Why commute over the river when you can work in our new beautiful store...

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Advertisement for Dari-Farms Ice Cream, featuring various flavors and promotional offers.

Advertisement for Lux Bond and Green jewelry store, featuring diamond and gemstone jewelry.

Advertisement for Automobile Mechanics, offering repairs and maintenance services.

Advertisement for Receptionist services, offering administrative support.

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22 CONDOMINIUMS FOR SALE

MANCHESTER (Southfield Green Town) 3 bedroom, 2 1/2 bath, year old on 4th green. Owner 646-2363.

23 LOTS/LAND FOR SALE

MANCHESTER - Level, cleared, approved lots. City sewer water. Price call 646-7207.

PRIVACY in Ashford, \$69,900. Large approved building lot between 2 great forests (Yule Forest and Northchase State Forest). 476' frontage x 205' on Moon Road. Call JoJo, 872-8170. Golden Oaks Realty 646-5099.

26 REBORT PROPERTY

CAPE Cod. Cozy 2 bedroom. Walk to beach. \$800 weekly. 310 weekends. Open all year. 643-8666.

27 MORTGAGES

DO NOT GO BANKRUPT! Stop Foreclosure! Homeowners, consolidate your bills, pay off your credit cards, your car or installment loan, your mortgage and save. Have your home! NO PAYMENTS UP TO 2 YEARS! Best credit, late payments or unemployment is not a problem. Foreclosure assistance available for the DIVORCED and SEPARATED. EMPLOYED. Swiss Conservative Group at 293-454-1334 or 293-454-6664.

31 ROOMS FOR RENT

MANCHESTER. Excellent furnished room for gentleman. Must have references. \$55 weekly. Call 649-4003.

32 APARTMENTS FOR RENT

MANCHESTER 454 Main Street. 2nd floor. 3 room heated. No appliances. Security \$480 per month. 646-2424, weekdays 9am-5pm.

3 rooms partly furnished. Real. Working single male preferred. No pets. Lease 646-2882.

MANCHESTER. Main Street. 1 bedroom apartment includes heat and hot water. 529-7858 or 543-4438.

NEW 3 bedroom Duplex. 2 baths plus utilities. References and security required. \$825 per month. Call 646-4548 or 646-2520.

MANCHESTER. New 1 bedroom apartment. 2nd floor. \$550 per month. 1 year lease. On busline. Laundry and storage. Peterman Building Company. 649-7404.

MANCHESTER. 2 bedroom apartment. 2 floors, near busline. Parking. Separate call. \$545 monthly. Call 649-2871.

MANCHESTER. 3 bedroom Duplex. 1 1/2 baths, modern kitchen, all appliances, 2 months security. References. No pets. 643-2123.

MANCHESTER. 2 bedroom Duplex. Appliances, private driveway, separate call, no pets. Security \$600 monthly plus utilities. Call 643-6752 after 5:30pm.

NEWLY re-done 1/2 of large Duplex 3 bedrooms, formal dining room, 1 1/2 baths, large eat-in kitchen. Full private basement, walk up attic, 1 car garage and convenient location. \$700 per month. Call Sentry Real Estate 643-4860.

MANCHESTER. Excellent condition. 2 bedroom, appliances, well to wall carpet, garage. No dogs. Security \$550 per month plus utilities. 646-7068 or 872-9571.

33 CONDOMINIUMS FOR RENT

TOWNHOUSE. 2 bedrooms. Main Street area, balcony, hot water. \$650 per month. 528-4510.

34 HOMES FOR RENT

BOLTON. Immediate occupancy. Spacious 3 bedroom Colonial. 1 1/2 baths, family room, living room with fireplace, garage, deck overlooking large yard, great location! \$1200 per month. Security required. 646-5482 after 6pm.

35 STORE AND OFFICE SPACE

SUITES Available. 1000 square foot unit, utilities additional. 1 mile to I-84. Peterman Building Company. 649-9404.

35 STORE AND OFFICE SPACE

MAIN Street, Manchester. 1400 plus square foot office condominium. \$157,900. Large 6 room suite in Heritage Place. Ideal for professional office. Call Paul 642-4380. Golden Oaks Realty 646-5099.

36 REBORT PROPERTY

MARTHA'S Vineyard South Beach. 3 bedroom home fully furnished. 6013 to 6130. June-September, 643-8557 evenings and weekends.

RHODE Island. Montunuck Beach. Ocean view. 3 bedrooms. Full equipped. 1/2 mile to beach. 644-9639 after 5pm.

37 INDUSTRIAL PROPERTY

MANCHESTER. Industrial, office, commercial. 2400 square feet. Loading dock. Woodland Industrial Park. 643-2121.

40 WANTED TO RENT

SMALL Apartment for woman and 3 children and save. Have your home! NO PAYMENTS UP TO 2 YEARS! Best credit, late payments or unemployment is not a problem. Foreclosure assistance available for the DIVORCED and SEPARATED. EMPLOYED. Swiss Conservative Group at 293-454-1334 or 293-454-6664.

74 FURNITURE

QUEENSIZE Waterbed complete. Dark pine, 4 drawer base, matching nightstand and chest of drawers. \$500 or best offer. Call after 4pm. 646-4077.

75 TV/STEREO/APPLIANCES

BLACK and white portable television, 2 stereo sets with extension speakers. 646-4077.

76 MACHINERY AND TOOLS

RIDING Mower, 25" with Briggs and Stratton motor. Unused two years. \$175. 649-5157.

GRANITE or marble surface worktop. Inspection grade for small home, matching or lathe operator. Never used or uncracked. \$250 or best offer. 646-3815.

RECREATIONAL EQUIPMENT

FOR Sale new kayak equipment. Used twice. \$500 or best offer. Call 647-8155 after 6:30pm. Ask for Paula.

THREE Speed bicycle. Used once, too tall for 11. \$80. 643-2806.

84 MUSICAL ITEMS

FREE. Upright piano. Please telephone 644-3968.

PETS AND SUPPLIES

FREE! We are desperate and need homes for 2 adult cats. Ideal companions for anyone who loves cats! Call Cheryl at 285-7455 or 875-7738.

87 MISCELLANEOUS FOR SALE

FOR Sale. Complete set Encyclopaedia Britannica. Assorted bike parts. Call 647-8155 after 6:30pm ask for Paula.

8 Sofa, 2 swivel rockers, approximately 12x16 rug, pair end tables and lamps. Floor lamp, antique smoke stand, small foot locker. Trunk, men's Tokoro 10 speed bike. Call Manchester 645-8709 after 1pm.

ONE inch Copper tubing, 100 foot coil, type "L". Asking \$150. Call 646-0271.

BABY Crib and rocker, homemade, for sale. Please telephone 643-2617.

RIDING Lawn mower with cart. Runs good. Excellent condition. 1150. 41 Homestead Street, Manchester.

88 TAG SALES

GARAGE Sale, Saturday, April 30th at Manchester United Pentecostal Church at 18 Woodbridge Street. Freezer, washer-dryer, waterbed, and lots of other items. 9am-5pm.

CRAFTS - Tag Sale. Spencer Village Recreation Hall. 52 Post College Lane, Manchester. 8 Sat. 9:30-12:30pm.

81 TAG SALES

MOVING experience! Books, large size women's clothes, miscellaneous household items. Saturday 4-30, Sunday 5-1, 9-5. 5 West-bath Drive, Bolton. 646-3815.

TAG Sale, Saturday, April 30, 9am-10am. Miscellaneous household items. 15 Matthew Road, East Hartford (off Park Avenue).

TAG Sale, Saturday, 4/30, 9-11am. Miscellaneous household items, toys, clothing, household furniture, books and miscellaneous. 9pm.

MULTI-Family Top Sale, Saturday, April 30th, 10-4pm. Books, clothes, baby items, household items, much more. 32 Garden Street, Manchester.

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TAG Sale, Saturday, 4/30, 9-11am. Miscellaneous household items, toys, clothing, household furniture, books and miscellaneous. 9pm.

81 TAG SALES

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Profile '88 Section A

MADE IN MANCHESTER



John Roarbaugh of Willimantic, a line operator, monitors the making of blue molding compounds at Rogers Corp. in Manchester. Story and more photos on page 2A.
 David Koff/Manchester Herald
Manchester Herald
 Friday, April 29, 1988

APR 29 1988

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Al Sieffert's Professional Staff -
 from left Dotty Paquin; Ken Sadd, Jr.; Al Sieffert, Jr.; Jack Grezel; Joan Spak; Ron Enders

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EXTRUDER — Bob Bishop of Vernon, an extruder operator, monitors the process by which molding material compounds are transformed into pellets for shipping.



FEEDING MATERIAL — Daryl Chamberlain of Willington feeds the molding material into a shredding-type machine. The machine will turn the sheet into grounded material.

Rogers Corporation undergoing renovation

By Andrew J. Davis
Manchester Herald

...pounds are shipped out of here and somebody else shapes it." The compounds are made of high-strength, high-resistant, dimensionally-stable materials, which are usually reinforced by glass fibers. They are made in a variety of different ways at the Manchester plant, including sheet form and in small particles, said James P. Rispoli, manufacturing manager.

Over the years, Rogers has been able to produce the compounds efficiently, he said. A few years ago, the company let the workers have control of the manufacturing instead of hiring inspectors to check on product quality, Rispoli said. That has resulted in workers feeling more responsible for their work and has resulted in better work, he said.

"If he's taking ownership of the product's making, he's making a better product," Rispoli said. The company is in the midst of a \$1 million renovation project at the Manchester plant, which should increase total capacity by 20 percent, said Hayes. Besides adding a cafeteria and locker room, the addition means renovations must be done for one of the three sections of the Manchester plant, he said.

The renovation proves that Rogers' plans on staying in Manchester for a long time, Hayes said. "It underscores the commitment to the area," he said. "We're spending a lot of money to keep it alive and well. We're just not going to shut down and walk away."



Walter A. Hayes Jr.

Made in Manchester

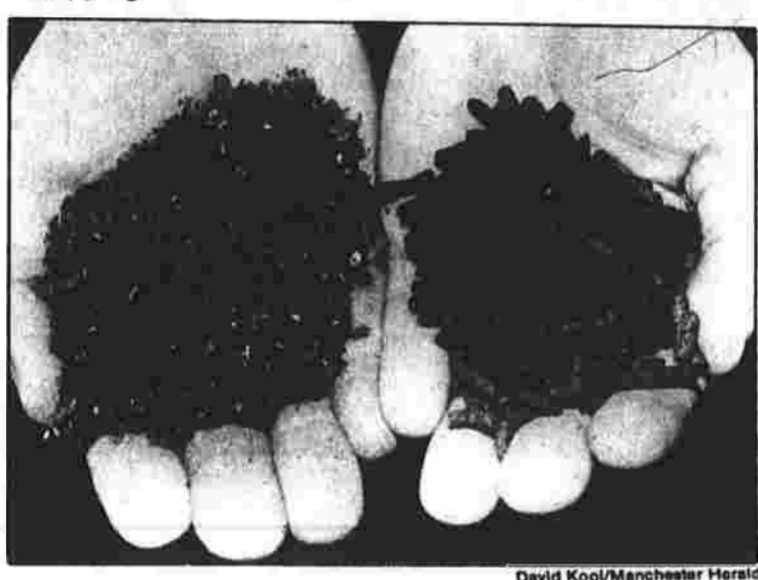
Name: Rogers Corp.
Address: Mill and Oakland streets.

Type of business: Making fiber-reinforced thermosetting molding materials.

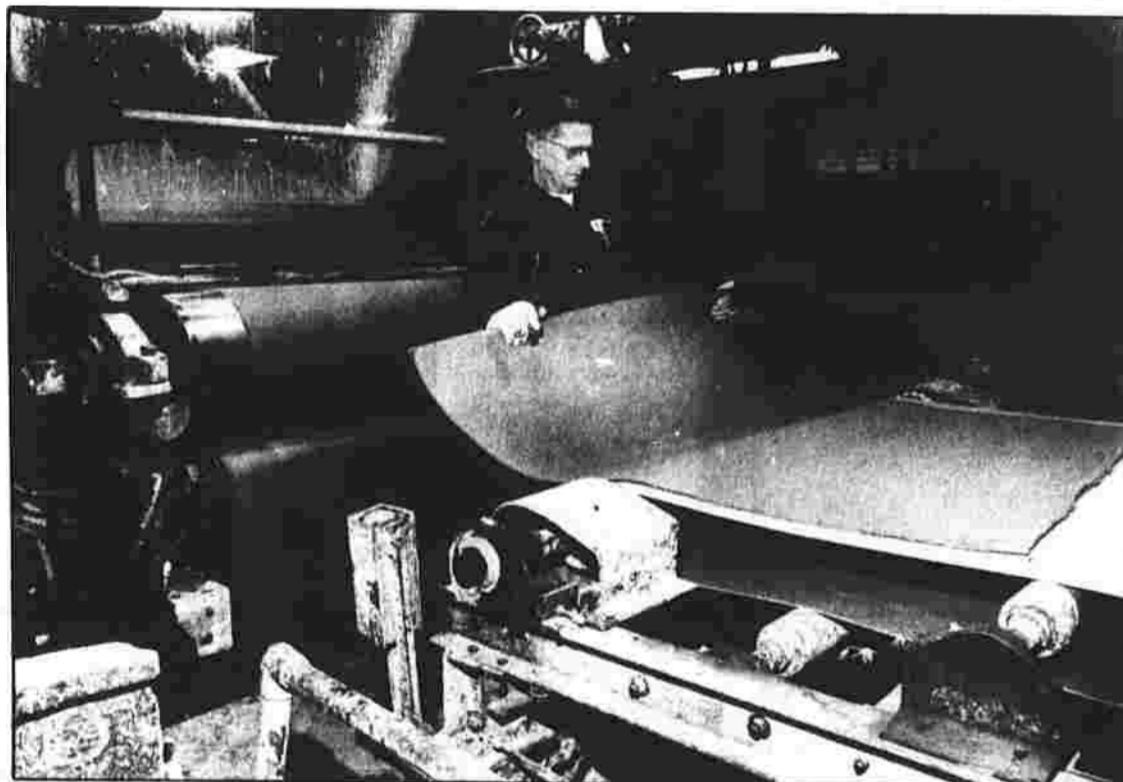
Founded: In Manchester in 1832 by Dutch immigrant Peter Rogers. Upon his death in 1841, his son, Henry, inherited the business. Upon his retirement in 1890, his son, Knight, and daughter, Gertrude, ran the business.

Products: Molding materials.

Number of employees: 2,700 worldwide and about 150 in Manchester.



PROCESSING — Molding materials in pellet form, right, are crushed for packing and shipping.



MATERIALS — Fred LaClair of West Willington, a paper machine tender, handles a sheet of molding materials.



Nathan G. Agostinelli
President

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Made in Manchester

Name: Nick's Shoe Repair.
Address: 1101 Main St.
Type of business: shoemaking, shoe repair.

Founded: 1967 by Nicola Lippolis.

Products: Shoes.

Owner: Nicola Lippolis.

Number of Employees: One.



Nicola Lippolis



WORKING ON A SOLE — Nicola Lippolis stitches a sole onto a pair of shoes with one of the three stitching machines in his shoe repair shop. Stitching on the upper of the shoe is done by hand. Below, he cuts a groove into the sole of a shoe before stitching it to the upper. All that remains to be done is to glue or nail on the heel.

Reginald Pinto/Manchester Herald



Reginald Pinto/Manchester Herald



Reginald Pinto/Manchester Herald

NEEDLE IN MOUTH — Nicola Lippolis makes holes in the upper of a moccasin-type shoe before stitching it by hand.

Making shoes 'a labor of love'

By Andrew Yurkovsky
Manchester Herald

Nicola Lippolis is best known for the shoe repairs he does in his shop on Main Street.

But Lippolis, who has run Nick's Shoe Repair for the past 21 years, is also a maker of shoes. The output is small (he won't disclose any numbers) but the work is a labor of love for him more than anything else.

His customers are the people who pass by his shop. A small sign in the shop window is the only advertisement.

Lippolis was employed in a shoe factory in Bari, Italy, before coming to the United States two decades ago. He learned shoemaking in his father's shop, where he took up the craft at the age of 10.

Speaking in a thick Italian accent, Lippolis said recently that he has begun turning out a greater number of shoes since the beginning of this year, when he acquired some equipment from a shoe factory in Massachusetts that went out of business. Before that, he made shoes only from time to time.

He makes the shoes in the same narrow room in the back of the shop where he makes his repairs. There are stitching machines — one of which Lippolis believes is more than 100 years old — and a grinder for finishing the edges of the heels and soles.

The custom-made shoes he turns out are generally of a higher quality than those that are made in a factory, Lippolis said. While a factory worker might use a piece of leather with imperfections, he makes sure that the materials he uses are of a consistent quality.

In addition, he said, the soles of custom-made shoes are universally thicker and longer-lasting. The upper portion of the shoe is made by stretching a piece of leather, softened with water or steam, over the form, or "last."

The upper is then sewn from the inside to the sole, and the heel is attached with either nails or glue. If a thicker, double sole is wanted, an additional piece of leather can be stitched to first sole.

Lippolis said a pair of shoes takes about a day to make, from start to finish. He charges between \$50 and \$80 per pair, in order to stay competitive with other shoe stores.

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 - Canopy tents
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 - Coffee makers
 - Candelabras
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 - Wedding accessories
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 - Portable bars
 - Barbecue grills
 - Garment racks
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 - White wood padded chairs
 - Complete place settings
 - Dishes - all types
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 - Chaffing dishes
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 - Megaphones
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 - See list of audio visual items
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 - Tampers
 - Cement tools
 - Mortar pans
 - Pumps - all kinds
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 - Welders
 - Portable heaters - all kinds
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Dollmaker living childhood dream

By Nancy Concelman
Manchester Herald

The studio is like a little girl's room, pink cabinets and cupboards, frilly curtains and of course, dolls.

On a white and red table in the center of the small room is a cookie sheet full of armless hands and eyeless heads that Gay Mertz will string together and bring to life.

At the same time Mertz, a dollmaker and co-owner of the Doll Depot at 16 Lydall St., will keep a childhood dream and a tradition that's hundreds of years old alive.

"I've always been a doll freak," says Mertz, who made miniatures for New England Hobby Supply before starting the Doll Depot six years ago.

Mertz makes some special order dolls for customers who bring in photographs of relatives and ask to have a doll patterned after them. But most of Mertz' dolls are reproductions of antiques.

While many of the antiques cost \$2,000 to \$3,000, extremely rare antiques can cost up to \$40,000, Mertz said. Most of the antique replica dolls Mertz makes cost \$200 to \$300.

Mertz says people are willing to pay that for a doll that's meticulously hand-painted, hand-strung, and whose clothes are often hand-stitched and made with antique or authentic fabrics.

"My skill, my interest, my purpose is to produce the best reproduction of an antique as I can," she said.

The process begins with research. When, where and by whom a doll was originally made governs everything about it, from the shape and color of the face, to the sparseness of the eyelashes.

"We're working with dolls from a wide span of time," Mertz said. "It seems like every time you do one, you learn something new about them."

The physical process of creating a doll, which takes about six to eight weeks total, begins with molds of heads, which come from companies all over the world. Mertz will only use molds that are sculpted after an actual antique doll, most of which were sculpted to resemble living children.

Mertz said some dollmakers will sculpt their own molds or paint existing molds a different way. But changing an antique mold and calling it your own is "not kosher" and in many cases illegal since most of the molds are under copyright.

"You don't change a mold. That's considered unethical," she said. Mertz pours liquid porcelain into the molds, lets it dry for three days, cleans and smooths the "head" and cuts eyes to the exact shape.

After a 8- to 10-hour vitrification process, the heads are "fired" or heated at intense temperatures, in a kiln in her basement.

Vitrification is the process by which material is turned into a glass-like substance. A substance called "slip" gives the porcelain faces color. The slip, which can be hand-mixed, comes in various shades, but Mertz said most of the antique dolls started out plain white.

Once the face has some color, it's fired again, and Mertz is ready to paint the eyelashes, nose dots, cheeks and other features, her favorite part of the process.

"I never get tired of painting," Mertz said. "I can generally do the features in two sessions."

Once the features are done, translucent paints are applied. These paints are what "make the doll look like a real kid," she said. Mertz said her hours are flexible, but sometimes she gets so caught up in painting, she finds herself working until 1 or 2 a.m. She said she usually works 40 to 60 hours a week.

There's no room for error when a panel of doll makers and antique collectors judge the dolls, so if Mertz makes a mistake, she usually has to start with a new head. The old heads, called "seconds," can be sold.

At shows, dolls are judged against the antique, not each other, Mertz said. Mertz points out three of the more than 50 dolls in her studio that have won blue ribbons in competitions.

"I enter the competition to see how much better I can get," she said. The shows and competitions are where Mertz does most of her business, but she has a clientele that will call in orders. Mertz said she'll take 30 or 40 dolls to a show and usually sells a minimum of four to six.

"I don't make a big profit," she said. Mertz also makes a little money teaching her skill. She holds small classes, which meet in four- to five-week sessions, to teach doll-making and costume-making skills. She has completed an apprenticeship from the Doll Artisan Guild and is certified by that organization. Mertz said she's studied under some of the best dollmakers in the country.

The teaching is almost as important as the dollmaking itself to Mertz, who said that although dollmaking has increased in popularity over the past five or six years, it was almost a lost art.

"I don't want to see it die," she said.



David Kool/Manchester Herald

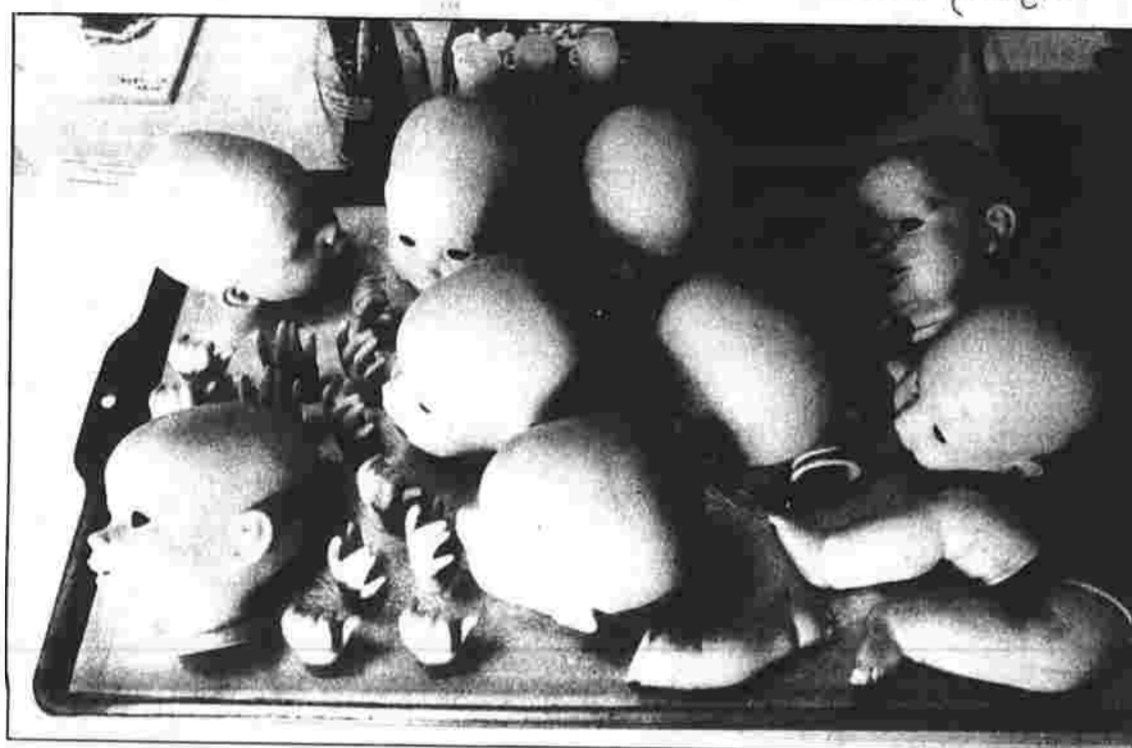
REPRODUCTION — Mertz's reproduction of a Marque doll originally made by A. Marque in the early 1900s. The reproduction costs \$600, about \$34,000 less than the original would cost.

Made in Manchester

Name: Doll Depot.
Address: 16 Lydall St.
Type of business: Doll making, concentration in reproduction of antique dolls.
Products: Antique dolls.
Founded: In 1982 by Gay and Tom Mertz.
Owners: Gay and Tom Mertz.
Number of employees: Two.



Gay Mertz



David Kool / Manchester Herald

WAITING — A batch of heads and hands are ready to be painted and colored by Mertz.



David Kool/Manchester Herald

AUTHENTICITY — Mertz uses antique fabrics for costumes, if possible, or authentic fabrics that were used when the antiques were made.



David Kool/Manchester Herald

ALL SEWN UP — Most costumes must be hand-stitched as they were when the antique dolls were made.



David Kool/Manchester Herald

HANDLE WITH CARE — Mertz applies color to a doll face with a large brush.

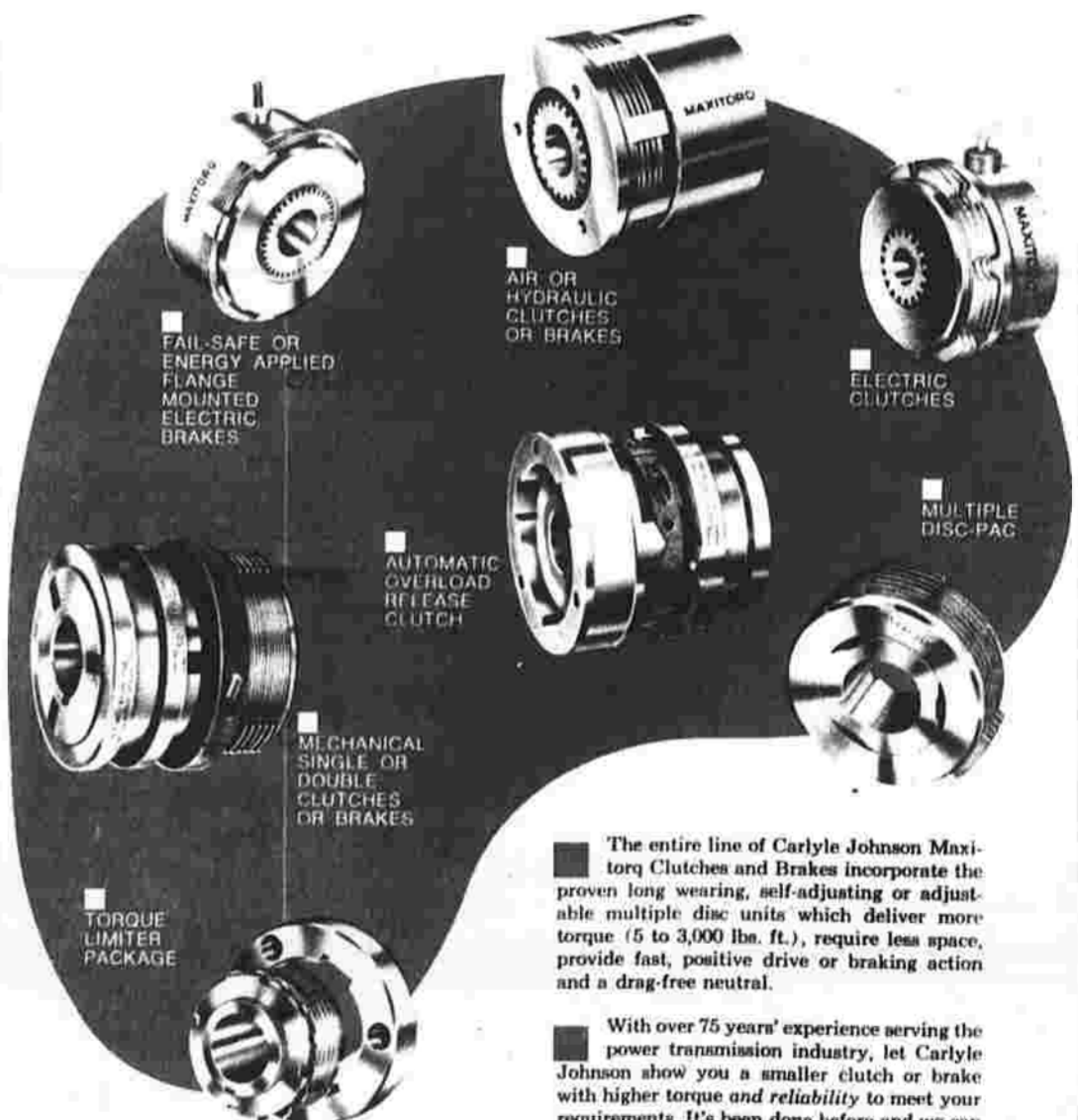


David Kool/Manchester Herald

SMALL WORLD — Mertz holds a reproduction of a small, jointed doll. Very little is known about the original antique.

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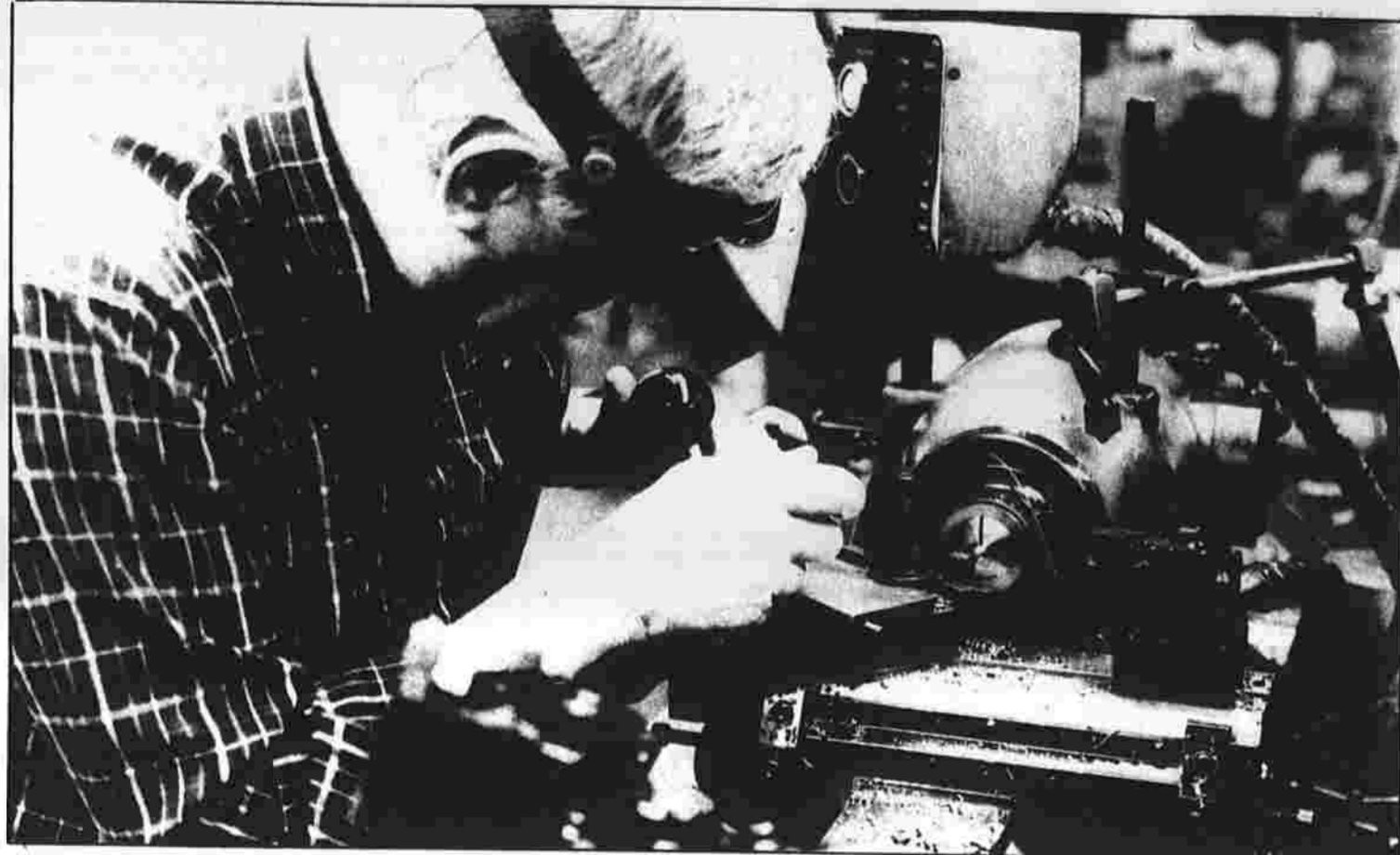
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THE CUTTING EDGE — Will Chadwick, owner of Custom Diamond Tool, cuts a steel shank to fit the specific tool size that a customer has ordered. Most of Chadwick's work is specifically designed for the cutomers.



CLOSE INSPECTION — After completing the tool, of which Custom Diamond Tool employees produce hundreds a day, Chadwick closely examines the workmanship before shipping the order to the customer.



PRECISION WORK — Chadwick carefully places a diamond in the center of the steel shank which is filled with a powdered metal called, "matrix". The diamonds are chosen and the tools constructed to the specifications of the customers.

Diamonds are truly versatile gems

Diamond tools made to order

Will Chadwick has come a 'long way with diamonds'

By Jim Tierney
Manchester Herald

Industrial diamond tools have brought Will Chadwick a long way in the past 40 years.

A native of Maine, Chadwick moved to Manchester with his wife, Jean, in 1950 and obtained a job in West Hartford at a large diamond tool company there.

"I got into it (making diamond tools) just out of looking for a job," Chadwick said.

Chadwick opened up his own diamond tool shop in 1981 named, "Custom Diamond Tool," which is located on 81 Loomis St. Chadwick, the lone full-time employee at the shop, receives help from five part-timers.

What are diamond tools used for?

"Diamond tools are used in the dressing and truing (bringing the wheel to its desired, mechanical accuracy or form) of grinding wheels," Chadwick said. "Diamond tools are used extensively in the bearing business and also in types of grinding (such as centerless, outside diameter, and inside diameter). Diamond tools are utilized in anything that uses an abrasive aluminum oxide type wheel to get a finish."

The actual function of each fraction of a diamond used in each tool is for cutting and grinding purposes.

Where do the diamonds come from?

"We buy the whole stones from diamond brokers in New York City and they ship them up to us," Chadwick explained.

How does "Custom Diamond Tool" work?

"We buy them to the customer's specifications," Chadwick said. "A customer will call us to make a diamond tool with a certain quality diamond in it. We'll buy the diamond to do that

specific job. Most of it is by customer specification.

What is the basic process involved in making a basic diamond tool?

1. There is a steel shank with a 1/2-inch hole drilled in the top.
2. A powdered metal called matrix is put in the hole.
3. The diamond is set in the hole and it is held in place by a 1/2-inch graphite rod. The small hole in the rod holds the diamond central to the shank.
4. It is now heated by induction heating.
5. After cooling, the graphite rod is removed by machinery and the diamond is inspected, machined and finished.

"This (process) happens for every tool regardless of its shape or size," Chadwick said.

One person can make between 50 and 100 pieces a day, Chadwick explained. Chadwick says there are still many small shops that use the diamond tools, in addition to the large aircrafts manufacturer, Pratt & Whitney, of East Hartford.

At the beginning of "Custom Diamond Tool" in 1981, Chadwick had few reservations, but was confident about opening his own business. "Whenever you start it's difficult," he said. "The need (for diamond tools) has been decreased by the fact that the industry (bearing) that uses it the most has moved out of the area."

"I had been in the business for 30 years and I knew a lot of people in the industry. It (the business) has been steady. Basically, it's a one or two man shop with a couple of part-timers."

The hours for "Custom Diamond Tool" are Monday through Friday from 7 a.m. to 5 p.m. and Saturday from 8 a.m. to noon.

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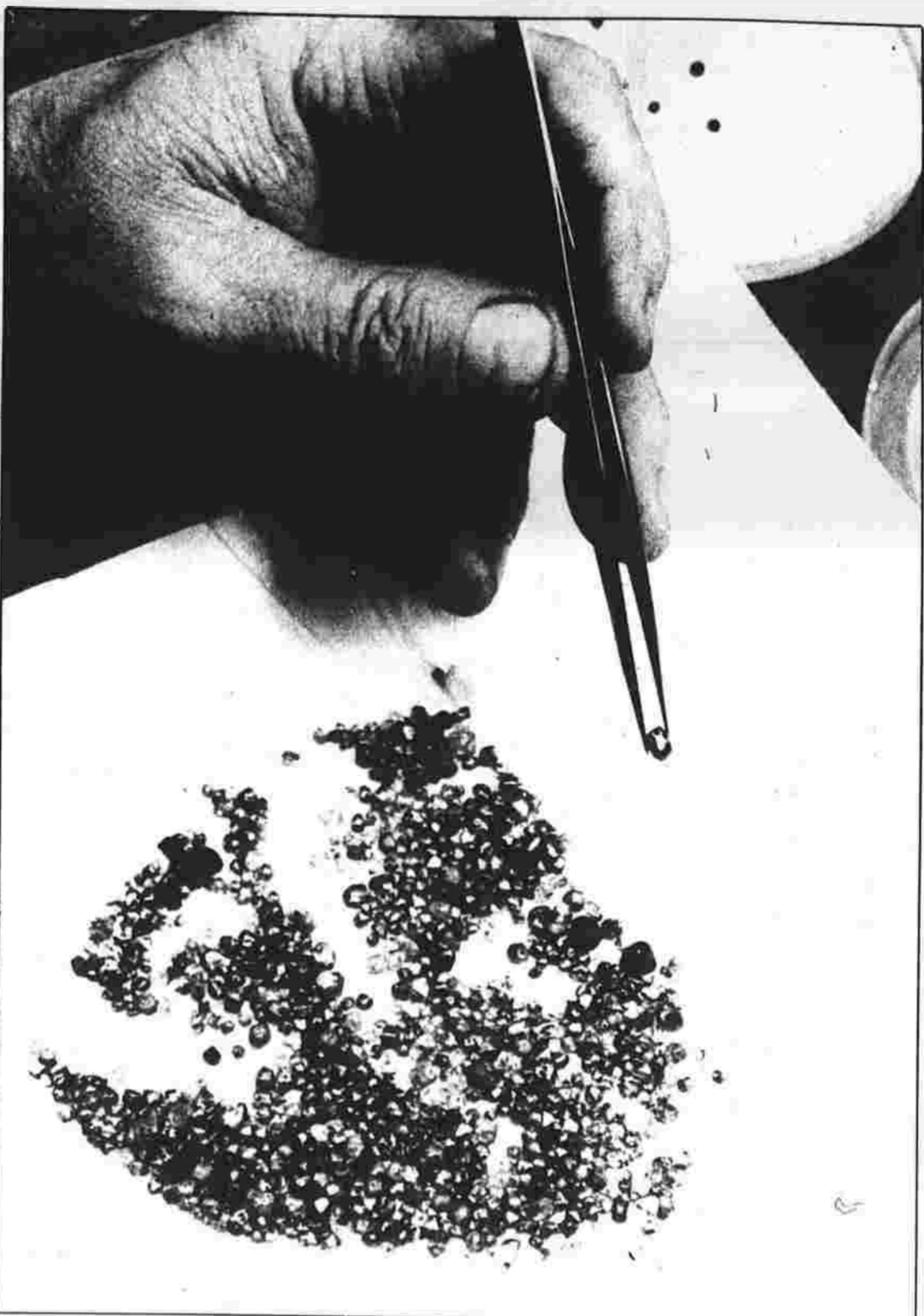
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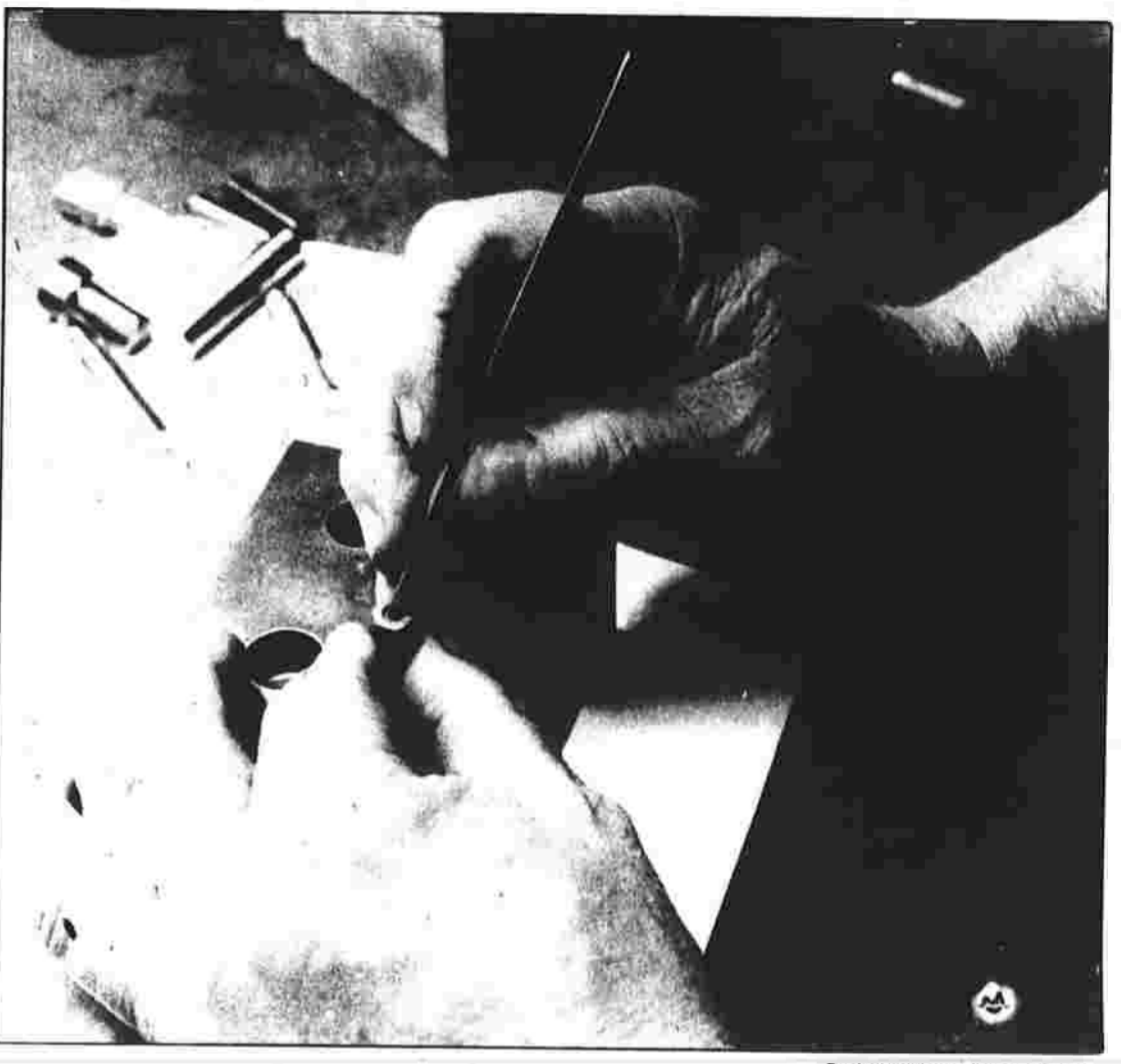


PRICELESS GLITTER — Chadwick, above, holds just one of the various cuts of diamonds his company purchases from brokers in New York. After selecting the right diamond for the job, he sets the diamond, at right, in the 1/2-inch hole in the top of a steel shank.

Made in Manchester

Name: Custom Diamond Tool.
Address: 81 Thompson Road, East Windsor, formerly of 81 Loomis St., Manchester.
Type of business: Diamond tool shop.
Founded: 1981 by Will Chadwick.
Products: Industrial diamond tools.
Owners: The Chadwicks.
Number of employees: Six.

Will Chadwick



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15. GA SOT CHUA NGOT—Sweet and Sour Chicken: Crispy deep fried boneless chicken breast in piquant sweet and sour sauce, served with rice.	6.95
16. GA XAO HOT DIEU—Chicken With Cashew Nut: Boneless chicken breast sautéed with vegetables and cashew nuts, served with rice.	7.75
17. GA XAO NAM—Chicken With Black Mushrooms: Boneless chicken breast sautéed with black mushrooms and snow peas, served with rice.	7.75
18. GA XAO BONG CAI—Chicken With Broccoli: Boneless chicken breast sautéed with broccoli and Spanish onions, served with rice.	7.75
(Beef)	
19. BO LUC LAC—Shaking Beef: Cubes of filet mignon marinated in special sauce, served in vinaigrette sauce on a bed of watercress.	8.95
20. BO XAO BONG CAI—Beef With Broccoli: Tender beef sautéed on broccoli and onions, served with rice.	8.75
21. BO XAO NAM DONG CO—Beef With Black Mushrooms: Beef sautéed with black mushrooms, onions and snow peas, served with rice.	8.75
22. BO XAO CAI BE TRANG—Beef With Bok Choy: Tender beef sautéed with bok choy and Spanish onions, served with rice.	8.75
23. BUN BO XAO: Marinated Beef On Rice Noodles: Tender beef slices marinated and sautéed on rice noodles. Served with peanuts, fresh bean sprouts and house sauce.	6.95
24. MUC XAO MANG—Squid With Bamboo Shoots: Slices of squid sautéed with bamboo shoots, tomatoes, carrots, celery and onion, served with rice.	7.25
25. VIT QUAY—Saigon Duck: Duck marinated in special sauce, roasted with crisp skin, decorated with orange sauce and served with rice.	10.25
26. BIEN MAI XAO NAM—Scallops With Straw Mushrooms: Fresh scallops sautéed with straw mushrooms and assorted exotic vegetables, served with rice.	7.95
27. CANH CHUA TOM—Hot and Sour Shrimp Soup: Large shrimp, straw mushrooms, onions, snow peas, chili pepper, served with rice or rice noodles.	7.00
28. TOM XAO RAU—Shrimp With Mushrooms And Baby Corn: Large shrimp sautéed with straw mushrooms, baby corn and vegetables, served with rice.	8.50
29. TOM XAO BONG CAI—Shrimp With Broccoli: Large shrimp sautéed with broccoli and onions, served with rice.	8.95
30. TOM SOT CHUA NGOT—Sweet and Sour Shrimp: Deep fried large shrimp, in piquant sweet and sour sauce, served with rice.	7.50
31. CA HAP—Steamed Fish: Steamed filet flounder in its own juice, garnished with oriental vegetables, served with rice or rice noodles.	8.75
32. CA CHIEN SOT CHUA NGOT—Fried Fish: Sea bass whole fish sautéed in piquant sweet and sour sauce.	seasonal
33. CA LAN BOT CHIEN—Sweet and Sour Fish: Crispy deep fried fresh flounder in piquant sweet and sour sauce, served with rice.	8.65
34. THIT HEU XAO HOT DIEU—Pork With Cashew Nuts: Sliced pork sautéed with vegetables and cashew nuts, served with rice.	7.95

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APR 29 1988

WORKING WITH WAX — Annette Michaud, a Tweedie employee, works in the crown bridge waxing department.



David Kool/Manchester Herald



David Kool/Manchester Herald

TAKING A SPIN — Gold or other metal alloys are melted with a propane torch in a well. The well is given a spin,



David Kool/Manchester Herald

and the centrifugal force sends the molten metal into a tube that contains the hollow crown mold.



David Kool/Manchester Herald

APPLYING PORCELAIN — Carole Medeiros, a Tweedie employee, begins building porcelain onto the crown.

Tweedie resembles the daVinci of dentistry

By Nancy Concelman
The Manchester Herald

Holding a mock jaw in his hand, dabbing at molars and bicuspids with a tiny paintbrush, Mark Tweedie looks like the daVinci of dentistry.

He touches orange-brown in the chewing area of a bridge he's working on, and puts a little translucent color on the edges of the teeth. While he has a prescription from a dentist to guide him, much of his knowledge of the colors and peculiarities of teeth comes from more than four years experience as a dental technician.

Tweedie is the owner of Tweedie Dental Arts, a dental laboratory located on the second floor of an office building at 342 Main St. His business makes crowns, bridges and dentures for about 20 local and out-of-town dentists.

Tweedie said his interest in the field came from his father, who learned the trade in the Navy and worked in it for awhile after he got out in the late 1940s.

"When I got out of high school, I really didn't know what to do," Tweedie said.

Tweedie spent six years in the Navy, joining in 1975. He studied at the Naval School of Dental Assisting and Technology in San Diego, and opened Tweedie Dental Arts in 1984. Now, he said, the company is so busy, it hasn't taken any new accounts for more than a year.

The paintbrush is one of many tools Tweedie will wield during the 10- to 12-day process, which begins with the dentist.

The dentist takes an impression of the patient's mouth with whatever teeth are being replaced or covered or filed down. He gives the negative impression and a specific prescription to Tweedie, who uses them to begin sculpting a smile.

At Tweedie's lab, a technician pours a mixture of gypsum and water into the negative impression to create a master mold. The water and gypsum must be mixed in a vacuum to prevent air bubbles, Tweedie said.

After the mold is set, which takes about an hour, the individual teeth in the gypsum jaw, called crowns, go to the crown bridge waxing department, where the crowns, also called "die," are dipped into wax heated to 185 degrees Fahrenheit.

"Basically, we want to achieve 3/10 of a millimeter of wax

(around the die)," he said. The wax pattern of a bridge he's working on is then put into a metal casting ring, which is filled with a creamy phosphate-based material that will set up around the wax pattern.

Next comes the burning-out process, which takes about three hours. The casting ring with the wax pattern in it is put into a burnout furnace. During the burning-out process, the wax mold within the phosphate material will disintegrate, leaving a phosphate ring containing a wax impression, Tweedie said.

Tweedie takes the ring and places in a cylindrical metal bin, next to a lump of gold or gold alloy. There are several different types of alloys out that vary in the amount of gold they contain, depending on the type of structure being made and the desired softness or hardness, he said.

Tweedie then grasps another tool, a propane-oxygen torch and

melts the gold. When the metal becomes liquid, he gives the bin a spin, and the centrifugal force sends the metal into the phosphate ring with the wax impression. After about an hour the metal has hardened and Tweedie is left with a porcelain-fused metal crown.

Next, the metal castings are ground down to size with aluminum-oxide stones and covered with porcelain. The porcelain is applied with a paintbrush and once dry, the crowns are fired in a computerized porcelain furnace that controls how long the porcelain dries for, the temperature at which firing begins and the vacuum level. If the crown is fired incorrectly, it will eventually lose its shape and turn into glass, Tweedie said.

Next comes what Tweedie says is the most difficult part — matching the color of the crown to the patient's teeth. Tweedie pulls out several porcelain manufac-

turers' color guides, pieces of plastic with rows of different-colored teeth. If the dentist doesn't have a guide that matches, Tweedie may have to pay one or more visits to the patient to match the color.

"That's the hard thing for a dentist and for us to accomplish," he said.

After the color is added to the crown and it's fired in a furnace, the crown must be hand-ground to shape with diamond burs, which Tweedie calls the "artistic" part.

But because no tooth is all one color, Tweedie must use stains to add characteristics such as ridges and darker chewing areas to the crown after it's been shaped. Often the teeth will include these characteristics on

his prescription.

"Good communication between a dentist and a lab is very important," Tweedie said.

After the tooth is stained and glazed to make it look more natural, it's fired again. The metal is then polished. Tweedie checks the fit of the crown and gives it one more quality check before it's shipped out.

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Tweedie's interest spurred by father



David Kool/Manchester Herald

MIXED UP — Brian Parent, an employee at Tweedie Dental Arts, prepares a mixture that will be poured into an impression of a patient's mouth. The mixture will harden, leaving a set of "teeth."



David Kool/Manchester Herald

SPREADING IT THICK — Parent spreads a thick layer of mixture over a mold that will be used to make an impression of teeth.

The paintbrush is one of many tools Tweedie will wield during the 10- to 12-day process, which begins with the dentist.



Mark Tweedie

Made In Manchester

Name: Tweedie Dental Arts.
Address: 342 Main St.
Type of business: Dental laboratory.
Founded: In 1984 by Mark Tweedie.
Products: Crowns, bridges and dentures.
Owner: Mark Tweedie.
Employees: Three, excluding Tweedie.

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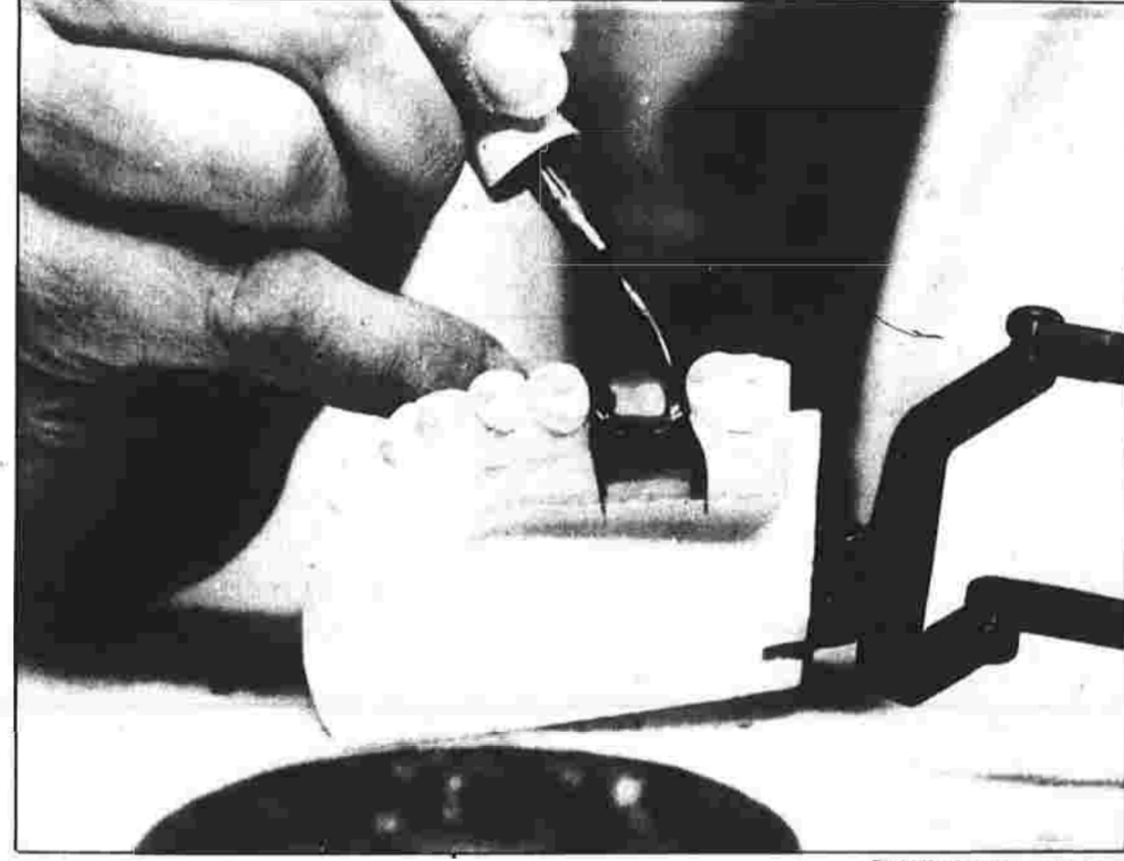
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David Kool/Manchester Herald

ATTENTION TO DETAIL — Annette Michaud works on a wax relief of a crown.



David Kool/Manchester Herald

DETAILING — Tweedie applies stain to the "teeth" to show details.

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Profile '88
Section B

MADE IN
MANCHESTER



Joseph Cloutier of Allied Instrument and Tool Co. works on an engine probe. The probe will be used to test heat and pressure in a General Electric jet engine. Story and more photos on pages 4B and 5B.

Manchester Herald
Friday, April 29, 1988

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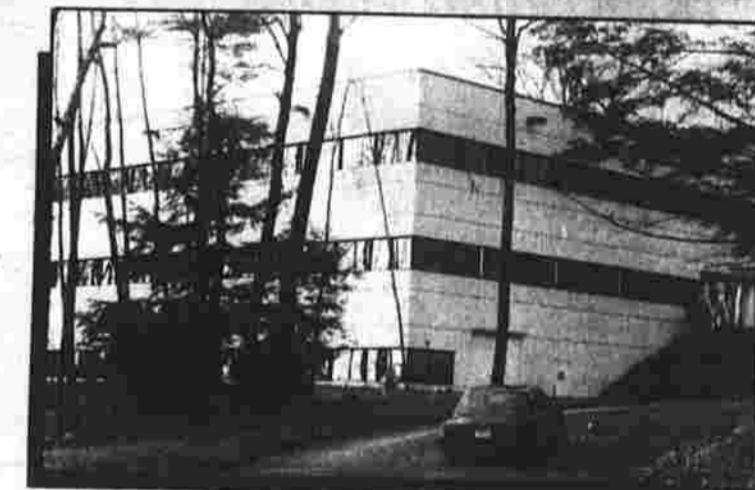
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| Benjamin Obydyke of New England, Inc. | Holiday Lanes |
| Cerber Scientific | Mary Cheney Library |
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| Cox Cafe | North United Methodist Church |
| Manchester State Bank | Manchester Oil Heat |
| S.B.M. - Main & Branches | Colonial Apartments |
| Richard Martin School | (Spruce, Cottage and Oak Streets) |
| E.C.L.C. Learning Center | Knights of Columbus Hall |
| Second Congregational Church - Addition | The Children's Place |
| | A. Raymond Zerito & Sons |



GENERAL DIGITAL CORPORATION

Great care was taken to environmentally maintain the beautiful wooded site that this building is located on. It is a three-level hi-tech structure housing the corporate headquarters of General Digital, a company specializing in computer technology.



HEARTLAND PLAZA

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Instrumentation devices for aircraft

Like starting a new business



By Jayne Keeble
Manchester Herald

When Donald and Lorraine Benoit, owners of the Allied Instrument and Tool Company Inc. of Manchester, decided to retire and sell their family business after 24 years, two of their employees elected to buy them out.

Joyce Leister, of Pleasant Street, the company secretary and bookkeeper for eight years, and Edward Kuligowski, of Glastonbury, who had worked for 13 years on instrumentations for the former family firm located at 286 Center St., formed a partnership. Without the aid of outside investors, the two made a bid that their former employers accepted.

"They were retiring, and we figured we'd take them over," Kuligowski said.

The contract was to be closed April 26, although the new owners have been running the business since March 18. The deal "just fell into our laps," Leister said.

"I know how to run the office, and he (Kuligowski) knows how to run out here," she said, nodding in the direction of the workshop.

The work area itself is divided into two sections, one with heavy machinery to manufacture tool components and the other bench-

lined, where the welding and assembly is done. Primarily, Allied Instrument and Tool manufactures probes used to test aircraft engines and to check for over-heating. In the past, the firm has provided instruments for Sikorski helicopters, General Electric, Pratt and Whitney, and airlines such as Air France.

The probes are made from scratch at the small factory in Manchester and sent to the companies who use them for testing. The machinery needed for this was all in place when the new owners bought the plant.

Allied Instrument and Tool Inc. does no advertising. The company gets work by submitting bids on contracts, although Kuligowski said that they get some of their work by referral, most of their foreign contracts, for example, have been the result of referrals from G.E.

The new owners said that business had been slow recently but they presently have about 20 bids out for contracts and are hoping that work will pick up soon.

"We'd like to get G.E. in Cincinnati," Leister said, referring to a large contract they have given quotes for. Kuligowski said that they planned to run the business much the same as

before, but that if work picked up they hope to expand, although they will still focus primarily on instrumentation.

Kuligowski said that the former owners had been willing to advise them if needed. But in spite of a few inherited contracts, both Kuligowski and Leister are working hard to get more business.

"It feels like we're starting a new business," Leister said.

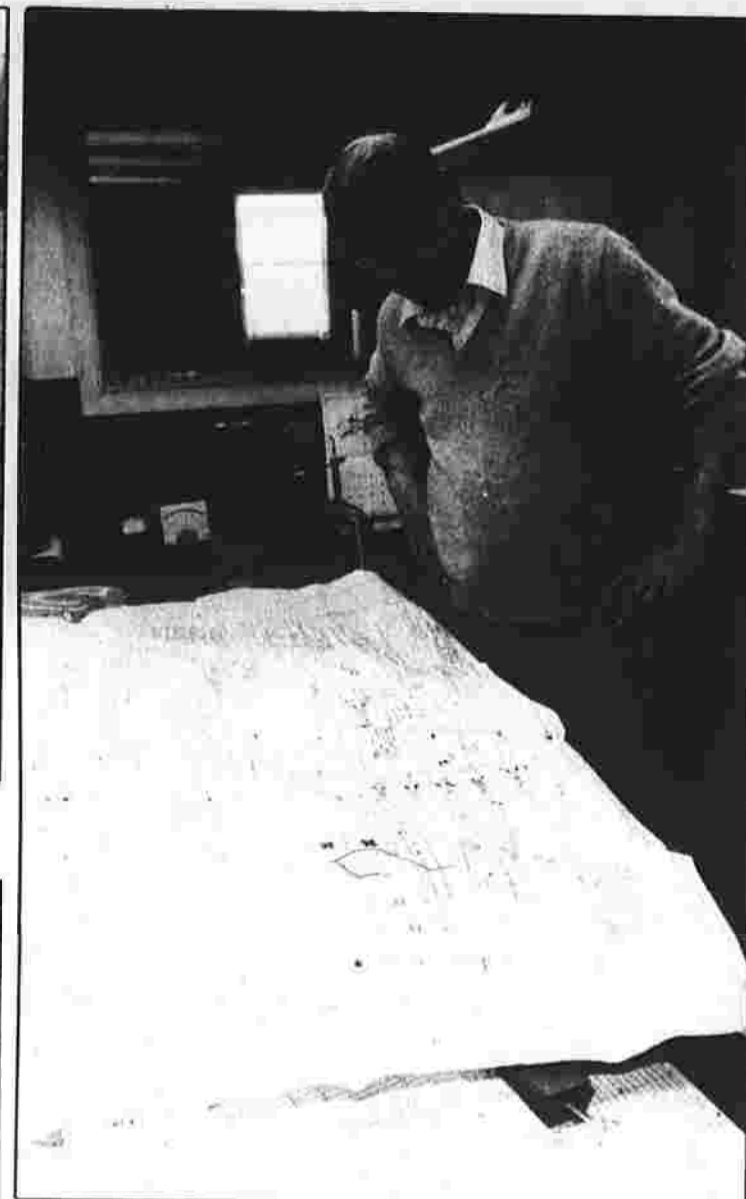
Their co-workers all seem content with the change in management. John Pavelock, a machinist and Manchester resident, who has been with the firm for 20 years, said that they all get along the same as ever. "As a matter of fact, it's a little better," Pavelock said. "They run things differently, there's a different attitude."

Joseph Cloutier of Kensington Street, welder for the company, agreed with Pavelock. "We all get along pretty well together. We've worked together for a long time," Cloutier said.

Both Leister and Kuligowski will hold all the stock, and plan to remain in the building on Center Street for the two years remaining on the lease. After that, they say, the extension of their lease will depend on the new owners of the building.



WORKSHOP — Work continues on after the retirement of the company founders. The company manufactures probes that test jet engines.



ROUGH DRAFT — Ed Kuligowski looks over plans for an instrument the company will manufacture.

METAL PARTS — Joseph Cloutier of Allied Instrument and Tool Co. works

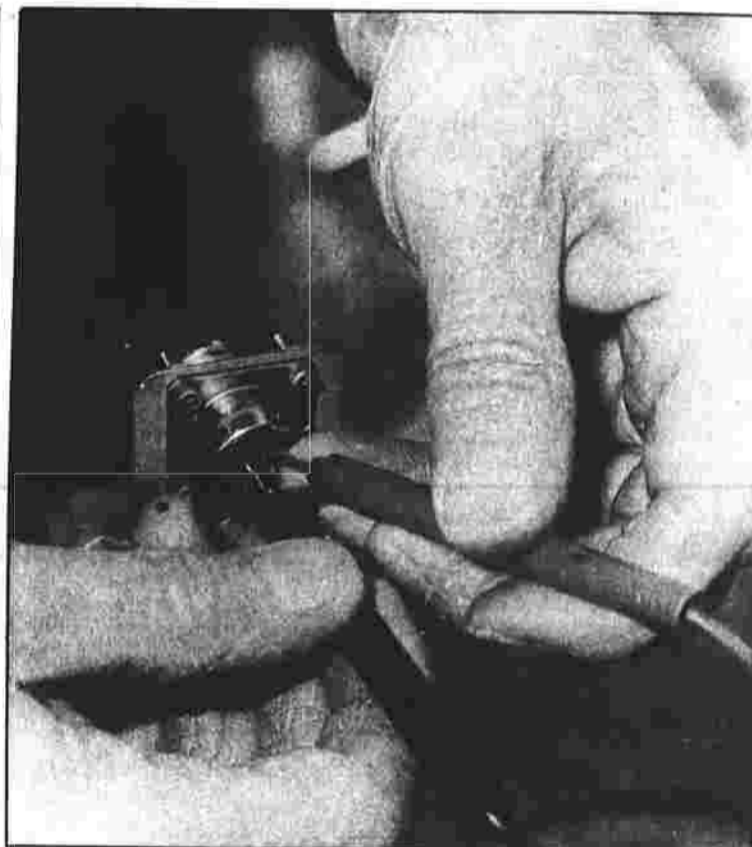
with a TIG welder at the company. He is working on a very small metal part.



HEATED UP — Wire leads are inserted through the tip of a heat and pressure probe.



PROBING QUESTION — A close-up view of the end of an Allied Instrument and Tool Co. probe that will test an engine.



PROBE CONNECTOR — The polarity of a connector for a probe is tested before the probe is used to test heat and pressure in General Electric jet engines.



THIN LINE — John Pavelock works on a General Electric engine probe at the West Center Street shop.

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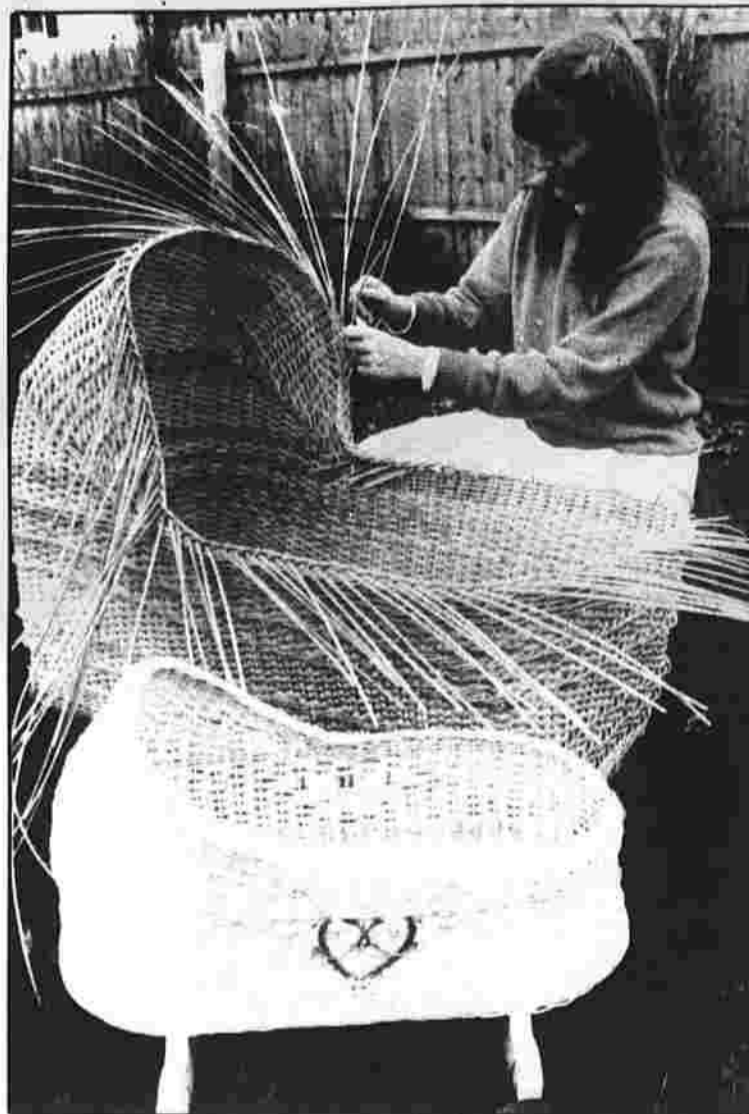
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David Kool/Manchester Herald

BABY CRADLES — It's tough to find a space large enough to work on a full-sized wicker baby cradle like this one. Broderick is finishing the edges in her backyard. A doll cradle is in the foreground.



David Kool/Manchester Herald

FOREST OF REED — This forest of rattan, which hangs in Broderick's basement, is waiting to be measured and cut. The reed comes in one-pound hanks.

Signature of twisted reeds

By Nancy Pappas
Manchester Herald

On a pleasant spring afternoon, Pam Broderick of Bigelow Street may be found wandering along a woody path, gathering lichens. At home, she will chop this lichen in a blender, add water and a little ammonia, and leave this mixture to "brew" for several weeks.

Sound like an up-in-date witch getting ready to cast a few spells? For Broderick, a basket weaver, it's all part of the job. She uses the lichen liquor to dye long strips of beige rattan in a variety of light pink and deep purple hues.

Also in her palette are black walnut hulls, onion skins, and the sawdust from tropical trees, such as logwood and cutch. Using these, as well as some purchased dyes, Broderick ensures that her baskets will be distinctive.

Broderick's "signature," she said, is the use of reeds in contrasting colors, which she twists to form bows, curls and

floral designs. "Being able to use the reed as if it were ribbon, that's where I am somewhat different as a basket maker," she said.

An incident last year confirmed for Broderick that she is on the right track. She sent slides of her baskets to a prestigious crafts show, even though the deadline for applications was long past.

When the chairman received the slides, she called Broderick. "She said to me, 'Look, I closed this in May, but I've never seen baskets like these.' She invited me into the show," Broderick recalled. "I felt very good about that."

Broderick learned to weave baskets about seven years ago, from a friend who attends the same church. At that time, basketmaking joined Broderick's other skills — such as knitting,

dollmaking, embroidering, sewing and furniture refinishing. "It was just something I did. I made things to give away — to church, school, garden club, Girl Scouts, whatever," she said.

All of that changed about 14 months ago, when a friend brought some of Broderick's baskets into her office. Another woman in that office saw them and asked Broderick if she would participate in a Junior Women's Club crafts show in East Granby.

Broderick recalled putting in long hours, sometimes working all through the night, to build up her inventory. But it was worth it, she said.

"I guess you could say that that's when I turned 'pro,'" said Broderick. "I sold about \$600 worth of baskets that day. It felt really wonderful!"

From March through De-

ember of 1987, Broderick sold about 500 baskets. She went to crafts shows, brought her wares to people's homes and took orders from friends and acquaintances.

This year, Broderick expects that she will double her sales. From small baskets which flower girls can carry in a wedding ceremony to a full-sized wicker cradle, Broderick's designs have been popular.

Beginning in January, Broderick said she realized that she needed to make the operation more efficient.

"I made myself get sophisticated," she said. She began ordering the cane in 100-pound lots, and cutting all of it to the proper lengths over the course of one or two days.

The lengths of reed are then

Continued on page 7B

Made in Manchester

Name: Pamela Broderick.
Address: 68 Bigelow St.
Type of Business: Basket weaving.

Founded: 14 months ago.
Products: Various types of baskets, wicker cradles for children and dolls.
Owners: Pamela Broderick and Roger Fisher.
Number of employees: One.



Pam Broderick



David Kool/Manchester Herald

STACKABLES — Pam Broderick of Bigelow Street packs up some of her many baskets. This is Broderick's second year as a professional basket weaver.

Creating baskets, wicker cradles

Continued from page 6B

"filed" in a system of brown paper grocery sacks, with each sack labeled in felt-tip marker. The appropriate measurements for each type of basket are noted on 3-by-8-inch cards and stored in a wooden recipe card file.

"For me, this is pretty high-tech," said Broderick. As a self-employed craftsman, Broderick has the option of working her schedule around those of her two daughters, who are 2 and 6 years old.

On the other hand, those who work at home often find that there are conflicts, she said. The business proprietor, the artisan and the mother are all on duty, all of the time.

"You don't get into your car and have that 'drive-time' to 'unwind,'" she said. "You're wearing all of your hats, all of the time."

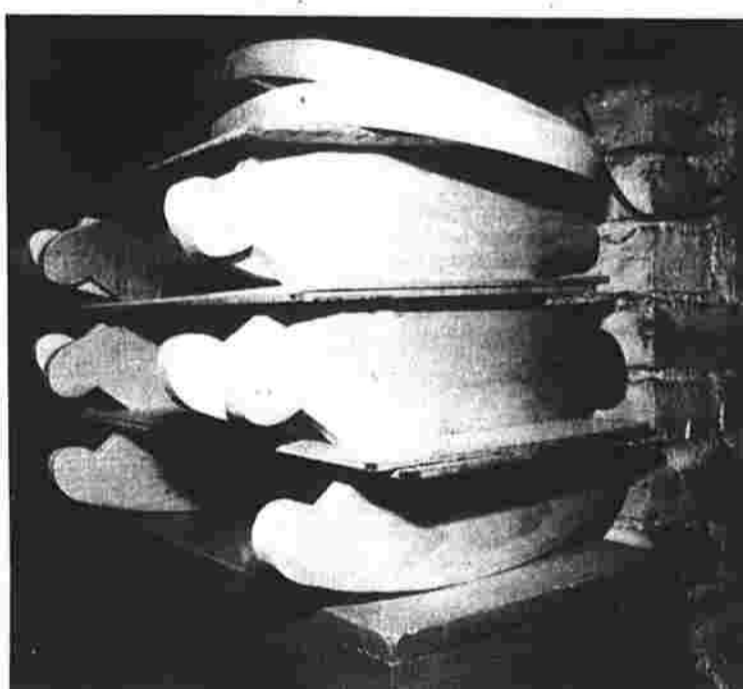
But the advantages outweigh the disadvantages, in Broderick's mind.

In fact, her biggest problem is trying to satisfy the seemingly insatiable demand of her customers. Broderick's baskets are what are known as "cross-over" items — that is, they can be used in both contemporary and traditional-style decor.

The profits from the baskets have allowed Broderick and her husband, Roger Fisher, to invest in a small pick-up truck.

"You really need it, for delivering wares, and for picking up supplies," she said. The truck has two jump seats for the youngsters, who attend some of the crafts shows with their parents.

In fact, at age 2, Fiona Fisher already knows where Easter baskets come from. The Easter bunny may pay a visit to Bigelow Street. But "my mommy makes the baskets," she says.



David Kool/Manchester Herald

RUNNING AWAY — A stack of wooden runners waits for Broderick to find time to weave more cradles.



David Kool/Manchester Herald

LICHEN TO DYE — These are the lichen which Broderick brews into a pink and purple dye.

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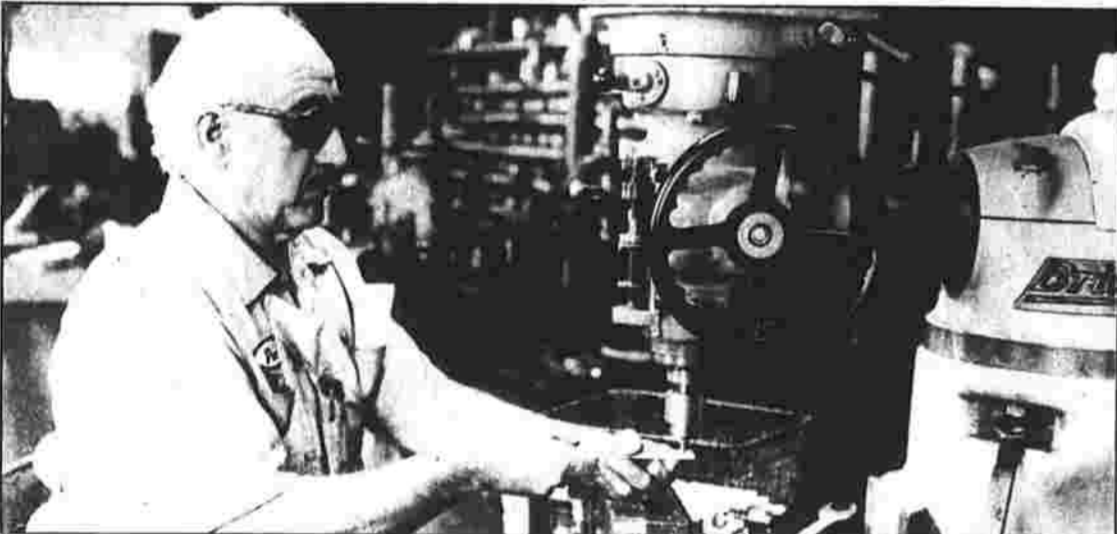
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UTERINE DISPLACER — Paul Mincarelli works on the assembly of a uterine displacer, used in hospitals to assist patients



BOW STRINGER — One area in which Mincarelli has an interest is archery and works on a bow stringer that enables an archer to change his string in the field.

Machine shop is a 'hobby shop'

By Len Auster
Manchester Herald

When you think of a machine shop, you think of a bustling and bustling establishment where the machines are constantly in use and — to pardon the cliché — the workers have their noses to the grindstone.

That's not the case at Gayle Manufacturing Co. "We're a hobby shop," says Paul Mincarelli, 61.

He and his son, Joe, are the lone workers at their cavernous workshop on Garden Grove Road.

The elder Mincarelli, who worked his way to being assistant plant superintendent at Scully Machine in East Hartford before it was auctioned off in 1972, describes his work as an act of love.

"I didn't start the business to make money," he said, adding that "if you can't have fun in what you're doing" it isn't worth it.

Mincarelli purchased Gayle Manufacturing in 1972. He's also the owner of U.S. Med. Inc., but that is in name only.

His work is varied. "People come in with an idea and we build it," Mincarelli said. The two areas in which the firm has made the greatest impact are archery and medicine, he said.

In archery, the younger Mincarelli designed a new sight, with and for Eric Hall, the world archery champion. It's called the

"Classic Sight" and according to a visitor is "the best in the world today. All the top archers use it."

"My son designed the sight for Eric Hall's bow. My son didn't like the sight out on the market so he decided to change it."

Mincarelli's firm stopped making the sights when Hoyt-Easton, a major corporation which is Hall's prime sponsor, took the sight production over.

Mincarelli has also made an extender for bows and an over-draw, which goes inside the bow as an aid for the projector when shooting. He has also devised a bow stringer for those who want to restring out in the field.

He's also made an automatic judge maker. "Somebody came in with an idea and we made it," Mincarelli said.

Among the other gadgets that he's tackled is a clam shucker. "Someone came here with a blueprint and it didn't work. I made it work," Mincarelli said.

The shucker cuts the muscles of the clam without cutting the meat or spilling the juice.

Another piece which Gayle Manufacturing was involved with was the Rentsch cardiac press. Its concept came from a doctor with the same name in Glastonbury.

"It's used as a heart saver," Mincarelli said, adding he thinks there are more than 8,000 worldwide.

"It's an aid to CPR. It compresses the heart and pushes the blood to the brain. It has a two-inch stroke. It's a 3-to-1 mechanical advantage," Mincarelli said, explaining its operation.

He added that he thinks most hospitals in the area own one. He's also produced, on a limited scale, what he calls a Super bar.

"When a fireman goes to a locked door with a deadbolt lock, or whatever, he can open the door with this in two seconds," Mincarelli said.

The idea for the gadget came from a Hartford fire department officer and Mincarelli made it.

Mincarelli also has made, on a limited scale, what he calls a collet rack for a Bridgeport-type machine. It keeps the tools for the machine underneath, and out of the way of flying chips when the machine is in operation.



CARDIAC PRESS — Mincarelli, owner of Gayle Manufacturing, works on what is called a Rentsch cardiac press. It's used in hospitals as an aid for CPR. It compresses the heart and pushes blood to the brain on a 3-1 mechanical ratio. He said there are about 8,000 of them in the world.

Made in Manchester

Name: Gayle Manufacturing.
Address: 40 Garden Grove.
Type of Business: Machine Shop.
Founded: In 1972 by Paul Mincarelli.
Owner: Paul Mincarelli.
Number of Employees: Two.



Paul Mincarelli

Profile '88
Section C

MADE IN
MANCHESTER



Roy Szaluga of East Hartford applies glue inside a clamp which will be used to attach the feathers to the arrows during the fetching process at Hell's Indoor Archery Range. Story and more pictures on page 6C.

Manchester Herald
Friday, April 29, 1988



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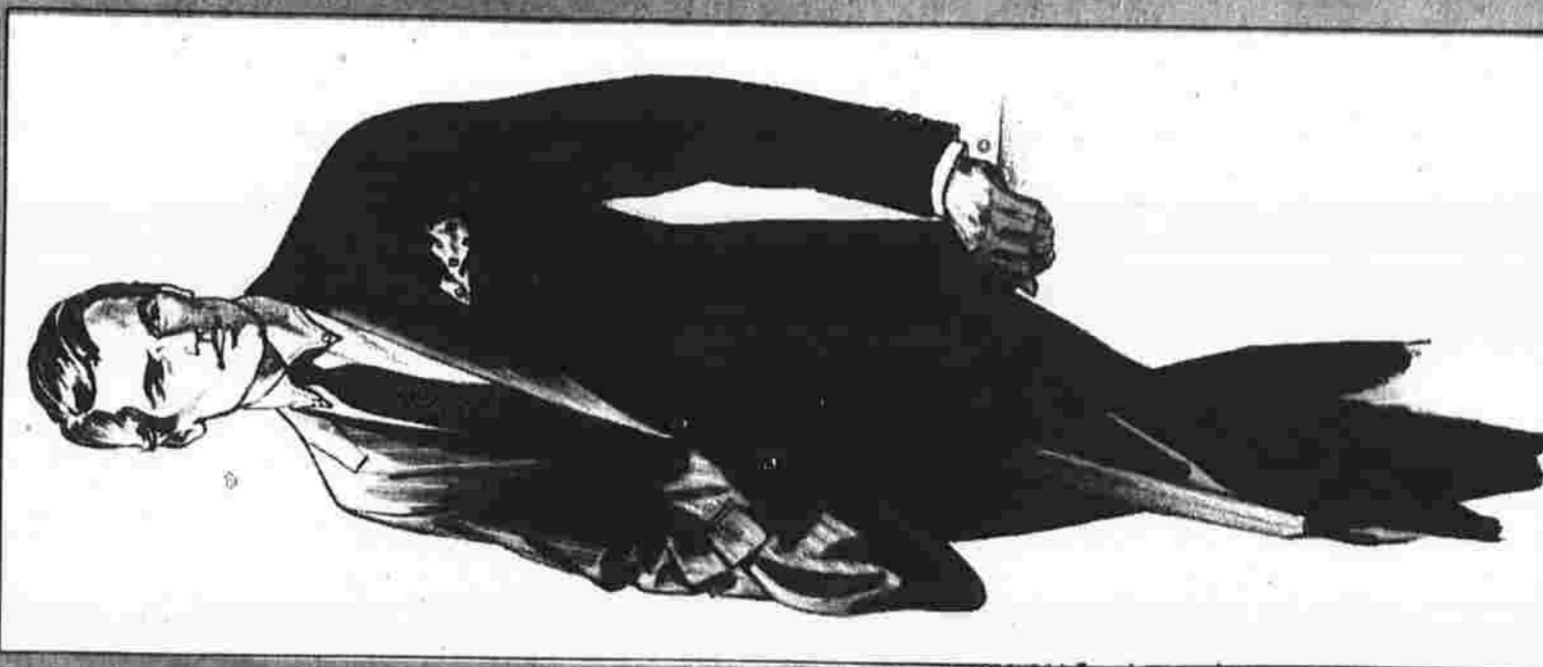
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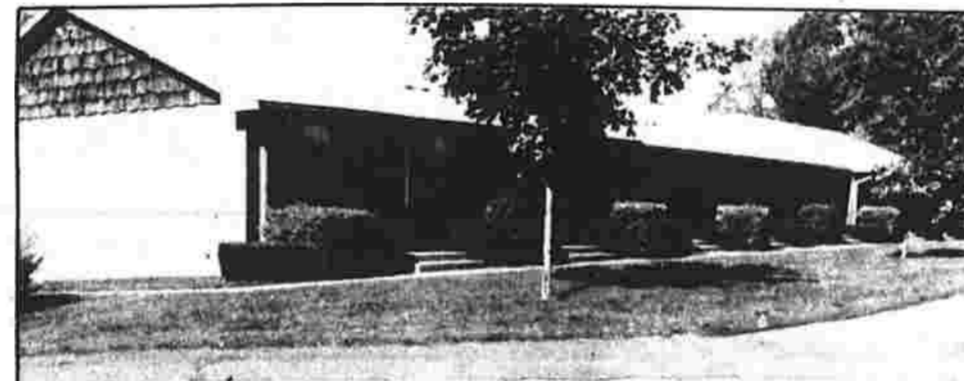
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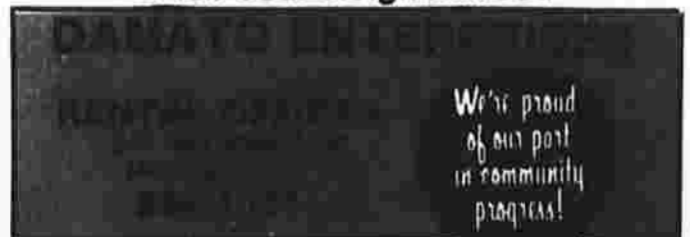
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Home on the Indoor Archery Range

Father's childhood hobby is now family's business

By Jim Tierney
Manchester Herald

What began as a hobby for Art Hall has now become a way of life. He started making his own arrows when he was 14 years old and now he and his family own "Hall's Indoor Archery Range," the first indoor range in New England and the largest in the United States.

"My father and mother were shooting archery in high school," Hall's youngest daughter, Tricia Hall-Johnson, explained. "He would make arrows for all his friends and sell them because they liked how he made them better than the ones you could buy. It started as a hobby and kept getting bigger and bigger."

Before it opened in 1984 at its present location of 291 W. Middle Turnpike, Hall's Indoor Archery Range was conceived in the cellar of Hall's Columbia household in 1954, at which time he only made and sold arrows there while an outdoor range was set up in his backyard.

"It was never my intention to go into business," Hall said. "Back in those days there was nothing available. If you wanted to participate (in archery) it was a foregone conclusion that you had to do it yourself."

With seven full-time employees headed by Hall's sons, Eric and Mark, and daughter, Tricia, approximately 12 dozen arrows are made a day and 10,000 dozen in a year. Eric, a 1978 graduate of East Catholic High School, is the reigning world field champion archer and Tricia was the 1988 women's national professional champion.

The archery range "was a question of touch and go. It was a financial disaster for about 15 years."

— Art Hall
range owner



Mark Hall

Made in Manchester

Name: Hall's Arrow.
Address: 291 W. Middle Turnpike.
Type of business: Indoor Archery Range.
Founded: 1964 by Art Hall.
Products: Arrows.
Owners: The Hall family.
Number of employees: Eight.



STRAIGHT AND NARROW — Tricia Hall-Johnson gathers the arrow shafts which are prepared to be fletched.

The arrow-making process begins with the hollow aluminum arrow shafts which are shipped to Hall's from Van Nuys, Calif. The shafts are cleaned in a baking soda/water solution. Plastic knobs are glued to the tips of each arrow which allows the person to rest the arrow on the bowstring.

Now, the arrows are ready to be "fletched," at which time the feathers are applied with glue. A total of 12 arrows can be made at a time on a fletching "tree." It takes approximately three minutes for the feathers to dry. After fletching, small dabs of glue are applied to the ends of the feathers because they are extremely sharp. Arrows are made at Hall's Monday through Friday.

"(Arrow-making) is an all day job for Tricia when she's in there by herself," Hall said. "Tricia, 23, won the prestigious Las Vegas Archery Tournament the last two years. Tricia has two older sisters, Robin and Tanni, while her husband, Butch, is said to be one of the best archers in the country. Tanni is the only one in the Hall family who doesn't work for the range. Tricia's main helper in the arrow-making process is Roy Szeluga of East Hartford.

Hartford. "It (an archery range) was a question of touch and go. It was a financial disaster for about 15 years," Hall explained. "The last five years have been just tremendous."

Some of the other different types of arrows made at Hall's are cedar, fiberglass, graphite, and aluminum. A set of six arrows can cost anywhere from \$15 to \$45. The carbon aluminum arrows, used by Olympic archers, cost \$25 each.

The family-run business is open year-round and hosts tournaments the first Sunday of December, January, February and March, along with the Connecticut Junior Olympic championships.

Hall's hours are Monday through Friday from 10 a.m. to 9 p.m., Saturday from 10 a.m. to 9 p.m., and Sunday from 1 to 6 p.m.



TAKING STOCK — Tricia Hall-Johnson checks inventory on the finished arrows at the family's shop located at 291 W. Middle Turnpike.



FLETCHING PROCESS — Roy Szeluga of East Hartford applies glue to the inside of a clamp which will be used to attach the feathers to the arrows during the fletching process at Hall's Indoor Archery Range.

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NEWBORN — A group of newborn pigs are fed by their mother in a pen at the Overbrook Farm on Hillstown Road. The farm, which turns out about 800 pigs a year, may be the largest pig farm in the state.

Overbrook Farm raises some 800 pigs annually

By Andrew Yurkowsky
Manchester Herald

Anthony Botticello stands near a muddy field where the pigs he raises are bred. It's a relatively warm afternoon and several animals are walking around the fenced-in area.

To the uninitiated, the smell could be more than unpleasant. But Botticello, who has been raising pigs at Overbrook Farm since 1956, doesn't seem at all put off. Despite the strong odor, he insists that pigs in general are clean animals and that his are especially so.

"If they're kept clean, they'll stay clean," he said.

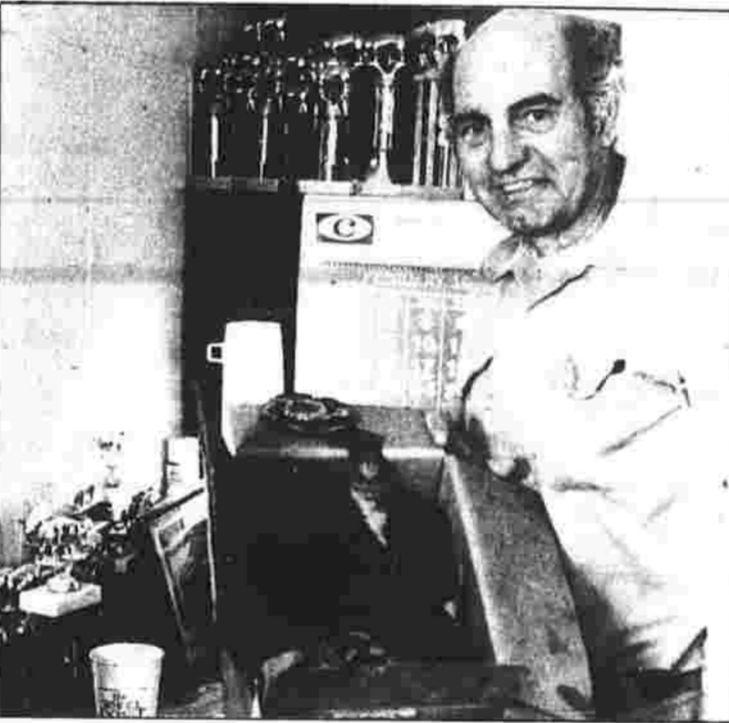
Overbrook Farm, located on Hillstown Road, is probably the biggest pig farm in the state. But you could pass by it without a second glance during a drive down Hillstown Road. The farm — a red two-story barn and the yard where the animals are bred — is set back about a quarter of a mile from the street, accessible only by a winding dirt road.

The three-man operation turns out at least 800 pigs per year, half of which are sold for slaughter and the other half for use by other farmers who may buy the pigs for breeding, among other purposes.

Botticello, who also is the owner of the Sanitary Refuse Co. of Manchester Inc., began raising the animals on his family's farm on Spencer Street when he was 15 years old.

Overbrook Farm gets its name from the fact that you have to pass over a brook running under Hillstown Road on your way to the farm. There are about 300 pigs at Overbrook at any given time, and breeding continues year-round. The barn is divided into several sections where the pigs are kept during various stages of development.

The sows have their litters in "crates," small pens on the first floor of the barn. Here, each litter remains with its mother for three weeks. The piglets are then transferred with their mothers to larger pens on the other side of the barn, where they stay for another two to three weeks.



PRIZE-WINNER — Anthony Botticello, the owner of Overbrook Farm, holds a box full of ribbons his pigs have won at fairs throughout the region. Trophies the pigs have won are on the desk and on the filing cabinet behind him.

After this stage, the newborn pigs are weaned from their mothers and kept in a separate pen for about another two weeks, until they weigh between 30 to 50 pounds. They then are moved up to the second floor of the barn, where they are kept until they are sold.

The pigs are about five months old when sold and weigh between 200 and 250 pounds, Botticello said.

Pigs for slaughter are sold to Copaco, a slaughterhouse in Bloomfield. Pigs sold for breeding or other purposes are called "feeders," pigs, so named because they have grown to the point where they can be fed anything a human can eat.

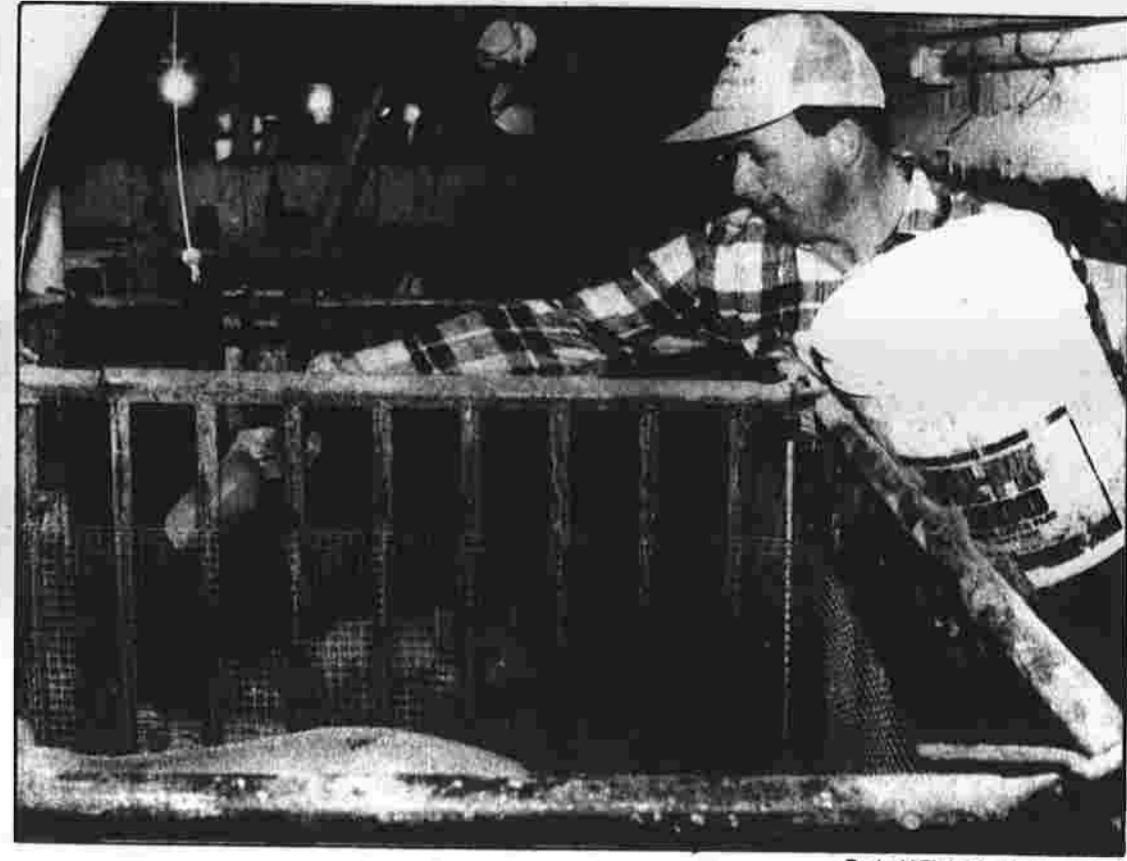
Breeding takes place in a field behind the barn. About five boars, or adult males, are on hand at any time for mating purposes.

Every spring, Botticello holds an auction at his farm to sell his pigs, which are bought by farmers from as far away as Maine and New Hampshire. He has a box full of ribbons from regional fairs and numerous trophies in his office. Last year, one of his pigs won second place in a competition for "breeding gilt" at the Eastern States Exposition in West Springfield, Mass.

A gilt is a female pig that has not mated yet.

Botticello said he devotes more of his time to his farm now that his sons have begun working at Sanitary Refuse. He said none of his sons are interested in taking over the farm, but that doesn't pose any problems.

"I don't plan to retire either," he said.



FEEDING TIME — Bob Barnett feeds a group of younger pigs in the barn at the Overbrook Farm. When the pigs become older they are moved to another area on the second floor of the barn.



RITE OF PASSAGE — When they are about 6 weeks old, pigs are separated from their mothers. The pigs remain in this area for another two weeks until they weigh between 30 and 50 pounds.

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FINISHING TOUCHES — Sylvia Miller, left, and her sister, Sabina Vogt, founders of Country Arts, place grape-vine wreaths around the necks of recently completed geese.

Made in Manchester

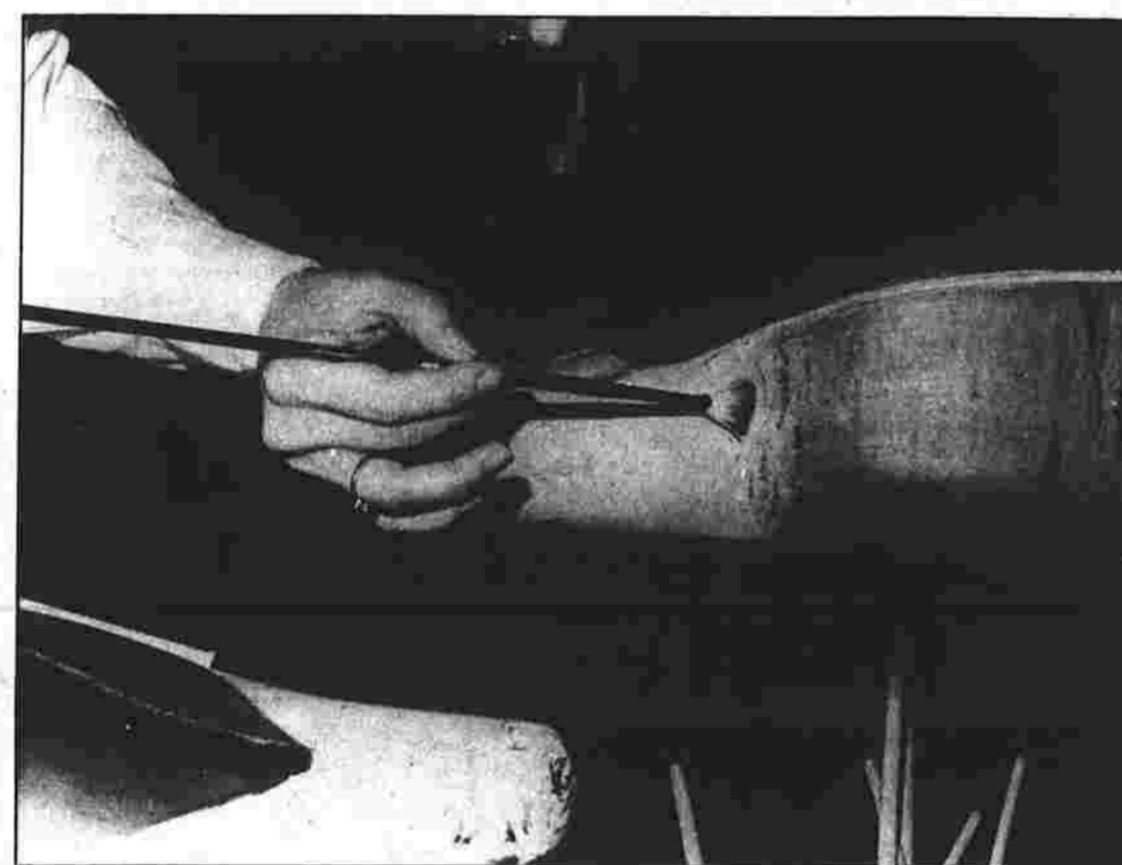
Name: Country Arts.
Address: 178 Carriage Drive.
Type of Business: American Folk Art.
Founded: 1983 by Sabina Vogt and Sylvia Miller.
Products: Collectibles and decorative wares.
Owners: Sabina Vogt and Sylvia Miller.
Number of employees: Three.



Sabina Vogt



FLOWER BLOOMS — Miller, left, lightly strokes a wooden tulip as she finishes painting. Below, she displays the finished product.



AGAINST THE GRAIN — The craftsmen use various finishes to help highlight the natural wood grains in their products.



A MASTERPIECE — A finished folk art piece graces the mantle of a fireplace. This item and many of the company's

products would look great in a country home.

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CART FULL — This wooden bunny holds a nest of hand-carved wooden eggs. The wheel cart would be a beautiful addition to anyone's Easter decor.

Country Arts attracts attention

Folk art training used in a cottage industry

By Anilo M. Coldwell
Manchester Herald

When the two Manchester sisters who own Country Arts first sold a few pieces of their craftwork in a local fair years ago, they never thought that would be the beginning of what is today a full-time cottage industry.

Sabina Vogt and Sylvia Miller started Country Arts in 1983 and still work from the workshop set up in Vogt's basement on Carriage Drive. They carve wooden figures of animals and people from historical eras in an old-fashioned touch of the labor of love.

Painstaking hours of carving, sanding, painting and finishing wood designs based on American folk heritage are the mainstay of their craft. Their wares range in price from \$5 to \$100.

"American folk art started when people had little money to spend on toys and decorative wear, during the pioneer days," Sylvia Miller said. "They would make weathervanes for their barns, carve little rabbits — all sorts of things," she said.

"With time, they used natural dyes for color because they didn't have money for paint. Paint came from Europe," Miller said.

Miller said the creations were "poor country folks' things."

"In the last 10 years, everybody wants what the poor country folks had," Miller said.

But Vogt cautioned shoppers who are looking for folk art collectibles because not all artisans are trained in the techniques of replicating folk art.

"There are many people who are untrained," Vogt said. "We're trained. We think we have the edge because we know about doing things the right way."

The sisters trained with an artist of folk art and continued their education through practical experience.

"We started experimenting," Vogt said. "We read a lot of books and it just sort of evolved."

Producing a piece of folk art, whether it's a wreath, a long-neck goose, or tulips in a bouquet, is also a kind of evolution; each step in a process unfolding to reveal another stage in the design.

"We buy lumber and we design what we want done," Vogt said. A pattern is drawn on paper then traced on scrap wood. Vogt said. The design is then drawn on good pine.

Using various kinds of power sanders as well as hand sanding, Vogt and Miller try to attain a smooth surface that when painted is almost as smooth as glass.

"We sand between each coat of paint," Miller said.

After the sanding process, the details are painted onto each piece — eyes, a nose, a beak, or whatever the details of the design is.

The finishing process involves choosing various kinds of antiquing for specific effects, Miller said.

For example, to achieve a time-worn look, a certain antique finish is used.

"It's not supposed to be rough and splintery," Vogt said. "It's supposed to be worn from time."

Assembling the pieces is the last stage. If the piece of art is a wreath of tulips, for example, then the tulips are to be glued in the base. Added touches like bees, dried flowers and ribbons are also glued. The sisters said they use muted or earthy accessories so as not to detract from the woodwork.

"We really think our things through," Vogt said, adding that if they're preparing a welcome wreath, it should have a feeling of warmth.

They also use authentic material when they can. When Vogt and Miller designed a washwoman, they tore her clothing a bit and found a piece of antique

material to make a blanket for her basket.

All of this extra attention to their work takes a lot of time. One collectible item may take a total of eight to 10 hours in the workshop. Often the work is left for a day or two while drying, especially during the finishing process.

"Antiquing takes a long time to dry," Miller said.

But the sisters said they frequently get help from their husbands and their mother is a full-time employee.

"We couldn't do what we do without the support of our fam-

ilies," Miller said.

And what they do also involves selling their folk art at trade shows throughout New England like they did recently at the flower show held in the Hartford Civic Center.

"It's a very expensive venture," Vogt said. "As you expand your business and travel, it gets costly."

Country Arts hopes to find a home of its own soon, Vogt said, adding that its outgrown the basement.

"I don't think we ever thought we had talent at all," Miller said with a chuckle.



BACK RUB — Miller, in the early stages of the folk art sculpture, gently sands the back of one of the geese. Sanding is also done in between coats of paint so the finished product has a glass-like look.

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David Kool/Manchester Herald

THE LION'S DEN — A handsome lion peers through brightly colored flowers in a large stained glass piece done by Ann Madsen.

Customers' taste suited Original glass creations

By Barbara Richmond
Manchester Herald

She can't compete with foreign markets when it comes to mass production, but Ann Madsen of General Glass Service, 330 Green Road, says she can design stained glass items to suit any customer's taste.

Madsen, a Manchester resident, is a full-time employee of General Glass, which is a full-service glass company owned by Mr. and Mrs. Gerald Taylor. In fact, she is the only full-time employee of the firm. She has a sunny studio where she turns out such things as lamps, windows, panels, mirrors and sun catchers. Madsen explained that mass

production items are usually very trendy as far as colors are concerned. Most of these items are imported. She does agree, however, that glass imported from Germany is much finer than the domestic glass, even though domestic glass has been improving.

Today's architects of new homes are doing wonderful things for us," said Madsen. She added that architects who are designing new homes are using a lot of curved windows. It's difficult to make curtains or drapes for them, so stained glass gives them subtle color without keeping out the light.

About 20 years ago, Madsen opened a summer studio in East Haddam to get a feel as to whether she wanted to pursue a career in stained glass. She decided she did. She also was inspired by a book she read on Tiffany glass. Tiffany was responsible for discovering the stained glass making method which uses copper foil rather than lead.

As she spoke, Madsen was working on the restoration of a church window. "Restorations are the worst to do. Every piece of glass has to be cleaned before you put it back," she explained.

She said she had already put 25 hours into the project and there is still a lot of work to be done. Another craftsman put in about seven hours on a piece of the window that was too large for the kiln at the Green Road studio.

Later, working on a new piece she designed, Madsen expanded on her comment about mass production. "I can make items according to the wishes of the buyer, that's where I have the edge. I can tie the piece in with inside or outdoor decor and mass production can't do that."

Madsen designed and made the two stained glass panels that frame the entrance of the gift shop at Manchester Memorial Hospital. The windows were presented in memory of Mary Russell, a very active member of the hospital auxiliary.

A lot of thought went into making those panels, she remembered. Madsen met with an auxiliary committee and Russell's husband and discovered that Mrs. Russell's favorite flower was the orchid. Thus the theme for the panels — beautiful orchids. Doing this project was especially gratifying for Madsen.

"It's always most fun to do the things you like best — I think I enjoy doing flowers the most," she said. Another interesting project consisted of creating 16 new windows for Grace Lutheran Church in Plainville. Each window depicts a symbol of the entire church year. "This had me doing a lot of Biblical research to design each window," Madsen explained.

She said just symbols were used, no figures, and this was mainly for reasons of economy because faces take so long to do. Another of her special projects was doing a room divider for a former Vernon resident who now lives in Edison, N.J. The customer was uncertain about the theme she wanted. Madsen said she had always wanted to do a carousel horse and the customer agreed. The divider separates a kitchen area and a foyer.

Someone else was into whales and had her design a whole whimsical window panel with a whale as the focal point.

She said she did a series of 15 panels for cabinet doors in a kitchen of a Tolland home. This dramatic treatment gave the kitchen a sort of Oriental flavor. Asked about the cost of items she makes, Madsen said it's difficult to put an average cost on anything because there are so many variables. She said mirrors could run from \$40 to several hundred dollars, depending on size and design and what type of glass is used. Domestic glass is cheaper than imported she said.

Besides doing her work, Madsen also conducts several classes a week, except during the summer. She said the classes consist mostly of women. "But they (women) don't necessarily do the best work," she added.

She also said that some of her students are better craftspeople than she is.

She said she does sell items that she made and has on display in her shop, but most times people see a design and then order it in their own colors. One of the most unusual requests she had was to create a stained glass cover for a box that was used as an urn. Some of the stained glass sun catchers that Madsen has made have been known to catch the eye of more than one motorist at the company's Green Road location.



Mrs. Gerald Taylor

Made in Manchester

Name: General Glass
Address: 330 Green Road
Type of business: Full service glass company.
Founded: 1974 by Mr. and Mrs. Gerald Taylor.
Products: Windows, doors, mirrors, show cases etc.
Owners: Mr. and Mrs. Gerald Taylor.
Number of employees: The owners and three others.



David Kool/Manchester Herald



David Kool/Manchester Herald

DESIGNER AT WORK — Ann Madsen works on a stained glass project she designed herself. Her favorite type of project is working on flower designs.

DELICATE WORKMANSHIP — Ann Madsen, in her workshop on Green Road, explains how stained glass pieces are put together. She creates the many sun-catchers that can be seen in the windows of the workshop. The shop is owned by Mr. and Mrs. Gerald Taylor.



Louise Panella



Rudy DiTuccio



Anne Doremus



Doris Bourque, CRS



Peggy Grogan



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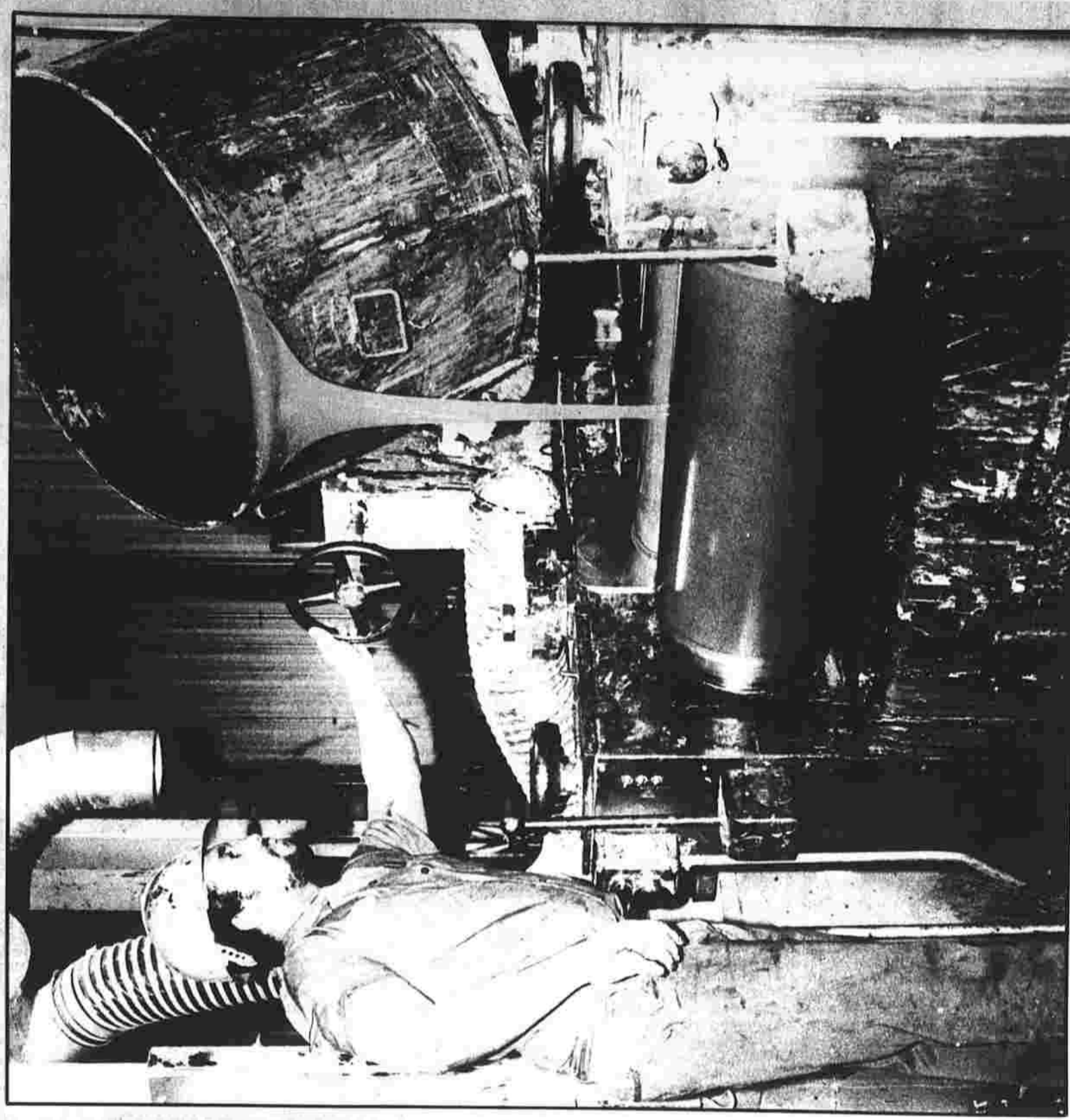
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David McIntyre of Sinclair & Valentine monitors the amount of paint that is poured from a vat onto the rollers that press out air from the paint. Story and more pictures on page 4D.

Manchester Herald
Friday, April 29, 1988



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Reginald Pinto/Manchester Herald



Reginald Pinto/Manchester Herald

FRUITS OF LABOR — Leo Francis, left, uses a belt sander to smooth the surface of a piece of furniture in preparation for bonding a plastic laminate to it. Clay Furniture owner Richard Clay, above, shows the mirrored interior of a cabinet made by his firm. The sides of the cabinet have metal laminate.

Custom-made furniture forte of Clay Furniture

By Alex Girelli
Manchester Herald

If you walk into the shop of Clay Furniture in the old Adel Opera House at 35 Oakland St., don't expect to see a lot of elaborate computer-driven machinery that performs a half-dozen cutting and drilling operations simultaneously without human intervention.

When Roy Oliva, general manager for Clay, says Clay's custom furniture is made by hand he's not making a sales pitch. The most imposing tool in sight is a table saw that looks just like the table saws in basement workshops all over town.

The rest of the equipment is portable electric tools like drills, sanders and routers. Most important, Oliva says, there are six or eight pairs of hands at work, including those of Richard Clay, who owns the business but avoids the front office because he would rather be in the shop.

A rack hung in the shop holds a variety of hand files that are used to make the final trim along the edges of the plastic sheet laminate Clay uses on its uncompromisingly contemporary furniture. Clay builds bedroom sets, tables, pedestals and all kinds of cabinets for homes. It also makes office furniture and sales and display cabinetry.

The company also does some kitchen cabinet work, but Oliva says most of its kitchen cabinetry is for those with avant-garde tastes. The thin plastic laminate that gives Clay's furniture its sleek look comes in all kinds of bold colors and delicate pastel hues.

The furniture-making process begins with the design. Most of Clay's business comes through interior designers or from three retail stores. Clay is affiliated with two in Boston and one in Norwich. Some customers walk into the Clay plant on Oakland Street with ideas from pictures

they have seen in magazines. When that happens Oliva and Clay do the designing.

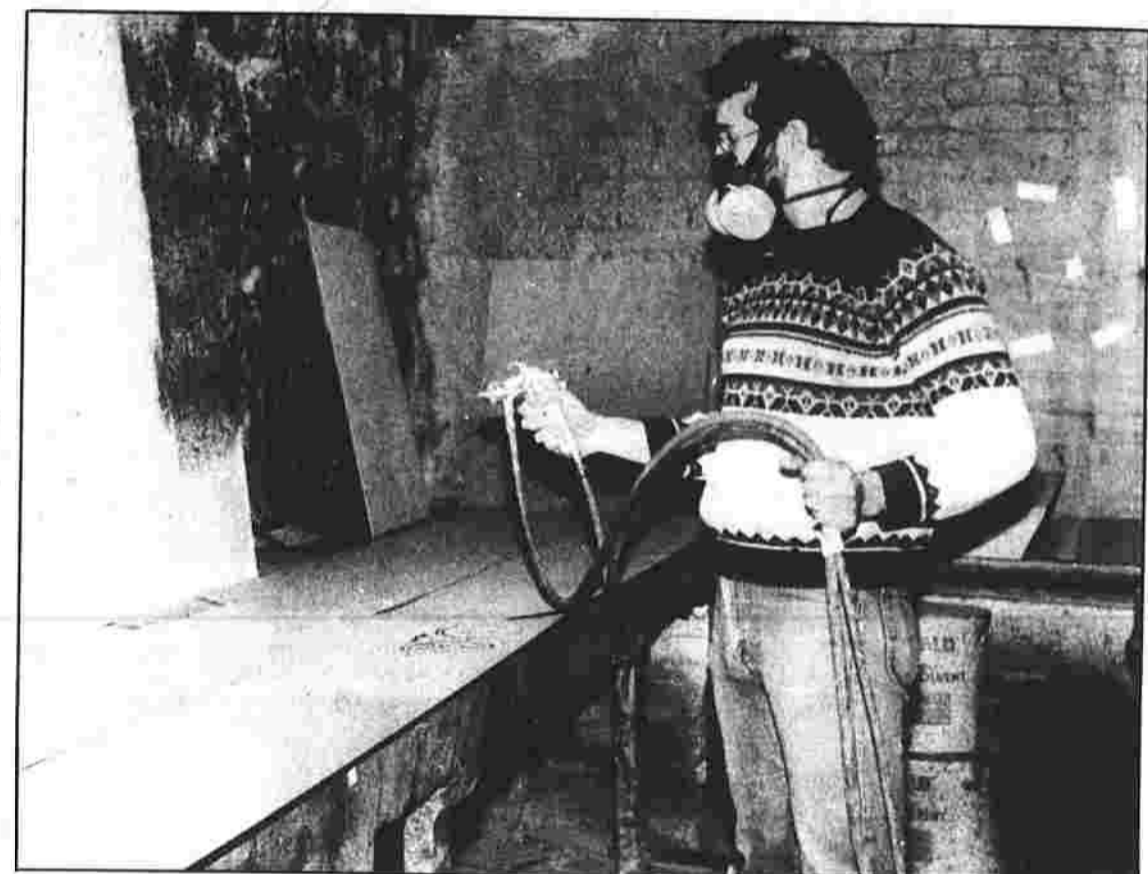
Oliva said a good deal of Clay's business is repeat business and comes from word-of-mouth advertising. Most of the buyers are professional people who have achieved economic stability.

Clay uses a hard, dense particle board as the base for its furniture. The pieces are cut to shape and size and then grooved or milled when necessary. In some cases the laminate is glued to a piece of the particle board before the furniture is assembled, but most of the laminate work takes place after the sections of particle board are put together with glue, heavy staples and screws.

Metal and wood is used for accent, and one tall cabinet that stands in the Clay office is covered with a golden sheet of metal. It takes about 10 to 12 weeks from the time furniture, like bedroom sets, is ordered to the time it is delivered. Cocktail tables and other small pieces are completed in six to eight weeks, Oliva said.

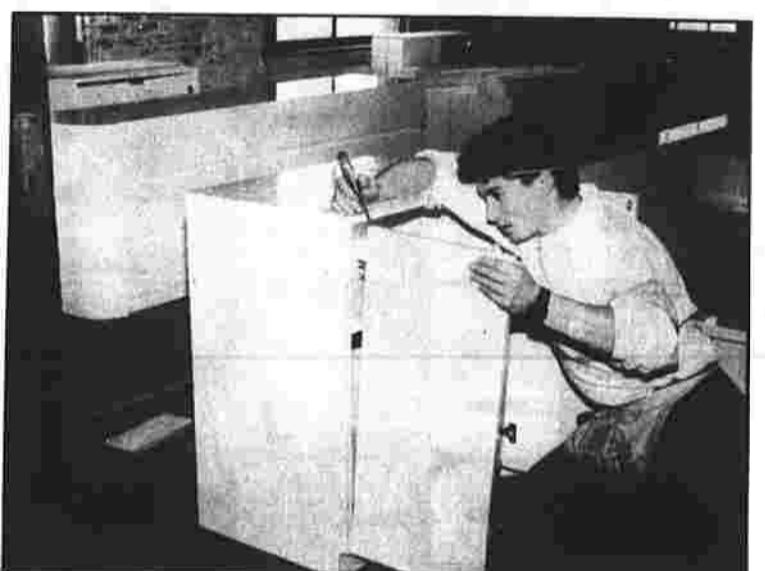
A typical week's delivery from Clay might be two or three bedroom sets and some tables or some office furniture. Much of the furniture Clay makes has to be installed by Clay workers, because it contains things like phone plugs and switches. Installation is an important part of the job when a bedroom set includes a dresser that hides a TV set. The mechanism that raises and lowers the TV is activated by the remote TV control.

The most unusual thing Clay has ever built was not a piece of furniture at all. It was a plastic laminate covered trailer designed to have the same color and the same lines as the Corvette that pulled it. But that was just for fun.



Reginald Pinto/Manchester Herald

GUN AT THE READY — Stephen Clay sprays adhesive onto a test piece to get the spray adjusted. The adhesive will hold plastic laminate, on the bench in front of him, to a particle board base.



Reginald Pinto/Manchester Herald

FINE TUNING — Thomas Azzara a finisher, fits doors to a custom-made cabinet at Clay Furniture on Oakland Street.

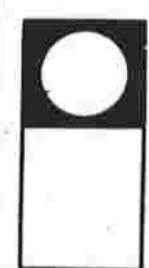


Richard Clay

Made in Manchester

Name: Clay Furniture.
Address: 35 Oakland St.
Type of business: Furniture manufacturer.
Founded: 1982 by Richard Clay.
Products: Custom made furniture.
Owner: Richard Clay.
Number of employees: Six to eight.

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Signworks shows 'sign' of the times

By Anita M. Caldwell
Manchester Herald

Brian Hunter's work shows the sign of the times.

For the past five years, Hunter and his brother, Jonathan, and a freelance artist, Randy Grindal, have been creating painted and gilded signs for customers throughout New England and New York.

The Signworks, at 131 Charter Oak St., is a full-service sign shop that has given sign-making a new image.

"The industry is changing," Hunter said. "We like to think of it as an art form."

"Most people think of sign guys as wearing overalls with paint brushes hanging out of our pockets," said Grindal, who does most of the company's lettering.

But the industry has evolved since that traditional image and now incorporates graphic design, ornate lettering and consultation, Hunter said.

Hunter said that when a customer approaches The Signworks to have a sign made, he spends a lot of time discussing the different designs and styles.

"In a lifetime, how many people buy a sign?" Hunter asked. "We've learned to be patient. They're very unfamiliar with buying a sign."

Hunter, who was a fine art major at college and spent several years in the signmaking business before opening his shop, said the process of signmaking begins with a series of sketches.

"A lot of companies require full-color renderings before the beginning of a job," Hunter said. "Each sketch is drawn to scale. Hunter said, and then the drawing is placed under an opaque (overhead) projector so it appears on a work surface, usually the wall of an office. Hunter said. A paper pattern is traced from



David Kool/Manchester Herald

INTRICATE WORK — Randy Grindal finds it takes a steady hand when carving letters for signs at Signworks.

the drawing on the wall and then is pounced, using a tool similar to that of a dressmaker's wheel. Pouncing perforates the pattern. Once the pattern is perforated, chalk or charcoal is patted on the paper. The pattern appears through the perforations onto the wood or whatever material is being used for the sign.

The artist is then ready to either paint or carve the letters using various quills for paint or chisels and knives for carving. One of the techniques that makes The Signworks product unique, Hunter believes, is the use of gold-leaf lettering, which is imbedded in the carved letters. And the gold is not cheap. Hunter said the 24 karat gold is

about double what painted lettering costs. For example, a painted letter 6 inches high may cost about \$18 per size and a gilded letter the same size may cost \$26 per letter. And the cost of a project, which may range from \$100 to \$4,000, depends on how many letters are used, the size of the letters and whether or not there are any graphics used, like horses or meadow scenes.

For example, a sign with a meadow scene uses 4 degrees of relief carving to create the stream, the waterfall, the meadow behind it, the sky and stonewall — just as you might see in a photograph. But on the sign, it is in a three-dimensional pattern

created by the different levels of carving. And it's a process that takes some time. The sign with the meadow scene, Hunter said, was completed after 100 hours of work. But Hunter said the labor and cost is worth it because the signs weather well over the years.

"Each sign gets a total of five coats of oil base paint and (is) made of two-inch clear redwood or mahogany," Grindal said. "The product looks simple but the road to get there is not," Hunter said.

Made in Manchester

Name: The Signworks.
Address: 131 Charter Oak St.
Type of Business: Full-service sign shop.
Founded: 1983 by Brian and Jonathan Hunter.
Product: Graphic designs and signs.
Owner: Brian Hunter.
Number of Employees: Two, plus freelancers.



Brian Hunter



David Kool/Manchester Herald

STEADY HAND — Randy Grindal draws lines on a paper pattern that will later be used for a custom-made sign.

"Hello Spring" NOW'S The Time To Redecorate

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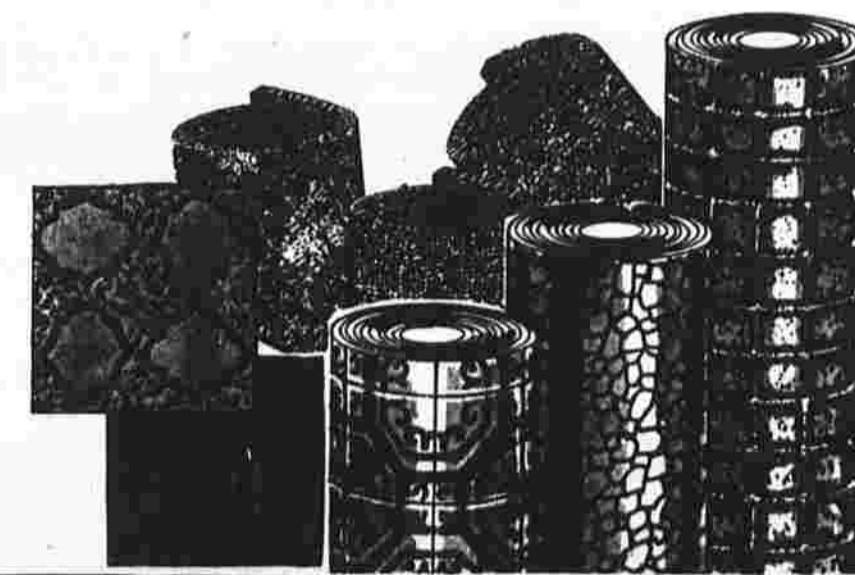
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Truly 'a hammer and saw' business

Designing show exhibits

By Alex Girelli
Manchester Herald

The Beaugard Corp. designs and makes exhibits for trade shows. That sounds simple enough until you begin to get to understand it better and learn that it can involve working with actors, models, caterers and choreographers, as well as carpenters, artists, graphic designers and craftsmen.

George Beaugard, president of the corporation at 349 Progress Drive in the Manchester Industrial Park, says the business is a complicated one that involves a lot of problem solving.

Here is one rather mundane and frustrating example he offers. You design an exhibit with the understanding that the exhibit hall has electrical outlets on the floor. But when the exhibit gets to the hall, the people you have hired to set it up discover that the electricity comes from the ceiling and have to make last-minute adjustments.

Timing has to be perfect, by the way, because there is no extending a deadline. The show has to open when it is scheduled to open.

Beaugard not only designs and fabricates the exhibits, it transports them to places all over the United States and Canada and installs them in place.

The logistics can get pretty involved.

The most elaborate exhibit

made by Beaugard was a 30-by-100-foot multi-level structure, actually a building within the exposition building, for The CIT Financial/Manufacturer's Hanover, based in New Jersey.

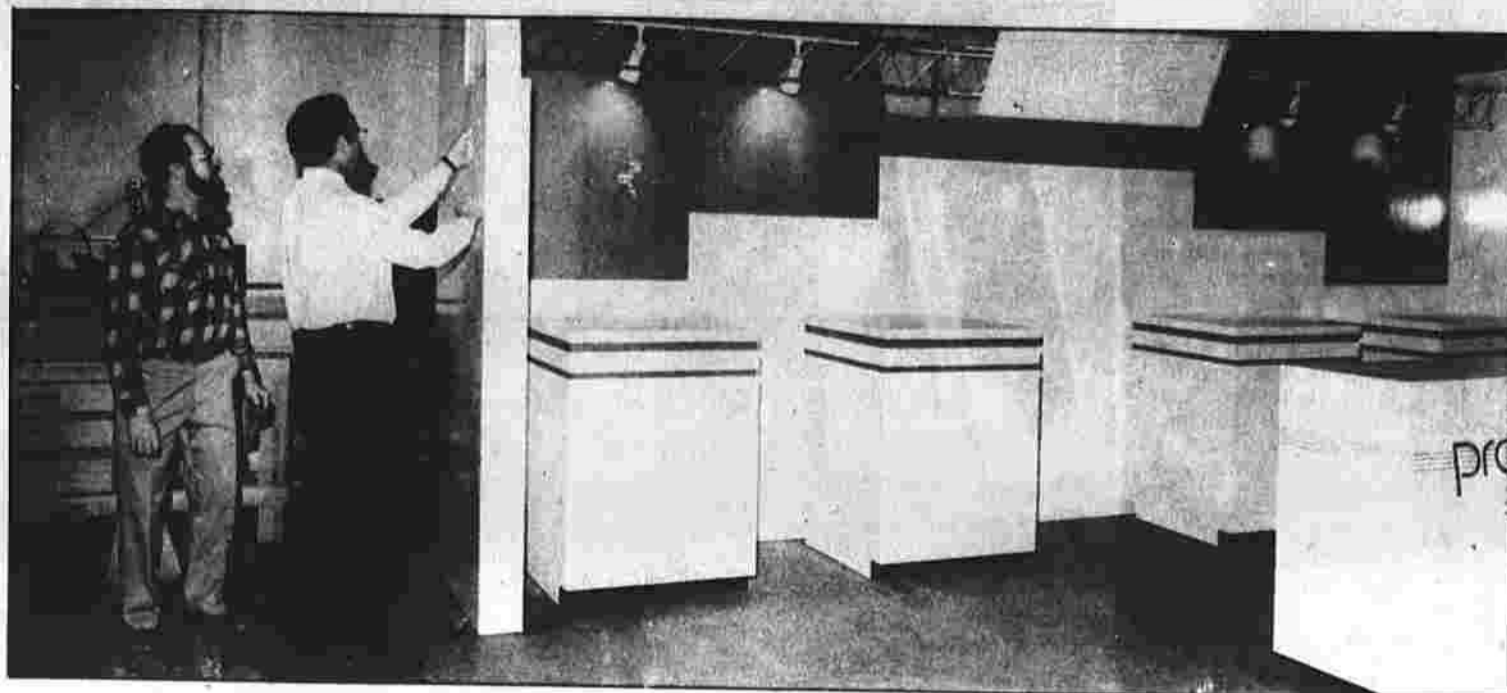
CIT used the structure at the giant Conexpo exhibit of heavy construction equipment in Las Vegas, which attracts many of the largest contractors in the world. Contractors who decided on the spot to buy some expensive pieces of equipment, could walk into the building and arrange the financing with CIT.

The structure included a theater and a cafeteria where catered breakfasts and lunches were served. It also included conference rooms connected to CIT's New Jersey headquarters by phone lines which allow for facsimile transmission of documents such as financial contracts.

The CIT exhibit was one of those in which Beaugard, which stresses the completeness of its service, became involved in hiring actors, a script writer, a choreographer, and professional models to serve as receptionists.

An unusual exhibit built by Beaugard was a 40-foot-long Gulliver, helplessly tied down with ropes. The exhibit was for Dorr-Oliver, which makes products used by the pulp and mining industries.

At a 1986 show, Dorr-Oliver wanted to convince potential



READY FOR SHIPPING — Robert Kane, left, a foreman at Beaugard Corp., and George Beaugard, corporation president, make a final check on an exhibit before

shipping it off to a trade show. The exhibit was designed and fabricated for Proteus Technology Corp.

customers that "Dorr-Oliver is the company that helps you better."

In the display, a model posed as a Dorr-Oliver man ready with an axe to cut the ropes that held Gulliver in bondage.

The principal theme was that Dorr-Oliver could help industries tied down with problems.

The exhibits manager for Dorr-

Oliver, writing in Exhibitor, a trade magazine of the exhibit industry, concluded that the Gulliver idea worked and served as a perfect kickoff for the company's advertising campaign.

Among Beaugard's clients are United Technologies, Heublein, Remington, Hewlett Packard, Stannadyne, Spalding, Gerber

Systems Technology, Travelers, and the Hartford Insurance Group, and Ital Cable of Rome, for which Beaugard has created exhibits used in the United States.

Beaugard, which employs about 16 people, also makes museum equipment, portable and mobile exhibits, and mobile demonstration systems.

Despite the sophistication and the variety involved in Beaugard's services, which include such things as market research, about 70 percent of its work involves the hardware of exhibits — "hammer and saw work," as Beaugard calls it.

But he's really including a lot of skills in that homely summary.



TRIMMING VANEER — Richard Girardin, an exhibit builder, finishes off a vanneered panel which will be part of an exhibit.

Despite the sophistication and the variety involved in Beaugard's services, which include such things as market research, about 70 percent of its work involves the hardware of exhibits — "hammer and saw work," as Beaugard calls it.

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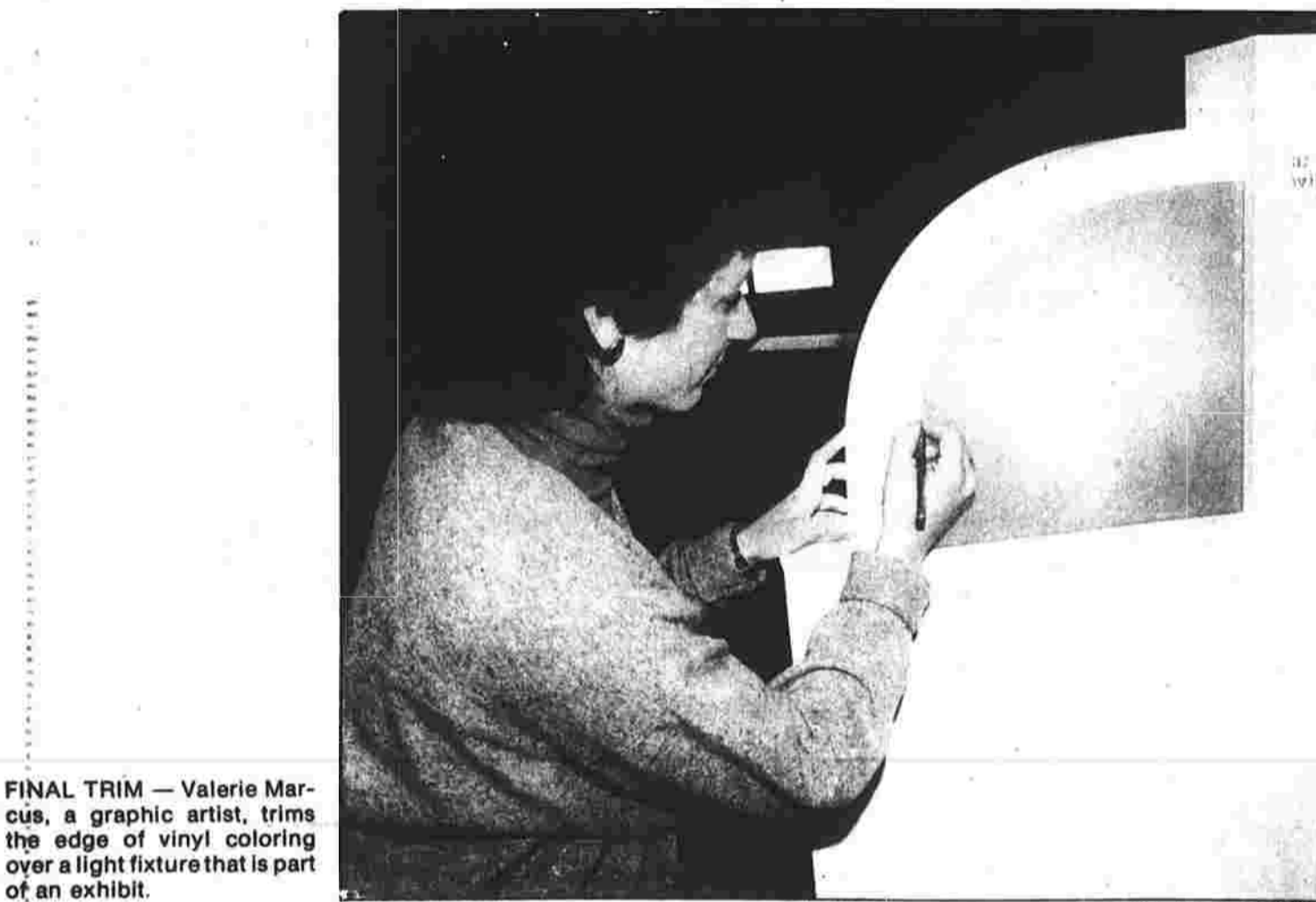


Made in Manchester

Name: Beaugard Corp.
Address: 349 Progress Drive
Type of business: Designing, fabricating and installing trade show exhibits.
Founded: In 1975 by George Beaugard.
Products: Trade show exhibits, displays, museums and mobile demonstrations.
Owner: Stock.
Number of employees: Sixteen.



MODEL OF EXHIBIT — Erol Ahearn works on a model of a building the Beaugard Corp. built as an exhibit for The CIT Group. CIT was promoting its financing services as a position of heavy construction equipment.



FINAL TRIM — Valerie Marcus, a graphic artist, trims the edge of vinyl coloring over a light fixture that is part of an exhibit.

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A LAST CHECK — Paula Knowlton, an accounts executive, and George Beaugard, president of Beaugard Corp., look over the final design for an exhibit.

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OVEN FRESH - George Nickerson places a rack of plastic molds, that were just melted in a 400-degree oven, in front of cooling fans.

David Kool/Manchester Herald



MOLDING CHARACTER - Alice Bycholski and Millie Maxwell arrange plastic chips in a mold to be melted into a colorful character.

David Kool/Manchester Herald



(From Left: Joe Garman, Alan Cashman, Gail Adams)

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