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Casco Bay Weekly : 8 February 1996

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FEB 8, 1996

Casco Bay Weekly

Where goes

Young, gifted
and gay
4

Pressing
issues
7

Cruisin'
14

Premier
painters
16

Mental
problems
17



PHOTO/SHOSHANNAH WHITE

the neighborhood?

Parkside is in transition —again.
Is it going up or down? Depends
on who you talk to. Cover story
starts on Page 10.

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—CBW 1/18/96

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Talk A CONVERSATION WITH DORY-ANNA RICHARDS



**"PEOPLE LOVE THE ROMANCE OF
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UTILITARIAN CLOTHING. CAPES
DON'T EVER GO OUT OF STYLE."**

When Dory-Anna Richards bought Casco Bay Wool Works four years ago, she learned to sew capes by watching a seamstress on videotape. Richards, who is also a member of Portland's school committee, worked out of her barn on Stevens Avenue before moving into a loft on Danforth Street in 1994. Her capes come in two styles, six colors and three lengths.

Would you like to see more people wearing capes instead of down parkas?

I think they will. Wool's the best, as long as you're not allergic. It's what our grandparents believed in. It's a standard. When you see people mountaineering in the Himalayas, they're wearing wool over their Gore-Tex.

When somebody wears a cape, does their attitude change?

People feel romantic about themselves. Like "The Mists of Avalon." When we do fairs, men will admire a cape and then they'll go get their wife and she'll say, "Oh no, I can't wear a cape." The husband will come back and buy the cape. Men find women in a cape beautiful.

So is red the most popular color?

People tend to stay with black, but black is so conservative and safe. And when you wear a cape you're not putting yourself in a safe place, you're putting yourself out there. It's theatrical. It's kind of a statement that you feel good about who you are and you care about being warm and you want to look beautiful. Or handsome.

Interview by Mary Beth Lapin; photo by Toney Harbert

Would you wear a cape to the grocery store?

I always get compliments in the grocery store, especially in the purple and red. The Victorian is a little more formal. You really wouldn't go to the store in it. People who drive carriages around the parks in New York City have bought them. We've sold capes to some very interesting people.

Like who?

The head writer for "NYPD Blue" in Los Angeles. His wife was pregnant, it was right before Christmas, and he'd seen the ad in *The New Yorker*. He ordered his wife a black cape and she loved it. I was a fan of Jimmy Smits, and when the women here were shipping the cape they put a note in, "Could you get a picture of Jimmy Smits for our boss?" It's over there on the wall. This guy ended up using my name for a character. She was a pretty intense woman.



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Federal Judge Gene Carter says anyone who thinks he did something wrong is wrong. To prove it, **Carter has filed a complaint against himself.**

The judge, who's been the subject of news stories about seemingly prejudicial comments he made concerning a case he was deciding, and his alleged attempts to keep those comments secret, asked the First Circuit Court of Appeals to decide if he violated rules of judicial conduct.

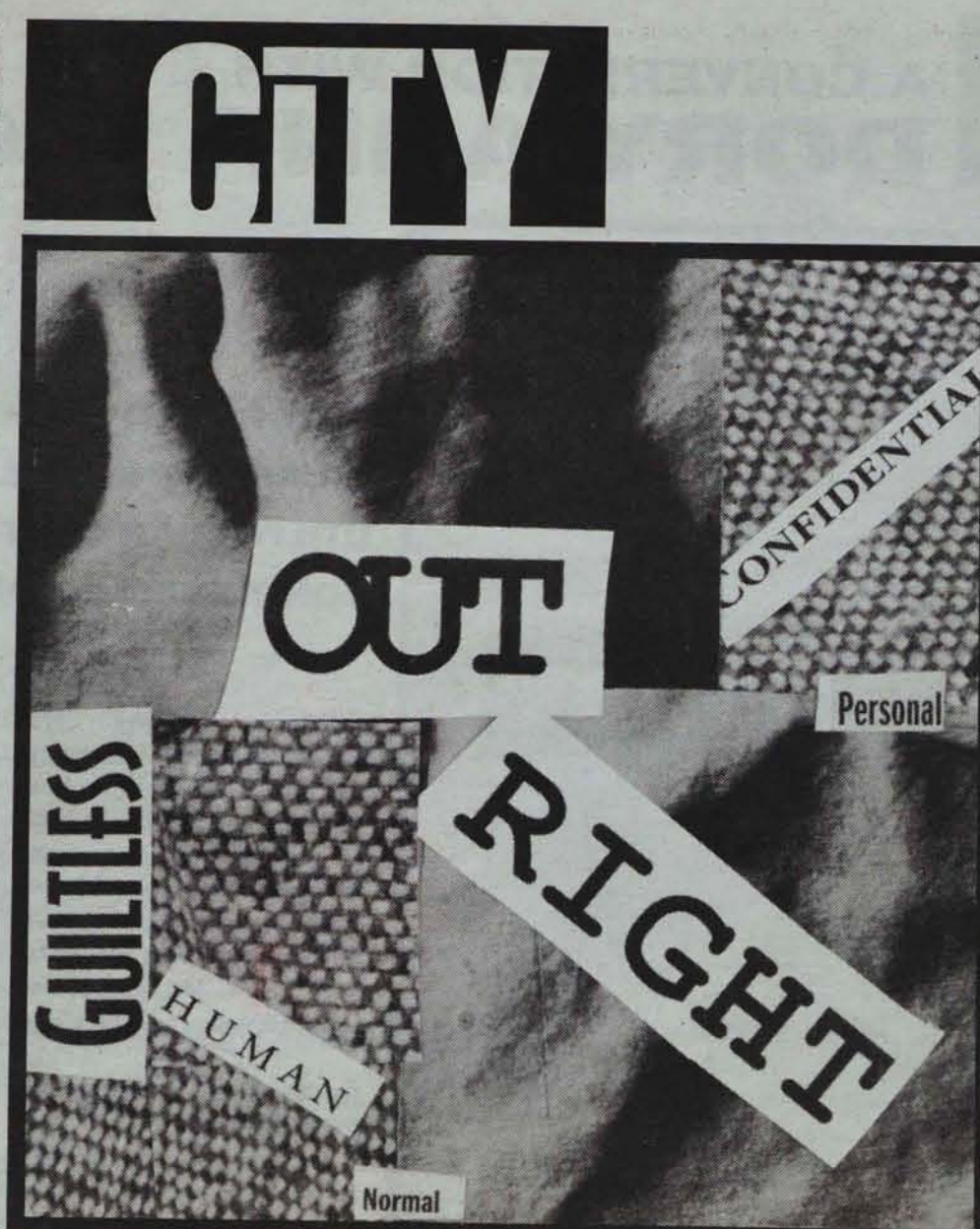
Carter, in documents filed with the court, claims his seemingly biased statements were taken out of context by the media (which in at least two instances

printed them in their entirety). He also argues he never called a lawyer for the law firm of Verrill & Dana to ask him to help keep the document containing his comments sealed. The lawyer, Thomas O'Connor, has repeatedly said Carter phoned him. Mention of the Carter-O'Connor conversation also shows up in old memos written by Verrill & Dana chief attorney Roger Putnam. A decision on Carter's unprecedented complaint is expected in a few weeks.

■ Another federal judge, Brock Hornby, managed to avoid making prejudicial comments or improper phone calls while ruling Portland police were within their rights when they seized a gun from **Bruce Mayberry** of Windham at the Deering Oaks Family Festival in 1994. Hornby also said Police Chief Mike Chitwood acted properly in refusing to return the pistol for 21 days while checking whether it was legally obtained. In spite of Hornby's ethical efforts, Mayberry still plans to fight on. He noted the decision spells his name entirely in capital letters, a clear violation of the federal rules of punctuation.

■ Prejudicial comments by a judge won't be enough to save **Joe Soley** from paying his sewer bill. The Old Port mega-landlord lost his legal loophole on Feb. 5 when the Portland City Council approved a new ordinance requiring anyone who contests a sewer assessment to pay the disputed amount before filing suit. Soley hasn't paid his sewer bills in four years, and owes over \$146,000, but Portland can't collect because under the old ordinance, someone filing an appeal didn't have to pay until the legal case was settled. If enough other sewer users had emulated Soley's tactics, it might have forced Portland to raise rates.

■ There's no way prejudicial comments from a judge can be blamed for the seeming incompetence of state corrections officials. A probation officer dropped **convicted child molester Philip Fillmore** off in a Portland parking lot on Jan. 29 without checking Fillmore's claim he was staying with a relative. Fillmore, described by police as "a dangerous guy," promptly disappeared. He was nabbed five days later by a citizen who spotted him in a McDonald's. **CBW**



ILLUSTRATION/SARAH GOODYEAR

Safety in numbers

Outright provides a supportive environment for youths dealing with issues of sexuality

■ RICK MACPHERSON

"For me, coming out isn't just a one-time thing. It's a lifelong process. It never stops. And it's a very individual experience. Only you know what is appropriate for you... what feels right. So the right time and way to come out is as individual as you are."

Listening to Steve Snow describe his experiences of growing up and eventually coming out as a gay man, it's easy to forget that he's just 20 years old. He's articulate, intuitive, seemingly happy and speaks with an authority that belies his tender two decades. He's also convinced that this wouldn't be the case had it not been for his involvement in a Portland program known as Outright.

Tracy Morrison, also 20, would agree. "I didn't know what Outright was at first. I was nervous before the first meeting, but when I got there I was relieved. We all shared something in common. It was safe and comfortable. I was so tired of trying to make it on my own. It's too hard."

That message, "You don't have to make it on your own," is at the heart of Outright's mission. Begun as a grassroots organization in 1987 by Diane Elze and a group of

Portland youth, Outright sought to provide gay, lesbian, bisexual, transsexual, transgendered or questioning youth under 22 years old with something they were never before offered — a safe, supportive, nonjudgmental environment where they could gather on a weekly basis to talk, socialize or simply see that other queer youth exist.

"I quickly realized the tremendous level of need that gay youth had in our community," Elze said in a phone interview from Missouri, where she is now a doctoral candidate in social work. "We had youth traveling hours to get to our meetings just to see other gay youth."

"I literally would have to be on my deathbed to miss a meeting," explained a 16-year-old member. "It's my weekly charge-up. I get reminded that I'm not the only one in this world. And I don't just go for me... I go to reach out to others. Now some of my closest friends are from Outright."

After five years of "passion and commitment," Elze passed Outright's coordination over to a small group of advisors, among them Cathy Kidman. Kidman, a graduate student at the University of New England, has managed Outright as

an unpaid volunteer. "Since returning to school, I've been lucky enough to have a wonderful partner supporting me," she said. "It wouldn't be easy otherwise."

Under Kidman's supervision, Outright — which currently serves approximately 150 youth through the support group — is moving from its loose grassroots status toward becoming a full-fledged nonprofit organization. Last September, Outright began operating under the fiscal sponsorship of the Portland West Neighborhood Planning Council. In recognition of the reason for its existence, at least one-third of the representatives on Outright's new board will be young people who are currently members. "We have a real commitment to making sure the youth make the decisions about this program," said Kidman.

While the organizational structure of Outright has become more formal, its mission and methods have essentially remained the same, attracting young people from around the state. Kidman estimates that while many Outright members come from Portland, Lewiston, Biddeford and Augusta, approximately half of Outright's members live in northern, western and Down East Maine. Some members are youths who have left rural homes to find refuge in Portland.

The two-hour meetings begin with participants gathered in a circle. Two adult advisors facilitate. The group's guidelines are read aloud: They guarantee respect of confidentiality and a nonjudgmental approach to whatever level of participation members choose. Outright's youth-written description of respect for diversity is like a pledge of allegiance for the group: "Outright is made up of people of different ages, races, gender identities, sexual orientations, classes, political affiliations, religious or spiritual beliefs, etc. We are HIV-, HIV+, HIV unsure or untested. We encourage everyone to avoid making assumptions about anyone and to respect our diversity."

For the first hour of the group session, youth go around the circle to "check in" with each other. Since meetings are open to anyone, participants have reached varying degrees of acceptance of their sexual orientation. All are encouraged to participate to a level that's comfortable for them. For some, that is silence; for others, it is the sharing of very personal experiences. After about an hour, the group breaks. The young people get a chance to socialize, eat some snacks or talk more directly with advisors. When the meeting resumes, discussion is open to issues brought up during check-in. Frequent topics involve school life, family, holidays, relationships and HIV prevention.

One 17-year-old member said, "After meetings, a lot of us get together to just hang or maybe see a movie. It's a weekly chance to meet people, too. I'd be lying if

I told you we don't also go to the meetings hoping to meet someone."

An Outright member for approximately three years, and now a member of the board of advisors, Steve Snow said he was so nervous on his way to his first meeting he almost didn't make it. "I left two hours early from Biddeford," Snow said, "and got to the meeting five minutes late. I didn't talk much at first." From that tentative beginning, Steve has taken his story and message to schools throughout Maine.

"I literally would have to be on my deathbed to miss a meeting. It's my weekly charge-up. I get reminded that I'm not the only one in this world." — A 16-year-old member of Outright

Outright presents approximately 30 educational programs each year to schools and organizations in Greater Portland and beyond. Youth and adult advisors speak at assemblies about Outright and about being young, gay or questioning. "I initially started doing it to educate people," said Snow. He's found that talking to others has helped him feel more comfortable with his identity. "Now it's part of my coming-out process. I'm still educating people, but it's for me too."

As far as advice on coming out, most members respond that each person has to decide how to do it. Kidman and Snow said that they do not support coming out simply for its own sake. In many cases, backlash against an openly gay youth can complicate an already difficult life. "As far as asking youth to come out to help the

movement," said Kidman, "I believe that it would be unfair to ask our young people who have no voting rights, no power individually within their schools and possibly within their families, to carry the burden of the movement — especially with so many adult members of the gay community still closeted. Our young people are not political tools."

In the coming year, Kidman hopes to expand Outright's financial resources through fundraising and grant proposals. That would allow Outright to develop a drop-in program where youth could address issues with advisors in a one-on-one format. Kidman also hopes to implement HIV-prevention discussion groups. She said she is flexible as to her role in Outright's future. "I'd be happy being hired as a staff person," Kidman said. "But if this process leads to a different kind of position requiring a different kind of person, that's okay with me."

But Kidman is not as flexible when it comes to the organization's goals. If youth and adults learn anything about Outright, it should be this, Kidman said: "Adults need to respond to the needs of gay youth not by silence but with clear, honest information. And even if a youth can't make a meeting, be encouraged that you at least know about us. Secondly, we're not enough. One gay youth group to meet the needs of all the gay youth in Portland is not enough."

Even so, evidence of Outright's effectiveness is apparent in the attitude of the youth involved. They're resilient, they're driven and they're survivors. When Steve Snow was asked if he realized how inspirational he must be to others just beginning their journey through Outright, he blushed and responded, "When other youth approach me and I hear something like that I can only think, 'Hey... I'm winging it too.'"

What are kids learning in school?

During the first four months of this school year, the Portland public school system documented 30 instances of bias involving sexual orientation. That's nearly half of all reported bias incidents.

Among Outright youth who attend Portland public schools and who were interviewed for this article, the consensus seems to be that intolerance toward issues of sexuality is fairly common. All described incidents of verbal abuse, intimidation, threats of being outed and physical abuse.

While Superintendent of Schools Mary Jane McCalmon said bias report forms were available in several locations within the schools, all reports collected were completed by a teacher or administrator. None of the youth interviewed recalled being made aware that they could fill out forms by themselves. Said one high school student, "If they told us, it must have been really brief. If students actually reported the amount of anti-gay abuse that goes on — especially during the [November 1995 anti-gay] referendum vote — the numbers would be scary."

Curiously, Outright coordinator Cathy Kidman indicated that Portland educators seldom take advantage of Outright's services. "We are asked very rarely as a group to speak at programs at the Portland schools," Kidman said. "Very rarely does Outright speak to students in Portland schools about what we do."

Superintendent McCalmon responded that she was not familiar with Outright or its programs. "We do have a sex ed curriculum in place," explained McCalmon. "But so little time and money prohibits intensive coverage about the issues only gay and lesbian kids deal with."

Kidman takes the position that issues of sexual identity are of primary importance for young people. "It is not a special need to feel safe," she said. "All youth have the right to feel good [about themselves]."

RICK MACPHERSON

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continued on page 26

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Salmon with lobster beurre blanc
Duck served with a classic orange
and Grand Marnier sauce

Desserts
White chocolate mousse almond cookie napoleon
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Media sChmedia

Downsizing spin control at Gannett

There's money trouble at the *Portland Press Herald* and the *Maine Sunday Telegram*, big money trouble. And if it doesn't get better it could result in the death, takeover or sale of a once proud — albeit imperfect — native Maine newspaper.

"Yeah, morale is kind of low," said reporter and union rep John Porter in the wake of the Jan. 23 announcement of 50 layoffs, including 15 in the newsroom. "There was a feeling for a long time that the fact that we were owned by the [Guy] Gannett family — instead of a chain — was a plus. That it protected us from Wall Street. Now, with the layoffs, that feeling is being re-examined."

"It's simple, really. [The Gannett family] are just a bunch of greedy bastards," said one former Gannett executive (of which there are plenty these days). "They want 20 percent profit. If they stuck to 5 or 6 percent they'd be OK, but they want 20. It's all because of [Gannett CEO] Jim Shaffer. He wants too much profit. It's a newspaper for crying out loud, not an investment banking firm. But at Gannett the bean counters took over a long time ago."

Not surprisingly, Shaffer was eager to respond to the greed charge.

"Let me address that head-on," he said. "The paper is not for sale. Absolutely no way. The paper is profitable, but it is not a competitive profit. No one invests in stocks to make a 2 percent return. If a decent stock portfolio returns 10 percent, why invest in something that returns less? Does that make the family greedy?" Shaffer said the newspapers are worth approximately \$100 million, and to expect a 10 percent return on that is not the stuff of penuriousness.

"People love Maddie, they really do," said Porter, referring to Madeleine Corson, who is the supreme and somewhat secretive Gannett leader, the person who does more to shape the news business in Portland than any other. "They're tough negotiators as a company, but there's always been a feeling of fairness at a basic level. But like I say, there's re-examination of that in light of people losing their jobs."

"Oh, please!" screamed one *Press Herald* reporter when I asked about the benefits of private family ownership. "Do you think anyone gives a damn about Maddie Corson's feelings as they're getting heaved onto the street?" (She was "sad" about the layoffs, according to a Gannett internal document.) "A chain coming in and taking over is precisely what this outfit needs, and some serious housecleaning. The paper is emotionally dead and it shows in the product."

Porter laughed when asked about the layoffs affecting the product and said

laying off "50 managers" would "probably have no impact whatsoever."

Corson refused comment on the layoffs via her very British secretary. Conveniently, Gannett played the funeral announcement on the business page, even though the paper gave layoffs at Bath Iron Works and L.L. Bean front-page treatment. Their in-house story featured boilerplate pap from the great woman herself, and Shaffer was on Gannett-owned WGME-TV in a friendly report that bought completely into the notion the product would not suffer. There were no man-on-the-street interviews, no objective critiques, no unkind words. Media doth protect media! Some Gannett employees I talked with shivered with fear at being quoted in this column. Free speech at the newspaper would appear to be muted.

The *Press Herald* is thin, woefully so on some days, and it is reasonable to conclude readers will be increasingly shortchanged for their dollar. Consider the impact of a shrinking news staff when you can now readily purchase other quality newspapers in Portland at the same or lower prices.

Editor Lou Ureneck denied he is job shopping following a yearlong stint as a Neiman Fellow at Harvard University, but my sources say otherwise. They also say his relationship with Shaffer has been fractious from the beginning. One of my newsroom spies complained that a shuffling of beats just prior to the layoffs was a sign of poor communication between the two managers, since with the loss of reporters, beats will have to be rearranged again.

There are about 35 reporters in the newsroom and that figure will go down. Clearly, unequivocally, less news will be gathered. Fewer investigations, fewer locally generated stories, more wire service copy and wire service photos.

"We have to start running this newspaper like a business," said Shaffer. "That's what [the late Gannett chairwoman] Jean Gannett Hawley told me in her last conversation with me. We have to make the profit competitive to other investments to keep the family here. And everybody wants to do that, myself included." But Shaffer admits cost-cutting is not without inherent risks. "We have to maximize local coverage and be creative," he said. "We did well in the '60s and '70s, but there were decisions made in the '80s [such as the company's printing plant in So. Portland] that did not correspond to business logic. And frankly that hurt us."

Frankly? It will hurt you, too.

Tom Hanrahan worked for three Guy Gannett newspapers: he was fired from the Kennebec Journal; he resigned from the Central Maine Morning Sentinel and Coastal Journal. His column appears biweekly in CBW. You can e-mail him at kilmaham@aol.com.

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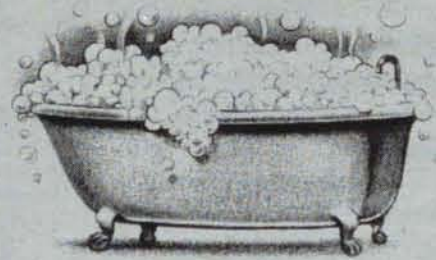
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Angel is the devil

Beleaguered property taxpayers may be harboring dreams that a tax-cap referendum will appear on the November ballot and provide them with some sweet relief. If so, they should wake up and smell the unpleasant odor percolating from the contradictory statements made by the woman who's running the anti-tax campaign.

Carol Palesky, the head of the Maine Taxpayers Action Network, wants to limit property taxes to 1 percent of a home's assessed value. That means the tax rate would be the same in every municipality in the state, \$10 for every \$1,000 of valuation. That sounds pretty good when compared to Portland's current tax rate. Instead of paying \$2,456 each year on a house valued at \$100,000, a homeowner would write a check for just \$1,000. Similar, though less dramatic, reductions would be occur statewide. So far, so good.

All that remains is to figure out how to operate a city after giving up more than 40 percent of its revenue. In Portland, that would require closing down a little more than half the schools. Or the entire public works department, as well as police, fire and human services. If that's not acceptable, firing everybody in City Hall, shuttering the library, closing the Barron Center nursing home and canceling all insurance ought to bring the budget close to balance.

Even Palesky realizes there's no support for cuts of that proportion. So she's quick to point to alternatives. In 1994, she traveled around the state suggesting some of the lost revenue could be made up by allowing municipalities to impose local sales taxes. It didn't take long for her chums in the

politics and other mistakes



■ AL DIAMOND

anti-tax movement to take her aside and explain that folks who were angry about paying property taxes, that is, the people most likely to vote for her referendum, were highly unlikely to support increasing the sales tax from 6 percent to the 7, 8 or 9 percent it would take to cover the losses.

Palesky quickly abandoned that idea. In fact, she now denies she ever suggested it. Instead, she moved to Plan B, which calls for allowing cities and towns to charge user fees for various services. For instance, Palesky thinks trash collection could be funded by assessing a fee on folks who want to get rid of their garbage. In Portland, covering the costs of waste disposal would probably run the average household between \$300 and \$500 per year. Add another couple hundred for road maintenance, a similar amount for snow plowing and another C-note or so for disposing of leaves and large items. By the time a resident finished paying for all that

plus a library card, a park permit and private security, the savings from Palesky's tax cap would have pretty well evaporated.

All these figures presume every resident agrees to support these services. If a significant number opt out of paying to haul their trash away, and instead, throw it in the Fore River, the bill for those with more sense of civic responsibility goes up. Of course, user fees could always be made mandatory, but isn't that the same as a tax? And if so, isn't that tax awfully similar to the property tax Palesky is supposed to be against?

The lack of a remedy for the problems Palesky's referendum will cause is probably no coincidence. There's nothing in her background to indicate she cares much about helping financially strapped homeowners. There's way too much indicating a propensity for disrupting municipal government. She's been sanctioned by the courts for filing frivolous lawsuits. She's a convicted embezzler. She escaped a bank robbery conviction only by pleading insanity. She's currently facing charges of car theft.

If you think Carol Palesky is the solution to your problems, your problems are probably worse than you think.

Learning the game

From the virtual reality file: Tom Allen, who's running for the Democratic nomination in the 1st Congressional District, sent out a press release last month announcing the opening of his campaign headquarters. The release contained Allen's Web site address, his e-mail address, his post office box and his fax number. It did not, however, mention where his campaign headquarters was actually located.

From the limited reality file: Dale McCormick, Allen's rival for the congressional nomination, turned down two chances for national publicity in January. McCormick, a staunch advocate for organized labor, rejected a request for an interview from a Detroit newspaper because its staff is on strike. But she also refused to discuss her campaign with a reporter for the *Advocate*, a gay and lesbian magazine. Asked why, McCormick said, "We're not doing any national interviews right now. We're concentrating on the Maine media first." Again, why? Long pause. "We just figured that was the best thing to do."

From the altered reality file: State Sen. John Hathaway of Kennebunkport, who's running for the GOP nomination for the U.S. Senate, sent out a press release on Jan. 29 announcing the formation of an exploratory committee. The headline read, "Hathaway Fuels Speculation," apparently more in hope than fact. That prompted one political observer to speculate, "What is he, stupid or nuts?"

Does anybody know if Richard Lugar is still running for something? Just curious. Replies to this column, care of CBW, 561 Congress St., Portland, ME 04101. And what ever happened to that Alexander guy with the shirt? E-mail to editor@cbw.maine.com.

More Usual Suspects

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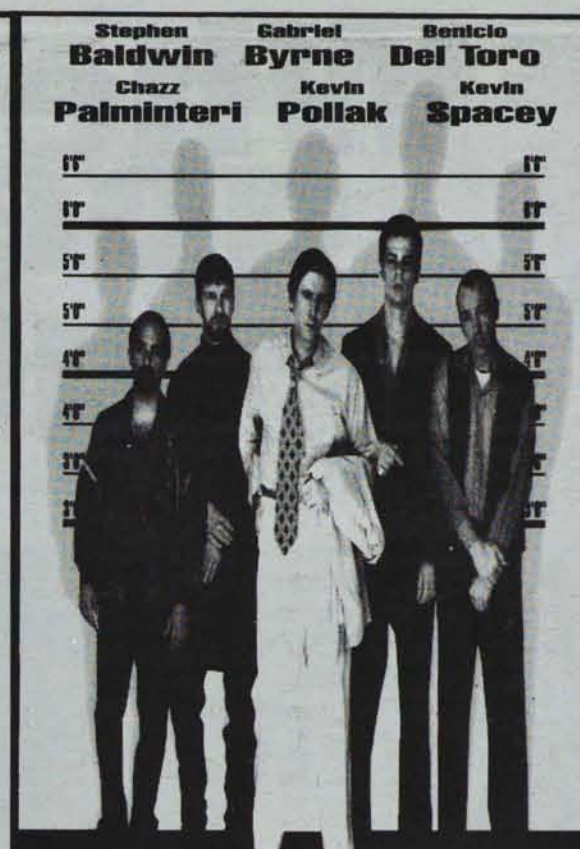
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Where goes the neighborhood?



Parkside, the most densely populated square mile in Maine, is home to at least 600 children. By comparison, Reiche School has about 530. PHOTOS/SHOSHANNAH WHITE

■ LAURA CONAWAY

"You'll have to forgive me," said Randall Toothaker. "I just had my wisdom teeth out and I'm still a little sore." Toothaker rubbed his jaw, but had no time to slow down. The respected career landlord has bought or been associated with buying five Sherman Street buildings since the summer of 1994, four of them since September 1995, one in the last two months. With titles in hand and tenants expected soon, the race for renovation was on.

Giving a tour of 115 Sherman, Toothaker ducked in and out of vacant units. He leaned to avoid wet paint and stepped lightly over freshly sanded floors. Workers filled the rooms, fine-tuning kitchens and resurrecting rosy wood from layers of mildewed carpet. "Once Toothaker gets a building," said Sam Hoffses, Portland's

chief building inspector, "I know I don't have to worry about it anymore."

Toothaker's reputation defies gravity. He is the kind of landlord who renovates buildings without raising rents. His reputation is so rarefied he could float on it. Sherman Street, by contrast, all but staggers under its reputation. In years past it has been the flagship hellhole of Portland's marquee ghetto, seen as second only to neighboring Grant Street for crumbling housing stock, viewed second only to neighboring Mellen for a thriving, open air sex market. And now much of Sherman Street, along with the surrounding Parkside neighborhood, has recently been sold or is for sale.

Flagship hellhole, meet Portland's landlord angel.

Color by numbers

Depending on who's drawing the map, Parkside roughly occupies the tract between Congress Street and Park Avenue, and between Forest Avenue and St. John Street. For people who like statistics, Parkside is the golden goose. According to the 1990 census and the Greater Portland Council of Governments, Parkside has a poverty rate of 34 percent when added together with neighboring Bayside. The neighborhood is home to at least 600 children. By comparison, Reiche School, which serves Parkside and the West End, has about 530.

In 1993, Parkside residents called for police service 9,481 times. In the calendar year starting October 1994, Parkside resi-

dents suffered 37 percent of Portland's rapes and 35 percent of its assaults; one-quarter of all robberies in Portland occurred in the single square mile of Parkside. The fire department estimates it rolls to Parkside alarms four times for every call to the West End, at a cost of \$955 an hour. Said one fire official, "There's usually a truck down there every day. One night I got called to a fire in the neighborhood. It was a hot summer night. A youngster had set a fire back behind the police substation. The minute I drove up there were kids coming out of the woodwork. I thought, how can people live here?"

But people do live here—lots of people. It's the most densely populated square mile in Maine, housing over 4,000 people at last count. If everyone in Parkside decided to

catch a cheap movie, they would fill the Nickelodeon four times over. Parkside is a landing pad for students, addicts, first-time homebuyers, mental health clients, refugees, unwed mothers, young professionals, fledgling artists and assorted criminal types. Added to neighboring Bayside, Parkside includes 93 single-family homes, 12 of which were judged to be in good condition. If you threw 10 pennies, nine would land at the feet of a renter. Six-tenths of the remaining cent would land at the feet of an owner, and four-tenths would be gathered up by someone collecting returnables.

Work it

"Live here?" said Allison*, a veteran Parkside prostitute. "I would never live here. It's terrible." She and Trina*, who has worked in Parkside less than a year, wait for johns by the Mellen Street Market. The market has four public phones out front. Trina used one to answer her pager; on another a single mother cajoled a loan via Nynex; a short tough in a leather jacket breathed heavily in Allison's direction to clear space for calling home.

For a solid two hours, a handful of johns cruised the market. The women knew them all by name. One man, Maynard*, the

"I don't know what they call this, but it's the shittiest part of town."

— A two-year Parkside resident

prostitutes swore was 79 years old. Around and around, the johns headed down Mellen Street, swung right onto Grant, then reappeared at the corner of Sherman. For some unknown reason, Maynard once went the wrong way.

"Maynard, don't get hit! I like you too much," said Trina, grimacing as he drifted out between opposing cars. Trina said snowy days made for good business. Neither she nor Allison looked like sex for sale. Rather, they looked like poor people in stretch pants and simple shirts.

In a 1993 community policing report, the Portland Police Department said Parkside residents consider prostitution "the worst of all problems," and "the most visible of all illegal activity." Many residents feel the police crackdown on sex sales has improved the situation considerably. A block from the police substation, Trina seemed to feel safe speaking openly about her work. "Most people know what I'm doing. I'll watch my language if kids are around. I don't go bending over in the street." She reported this modesty in a full, open voice. Delivery drivers trundled cases of beer and loaf bread around us. The clerks of the market looked on through a side door. The johns trolled impatiently.

*NAMES HAVE BEEN CHANGED

If Parkside ever had a moment to buy back its soul, it is now.

I began to feel I was interrupting business, so I cut to the chase. What, I asked, would make Parkside a better neighborhood? Trina said, "It would be good if there was a place to get [free] condoms." Despite having many group homes, and a community police/neighborhood center, Parkside has remarkably few walk-in social services. PROP, which helps people navigate the social service system, fought tooth and nail with homeowners to open its current office on Cumberland Avenue. The neighborhood has no emergency shelters, no soup kitchens, and certainly no fishbowl full of free condoms.

Any other improvements? I asked. Trina laughed. "Yeah, a bench so I can sit my fatass down. The laundrymat [at Mellen and Sherman] is fine and dandy, if your feet are cold and you just want to warm up."

The laundrymat is very close to one of Toothaker's new buildings. You could walk from the laundry to Toothaker's front door in the time it took Trina to finish her Firecracker sausage and disappear into the market to throw away the wrapper.

Market values

Ken Ray of S&K Properties is the eager-to-sell owner of the laundry. All told, Ray owns 11 Parkside buildings, and every single one is for sale. The laundry and the apartments above it are contracted to be sold as of this writing. The others aren't listed, but Ray said real estate agents know they are available.

"That guy just buys to flip," Toothaker said, referring to the investor practice of buying buildings with the intent of selling them for profit.

How Ray came to own the buildings is a study in recent Parkside history. In the late 1980s, rabid speculation inflated building prices. Investors bought all the Parkside buildings they could get, often at prices three times the actual value. The rental market couldn't support their mortgages, and many investors let the properties rot. Both short-term tenants and longtime residents hated those absentee slumlords.

When the market finally toppled, the buildings were offered dirt cheap, and in the early '90s a new group of investors stepped in. "I bought the properties," said Ray, "because they were artificially low. If the neighborhood would have turned around, that would have been the icing on the cake." Ray figures it will take 12 months to unload his 11 properties, which he said create cash flow. "The market is coming back to what it should be," Ray said. "Prices are higher now than they were six months ago, and they were higher six months ago than they were six months before that."

Toothaker seemed glad to see the laundry selling. The buyers, he believes, live in the neighborhood and will take better care



Heather Fox, Nadia Nadeau and Marie Kathryn Jones (l-r), friends from Aroostook County, have found an affordable place to live in Parkside.

Mistaken identities

Heather Fox, a USM student, does her laundry at the Mellen Street Maytag. She says she's never seen prostitution in Parkside, but apparently the johns have seen her.

One day while waiting for the final spin cycle, Fox stepped outside for a smoke. "My hair was in a ponytail. I had on warm-up pants and a T-shirt that went to my knees. This guy from across the street hollers, 'Hey!' I didn't think he was calling to me." The man ran across the street and tapped her shoulder.

"Hey baby, how you doing?" the man said. He invited her to his place, then started pulling money from his pocket, saying, "I take care of my women well."

Many women in Parkside report being approached by johns. Keri Lord said a john once solicited her on the steps of her Deering Street home. She asked him if he knew he was talking to a member of the Portland City Council. He did not.

In recent years, the Portland Police Department has been aggressively arresting sex sellers and their customers. One street outreach worker said true prostitutes are becoming rare. "I'm lucky if I see two."

Added Herb Adams, "You'd have to be a Sunday-born fool to come to Parkside looking for a prostitute. There are more police decoys than there are prostitutes."

But the reputation is proving hard to shake. Customers still cruise Parkside, despite arrests and police letters asking them to stop. Women still get harassed on the street, regardless of apparel or elected office. Perhaps the old image lingers because it played so vividly for so long.

Of the roughest days in the late 1980s, Adams said, "Whores had each of the four corners [at Mellen and Sherman] staked out, and they didn't allow transgressions. I have seen with my own eyes cars three across, stopping, all trying to hail a single woman."

LAURA CONAWAY

of the property. "I've been talking the area up to my friends," he said. "If you concentrate in an area, numbers work."

Deep background

"The biggest land battle between settlers and Native Americans that ever took place in Maine," said historian Herb Adams, waving his arm down the hill of Parkside, "took place in Deering Oaks Park." In 1689, the enemies fought among the oaks for a place on Portland's peninsula. It has been said that history is geography over time. Two centuries later, Parkside remains a valuable and contested tract of land.

Since its earliest days as a neighborhood, Adams said, Parkside has offered affordable housing on the peninsula. That availability brought competing demands. Homeowners have fought what they viewed as an excessive number of group homes. Immigrants scrambled for housing alongside students. Young professionals push against drug dealers and prostitutes. As Ken Ray put it, "Everyone has to live somewhere. Parkside has the best group of quality-built tenements in the city."

Those tenements are part of the geography people built on top of the geography

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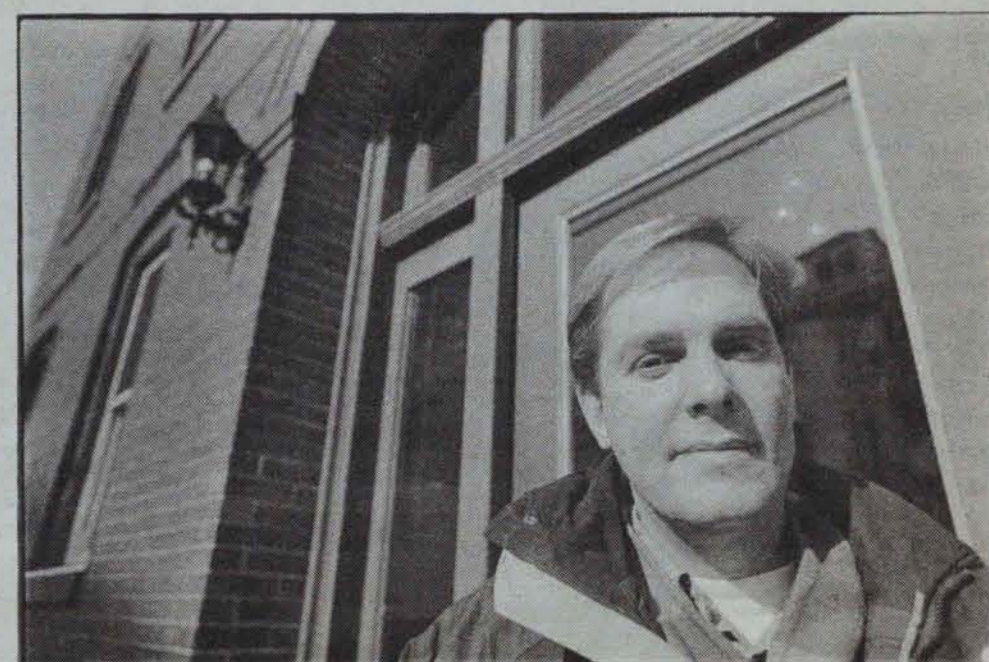
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Where goes the neighborhood?



Crandall Toothaker's reputation as a landlord defies gravity.

CONTINUED FROM PREVIOUS PAGE

they found. Just as the Greek gods lived on Mount Olympus, so wealth and power tend to concentrate uphill. The nicest homes in Parkside are on Deering Street, near the neighborhood's highest point. There, Adams noted the parking lot where once stood the birthplace of Gov. Percival Baxter. The lot now abuts the PROP offices on Cumberland Avenue, which are ever so slightly downhill. Crandall Toothaker's new properties look downhill

"I've been talking the area up to my friends. If you concentrate in an area, numbers work."

—Crandall Toothaker, landlord

over Grant, where he said he would not yet feel comfortable investing. All of this downhill sliding ends in Deering Oaks Park, for which Parkside is named, to which 40 percent of Parkside residents make zero or one trips a year.

Park Avenue, one of Portland's busiest streets, separates Parkside from its park. In fact, high-traffic streets, most prominently State Street and High Street, separate the blocks of Parkside from each other.

At the intersection of State and Cumberland, Adams paused to watch the

fury of traffic heading uphill. I asked him where Parkside people shopped. Did all those poor people without cars walk downhill to Shop 'n Save, crossing Park and Forest avenues twice? His words on tape would later be almost unsalvageable from the rattle of Hondas and Fords, but he said all of this while waiting for a chance to cross the street:

"I try to keep my business as local as I can, but I'm a single person so I'm buying small quantities — the quart of milk, the loaf of bread. To get certain other things like meats you have to go to Shop 'n Save, and I can walk it. But I'm young. I can get across Cumberland Avenue on a busy day. I can get across Park Avenue. I can get across Forest Avenue. But it's virtually impossible if you're an older person. You don't see old folks pulling their carts, trundling down there."

The traffic eased for a second, and Adams stepped out to cross, but quickly jumped back on the curb.

"If State Street becomes the major traffic corridor to get onto the new bridge, this neighborhood has been scissored in half. You will never get across that street. It will be impossible between the trucks and the cars all being funneled one place all day and all night. State Street was never meant to be that."

Adams pointed across the traffic to a well-kept home with a playscape in its picket-fence yard.

"That house had structural problems caused by the constant pounding and thunder of the traffic going by, and I'm not surprised. Just structural problems because it was never at rest. The house was not built

with the thought that it would be constantly and minutely in motion."

The house settled an instant, and we scooted to the other side.

Where am I?

"I don't buy that argument about transience," said Clarkson Woodward, who helps run the Parkside Neighborhood Center. Some say Parkside has too many people with minimal ties to the area. The neighborhood center anchors the tough end of Sherman with a chained-down bench and wide-open front door. Residents say its combination living room, health clinic, and police substation have been a quiet, steady success. Working at the center, Woodward has seen the neighborhood's residents shuffling between Parkside addresses. "[Parkside] is transient within its own neighborhood," she said. "People might live on Grant Street instead of Sherman. They might move to Munjoy Hill and then move back."

"I never heard of Parkside," said a woman on State in a thin coat and worn jeans. "I've lived in Portland all my life.

"Everyone has to live somewhere. Parkside has the best group of quality-built tenements in the city."

—Ken Ray, landlord

I've lived in this neighborhood many times. It's the worst part of town, though, I can tell you that."

Residents who couldn't name their neighborhood had no trouble pegging its reputation. "I don't know what they call this, but it's the shittiest part of town," said a two-year resident, shoveling out his drive. A tall man from Florida turned around slowly, scanning the Grant Street tenements. "This is the ghetto," he said. "It's the 'hood."

"I'm from New Hampshire," said another man, struggling in the snow. "I don't know what this is." He was joined by a chorus of new arrivals filling in their maps. "I don't know. I'm from Iraq." "I don't know. I'm from Buffalo." "I don't know. I'm from Bosnia," or Russia, or Sudan. One man in slippers with a 6-inch Chihuahua said in no uncertain terms he was standing in Parkside Court.

For renters on the way up, Parkside sometimes offers a first chance to buy a home. A number of those buyers are from Portland's gay and lesbian community. Jim Neal and his partner bought their Sherman Street building from a Maryland mortgage company after living in one of its three apartments. "We liked our apartment, and the building itself, and the neighborhood," Neal said. "It's got that village feel. In our block alone there are several gay or lesbian landlords, then an

even larger proportion of gay and lesbian people renting. The others are certainly not homophobic."

In a thickening snow, Crandall Toothaker pointed out Neal's house, and several others around it, as homes that were in good hands. He said someone had asked him about buying three Sherman Street properties plus a building on the corner of State. How many of the buildings around us were for sale or newly purchased? This one and this one and this one and this one, till from stop sign to stop sign only two remained unchanged.

Citywide, Portland's housing is thought to be 95 percent full, a stratospheric occupancy not seen since 1988. That year was also the last time Parkside property was hot. Said one city official, "Hopefully this will be a smarter cycle."

The swapping of Parkside property occasions worry and hope. Sellers are getting out cheap. "Under a hundred [thousand] for six units! I should have bought it," joked Keri Lord, a committed Parkside resident of 17 years. If Parkside ever had a moment to buy back its soul, it is now.

A meeting

Toothaker extended a bare hand into the blizzard around us. As we said goodbye in front of 115 Sherman, a stranger in a secondhand coat with fake fur approached. "Everyone needs someone," he said to Toothaker. The man, a Somali immigrant, was so drunk I couldn't separate his alcohol from his English. Pulling the fake fur close to his face, he told us about his landlord troubles, not knowing Toothaker owned buildings himself.

Every few days, the man said, his High Street landlord would tell him he had to move his things. "Your room is upstairs," the landlord would say. Toothaker whispered the address was a rough building.

"We're renovating these apartments," Toothaker said, pointing to the newly glassed front door. "Good," said the stranger. He pulled out his green card and an official paper showing the city would pay for his rent. Toothaker blanched. He looked genuinely pained. His building was completely full. Toothaker folded the city paper and tapped the snow gently from the green card. "You do have a room?" he asked.

The man produced a set of keys held together with string. He said, "I have a room, but it's no good. Spirit of Sherman Street — no good. Too much drugs," he said, plunging an imaginary syringe into his arm. "Too much guns," he said, pantomiming a rifle, his mouth forming a soundless boom.

They talked long minutes in the falling snow, long after it was clear Toothaker couldn't help, long after the stranger had stopped making sense. Then they stood, two Polaroids of Parkside, both emerging, neither fading. One would take shelter behind a glowing glass door, the other in a rented room on High Street.

Laura Conaway is a local freelance writer.

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FLIPPY-FLOPPY

The rumblings began early last week, and by Wednesday it was official: Perfect Pitch, Inc., the company that ran the State Theatre into the ground, had filed for Chapter 11 bankruptcy in a last-ditch effort to save itself and keep the theater running. The announcement came two weeks after Kelly Graves, a Perfect Pitch co-owner, said the theater would close because of insurmountable debt. While Graves announced the bankruptcy filing as though it were a sign of hope, it's hard to see it that way.



We've heard a lot from Graves recently about how the State Theatre epitomizes the ideal of the arts district, about how

her dreams for the theater should be our dreams. But we still haven't gotten a good explanation of how Perfect Pitch managed to run up a \$330,000 debt. We still don't know how it intends to compensate customers who are holding tickets for canceled shows. And even after Graves' most recent announcement, we still don't know how her company intends to run a viable theater (after all, the city denied it a bail-out loan last month on the grounds that the theater did not possess long-term viability).

Graves & Co. need to tell us why we should back their efforts to continue as a nonprofit. There are too many problems with Graves' handling of this matter — which has been termed "manipulative" by the director of one local arts organization — for us to offer, at the moment, anything other than our severest scrutiny. Perfect Pitch's impulse to move from for-profit to nonprofit standing, after all, was spurred by the company's dawning realization that they couldn't make a go of it as a for-profit presenter. Perfect Pitch proceeded to organize itself like a large, thriving nonprofit theater, but without taking the time to develop the kind of broad-based community (i.e., financial) support essential for such an enterprise.

Moreover, Graves seems unprepared for the transition to a nonprofit structure, where she would have to answer to a board of trustees. Her announcement that she intended to file for bankruptcy caught the theater's current board by surprise, and members publicly expressed concern over Graves' actions.

Graves said last week that the theater needed \$70,000 by the end of next month to continue operations, implying that the money would come from public donations. Does she really expect us to contribute to a debt-laden company that has just filed for bankruptcy and has not made public specific plans to put its affairs in order? Does she really expect promoters to book shows into a theater teetering on the brink of another financial collapse? Does she really expect other local nonprofits to support her jumbled, oddly grandiose plans for a theater that may or may not be run as a nonprofit?

There's no question Portland wants the State Theatre. We've bought tickets and gone to shows. We've upheld our part of the deal. The question is whether the theater's current management is willing — or able — to uphold theirs.

SCOTT SUTHERLAND

comment

Cruise control

Law, not opinion, should provide the solution to Portland's sex shoppers

PETER RICKETT

Everyone loves to get a letter! In these high-tech days of pagers, fax machines, answering machines and e-mail, it's a nice feeling when someone takes the time to write. Even if it is the chief of police.

It's not a bad letter. In fact, it's quite polite. In not so many words, it says that the police have been watching you drive through either the West End or Parkside and noticed that your driving patterns, or at least those of the vehicle registered to you, are similar to those of people who solicit prostitutes. They hope you are not considering such illegal activity, or anything else that might impinge on the public safety.

The letter is not cluttered up with facts. It doesn't tell you that you have not broken any existing laws. It doesn't explain why the police didn't just pull you over and ask what you were doing, or maybe

even hand you the letter. Sending the letter home, where a spouse or family member might read it, appears to be much more effective. But it's still a nice letter.

The intent of the letter-writing campaign is admirable. Its aim is to curb the level of "cruising" that occurs in the West End and Parkside neighborhoods. Cruising is the act of repeatedly circling a block or neighborhood in a car, typically 10 or more times over the course of 1-2 hours. It is clearly a public nuisance, and in many cases does in fact lead to the solicitation of a prostitute or acts of public sex. However, in Portland there is nothing legally wrong with cruising. Therein lies the problem.

There is no question that Portland has the finest police force in the state. My father served 18 years with the Portland police, and I know many current officers from my childhood. The officers assigned to the cruising detail did an excellent job of observing and documenting the incidents that occurred. Unfortunately, I believe their efforts were misguided and clearly premature.

The purpose of a police department is to protect citizens through the enforcement of all laws and ordinances. It has been granted significant powers and resources to carry this out. The use of these powers and resources to enforce opinion, as opposed to law, is wrong, plain and simple. If allowed to continue, it would set a dangerous precedent. We cannot work outside of the system and begin to enforce nonexistent laws because we think they should exist. The proper procedure would have been for the police to approach the city council and request us to consider an ordinance banning cruising — rather than acting as if such an ordinance already existed. This is not Dodge, and the sheriff doesn't run the town. The citizens do. We have a system that allows for their representation and puts some order into the policies and procedures that govern our city.

The question is not whether or not cruising is a public nuisance. The question is one of rights, and I strongly believe that you have the right to be left alone if you have not broken the law. If this is not a legal right, it is most certainly a moral and ethical right.

The residents of Parkside and the West End also have rights. They have the right to a safe and peaceful neighborhood. They have the right to live and raise a family in a neighborhood free of public sex and prostitution. When the rights of one individual impinge on the rights of another, it is the role of government to enact clear legislation to appropriately protect the rights of all parties. As an at-large city councilor, I am committed to seeing that an ordinance to do just that is brought forth.

Hopefully, next month an ordinance will be passed that prohibits cruising, and the residents of Parkside and the West End will reclaim their neighborhoods. The very letter that was sent out earlier by Police Chief Mike Chitwood may indeed be the official response to a first offense. However, only after public opinion has been heard, the issue has been debated and an ordinance passed, will the letters be appropriate.

Peter Rickett is an at-large member of Portland's city council.

ACTIVIST NOTEBOOK



GIMME A "V." Sure, your time is worth money, but giving of yourself has its own rewards. The folks at the Maine Audubon Society are certain that if they can get just an hour of your time for their monthly volunteer rally, you'll be itching

to pitch in. This month the rally is on Feb. 8 from noon-1 p.m. Bring your lunch and learn what you can do to enhance Maine's natural heritage through education, research and advocacy. Find out how your interests and talents can be put to good use at Maine Audubon Society's Gilsland Farm Sanctuary, 118 U.S. Route One, Falmouth. 781-2330.

PUT YOUR MONEY WHERE YOUR MOUTH IS. Growing up gay can be pretty lonely. Especially when you live in a state that just went to the polls over civil rights and just barely defeated an anti-gay referendum. Even if you did vote "no" on 1 in November, there is still work to do to make Maine a safe and hospitable place for people of all ages to express their sexuality. You won't work up a sweat helping — you'll just have to loosen your purse strings. Outright, an organization that provides a safe forum for gay, lesbian and bisexual teens to talk and spend time together, needs your financial support. Your tax-deductible donation will help insure that young people feel safer and less alone. So dig deep and send your contribution to: Outright, P.O. Box 5077, Portland, ME 04101. Or if you're a young person who might need Outright's services, call 828-6560 or 774-TALK.

Send Activist Notebook announcements three weeks in advance to Colleen Sumner, CBW, 561 Congress St., Portland, ME 04101.

LETTERS



Casco Bay Weekly welcomes your letters. Please keep your thoughts to less than 300 words (longer letters may be edited for space reasons), and include your address and daytime phone number. Letters, Casco Bay Weekly, 561 Congress St., Portland, ME 04101 or via e-mail: editor@cbw.maine.com

Voice of reason

Regarding Dan Short's review of Beyond Reason (CBW, 1.25.96), he was on target in praising their talent. However, his negative assessment of the group's style seems to express his personal preference for "alternative" out-of-state bands (his review on the two other groups that week) and his disdain for the music of the '70s (What does that mean, given the huge variety of musical styles then?). I've caught Beyond Reason a number of times and can't say how much I enjoy their sound.

If you only like punk (for example), you're never going to be open to appreciating classical music. Any style has a wide range of good and bad recordings, and it's the assessment of how the music rates within its "sound" that matters. Maybe CBW ought to have reviewers that have broader musical tastes.

By the way, the same CBW issue discusses the Acid Rain Retirement Fund, which is working to reduce pollution emissions. I understand one of its organizers heard and so enjoyed Beyond Reason when they opened for Lowen & Navarro at Raoul's that he asked them to perform at the group's Feb. 29 benefit at the Hedgehog Brewpub. Music fans, go help a good cause and make up your own mind about Beyond Reason.

Gregory T. Kidd
Beyond Reason
Old Orchard Beach

However, the reference to Beyond Reason choosing its influences more wisely — The Eagles and Styx — is a complete error. In my extensive collection of recordings, I don't have a single Eagles or Styx recording, so they certainly could not be my influences. If only my influences had achieved the financial success of The Eagles or Styx! Certainly, most of my influences are not that well-known — Chapman/Whitney, Richard Thompson, Dave Cousins, Sandy Denny, T.S. McPhee, Kim Simmonds, Rory Gallagher, Peter Gabriel, Roy Buchanan, Santana, Peter Dinklage, Robert Fripp, Ian Anderson, Michael Been, Zachary Richard, Sonny Landreth. Ah, yes, not much from the '80s, but a lot of that was either techno or rehashed angst. But most have stood the test of time and are still recording. (RIP Rory and Roy.)

Whose influences aren't from the past (see your review of Buffalo Tom)? After all, rock music and its derivative forms have been around going on 50 years and guitar-based rock since the '50s. Who hasn't begged, borrowed, manipulated and mixed from somebody else (as the Fairport Convention "Meet on the Ledge" says, "It all comes 'round again")? Rock really is the new "folk" music.

Again, thank you for your time and the recognition of our talent.

Gregory T. Kidd
Beyond Reason
Old Orchard Beach

Man of action

It was with great delight that I read in your paper about Laurence Kelly's intention to run for Portland City Council. As someone who actually owns a business in Portland, Kelly would hopefully provide a welcome respite from the tiresome business-as-usual antics of our present city council. I have always found it curious how our present city councilors lament the loss of businesses and the death of Congress Street, while failing to provide such basic necessities as tax relief and on-street parking to prevent these businesses from leaving. By dragging their feet on every important issue from the St. John Street train station to the interminably anticipated and vastly overpriced Portland City Hall Auditorium renovation, our present councilors have proven themselves to be

useless as allies to business. They have a serious case of misplaced priorities.

As someone who is personally familiar with the difficulties encountered by small business owners in Portland, I would hope Mr. Kelly could help cut through some of the red tape plaguing our city government. I have known Laurence Kelly for several years and know him to be a man of action, not just words. I implore Portlanders to be people of action by voting him in as at-large city councilor this November.

Ken Grimsley
Portland

Damn Yankee

There's a misconception among those living outside the 10-mile evacuation zone around Maine Yankee that they have little to worry about in the event of a mishap. Perhaps they should think back to the smoke that blanketed the state from Canadian forest fires this past summer. If that smoke had been clouds of radioactive isotopes venting from a nuclear power plant, most of the state would have been affected.

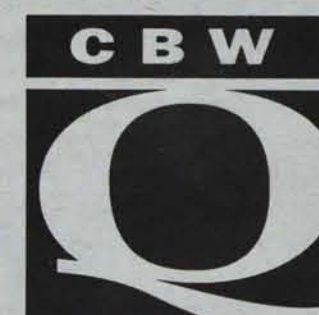
The Chernobyl accident in the former Soviet Union left a 50-60 mile radius around the plant a virtual wasteland. No insurance company in the world, including Lloyd's of London, covers these kind of property losses due to nuclear-related incidents.

Banks do hold debtors liable on outstanding mortgages and personal property loans in spite of the property's loss. In addition to the well-known health risks associated with accidents, these are additional concerns we must consider in light of the serious questions raised by the allegations contained in the whistleblower's letter. He alleges that officials at Maine Yankee knowingly falsified information submitted to the NRC about its emergency core cooling system, which is relied upon as a last defense in preventing a meltdown. The letter further alleges Maine Yankee has been operating unsafely for the past seven years based on this faulty information and that the NRC's lack of vigilance in checking documents submitted by Maine Yankee allowed the plant to operate beyond its mandated capacity for years.

The Union of Concerned Scientists wrote to state officials urging them to conduct a public investigation into the allegations made by the whistleblower. If

we are going to live with a nuclear power plant within our borders, we have the right to know if that plant is operating safely and legally without undue risk to our health and property. We should demand that our elected state officers conduct an independent, public investigation into the charges made by the whistleblower. It's about time somebody put public safety concerns above corporate profit.

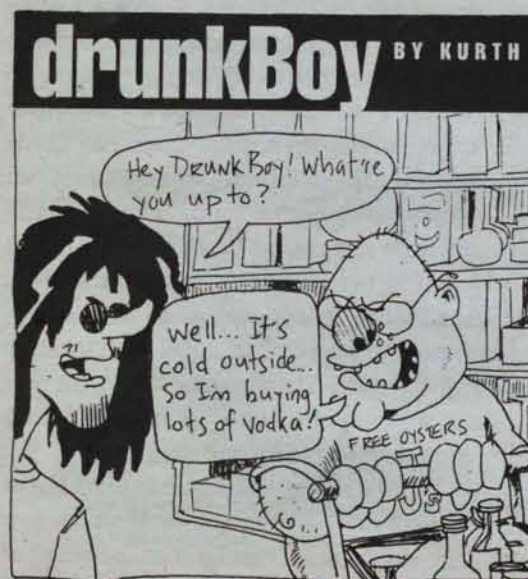
Kris L. Christine
Alna



That's a pretty interesting ad for Up-town Billy's Barbeque. Just looking at that pig makes my mouth water. Where did the photo come from?

The guys over at Up-town Billy's found the picture of the man dancing with the scantily clad woman in a French book of photos from the 1950s called "J'aime le Striptease." The pig actually wasn't in the original picture. "We added the pig with some computer enhancement," according to owner Alan Weiner. "It certainly has sparked some interest." One perturbed woman called asking if the dancing lady had any clothes on. "Of course she does, madame," Weiner told her. Weiner said the restaurant is considering replacing the smiling (leering?) face of the man at the first table with the visage of Uncle Billy's chef, Jonathan St. Laurent.

Got a burning question about life in Greater Portland? Let CBW's crack investigative squad sort it out for you. Those whose questions are selected for publication will receive a complimentary SPAM® refrigerator magnet. CBW Q, 561 Congress St., Portland, ME 04101, or by fax: 775-1615.



lookin' for love in all sorts of places: Last Friday night, Portland's **swinging singles crowd** could be found taking pen to paper in search of the perfect romance. Under the guidance of the personals staff of Maine Publishing, CBW's parent company, about a dozen people, mostly SWFs, gathered at

ear to the pavement



Borders in South Portland to hone their personal-ad writing skills. Other singles, unwilling to make their interest in the seminar publicly apparent, hovered furtively in the nearby magazine and cooking sections. At least one participant hoped to make a date, if not meet her soulmate, at the workshop itself. With Valentine's Day looming on the horizon, what exactly was the experts' advice for advertising for your one and only? No big surprises. Be descriptive, be honest, and you'll have prospects standing in line — or maybe over in the "Self-help/psychology" section.

■ Three stooges: **Moving day on Brackett Street.** Three men were loading a pickup truck already overfilled with futons and milk crates when the parking cop showed up. The truck owner, who was parked illegally, owed the city \$100 in parking fines. The parking cop intended to boot the vehicle. "Can you forget about it? I just got paid. I'll pay tomorrow," the truck owner begged. "We're in the middle of moving ... C'mon, please let us finish." But the pleas did nothing to sway the officer.

Finally a deal was struck. The truck owner would head to City Hall in another car and pay the fines. The parking officer wouldn't boot the vehicle, but would watch the truck until the men returned. Forty-five minutes later, the three men resumed lugging furniture. It was cold and dark. The men were very unhappy. "God, I hate moving," one of them said, to no one in particular.

■ A good cigar is a smoke: Says Grant Wilson, the owner of **Stone Coast Brewing Company**. Since the new brew pub opened Jan. 27, stogie smokers have been making a beeline for the upstairs smoking room. Stone Coast and Brian Boru are the only downtown bars that encourage cigar smoking. At Stone Coast, there's a darn good smoke removal system. "Our ventilation system was designed for cigar smoking," says Wilson, who enjoys three or four stogies a week. "We know the cigar market is exploding. We want to satisfy those people turned on by cigars." And it's not just old men in tweed smoking, either. Wilson said many women are puffing on cigars and shooting pool. "We got a call from four women filmmakers from Bates College working on a documentary about women and cigars, so they're coming down here to film."

■ Lone cat: **Mark McClure**, owner of the Portland Mountain Cats, is getting out of the bar business. McClure, who had owned 36 percent of The Pavilion, a Middle Street nightclub that he helped start, recently sold his shares to Steve Baumann and Jon Cohen, the other two original partners. "I've got to concentrate on the basketball team," said McClure. "I can't run a nightclub and get this venture off the ground." Now if he can only get Manute Bol off the ground. CBW

edge

FREUDIAN SLIPS ... VIOLIN TENDENCIES ...
CHILI & CHOWDER CHALLENGE ... PINFOLD SPEAKS ...
STOOPID ROCK, VOLS. I & II ... DANCING AQUARIANS



Neil Welliver's "Birches" (1982-83) at the Portland Museum of Art.

Welliver and Winter

Lurking abstraction and incongruous angels: two artists' visions of Maine's landscape

■ SCOTT SUTHERLAND

Maine's landscape has played host to a wide assortment of artistic visions, including those of Winslow Homer, Marsden Hartley, Rockwell Kent, John Marin and Fairfield Porter, to name a handful of luminaries. Most of those visions, of course, have tended to look seaward, captivated by the titanic power of the Atlantic, if not by the irresistibly painterly lures of sea spray and cliffs. Occasionally, intrepid souls like Hartley have ventured inland to paint mountains, streams and woods; for most of the state's aesthetic history, though, to be a Maine landscape painter was to pack your easel every summer and head to Monhegan, where you set up shop on some artist-clogged bluff and painted the same boulders and foam everybody else painted.

Painters of inland Maine persisted, however, and two local shows — "Neil Welliver Prints: The Essence of Maine" at the Portland Museum of Art through March 24, along with "Roger Winter: Paintings" at the Maine College of Art's Baxter Gallery through Feb. 18 — are good examples of how that tradition is practiced in the 1990s.

Both Welliver and Winter could accurately be described as representational painters, but with a twist. Welliver approaches landscape with the sensibility of an abstractionist, and tackles problems of color and line in works that also happen to resemble birch-studded hillsides or swimming trout. Winter's spin on representation is that, while many of his oil-on-linen paintings contain elements of almost photographic realism, the universe he's depicting is a decidedly parallel one; here, the Maine landscape serves as a backdrop for a host of repeated images that suggest some peculiar psychic dreamscape, or at the very least a thing for crows and foxes.

Widely hailed by critics as one of the country's most accomplished painters, Welliver, of Lincolnville, is best known for his large oils of the Maine woods. The PMA exhibition of 58 prints — etchings, woodcuts, lithographs and screenprints — represent the bulk of Welliver's print output over the past three decades and are concerned with many of the same formal and technical problems found in the paintings.

Welliver once told me that he considered all painting abstract, and it's a notion

he applies forcefully in the creation of his prints, too. In the hand-colored etching "Two Trout and Reflections" (1994), for example, he depicts the dappled surface of a stream in a series of loose, squiggly blue blobs, incongruously overlaid atop the floating trout. Better still is the hand-colored etching "Trout and Reflected Tree" (1985), a crazy-jittery wash of color, reflection and refraction that is as much about the atomization of image into abstraction as it is a depiction of a freshwater fish. The prints, for the most part, work in the same manner as his paintings; get too close, and all you see are abstract blobs. Step back, and it all clicks into place.

Welliver's method of making paintings is idiosyncratic and complex, and he applies a similar love of process to his prints, especially the large woodcuts, which he creates using the traditional Japanese woodblock method. Some of the woodcuts require two dozen different blocks and colors, and as many as 40 rubbings. (Kudos to his printmaker, Shigemitsu Tsukaguchi, who combines a tenacious patience with the manual dexterity of a surgeon.) At first, it's hard to regard the woodcuts without feeling that the finished work is utterly subsumed by the laborious process of creating them. Look at a work like "Sky in Cora's Marsh" (1987-88) long enough, however, and your preoccupation with process — despite the demonic complexity of the print — begins to fall away. There's a ton of process here, to be sure, but there are also the enjoyments of color and composition, not to mention the you-are-there sensation of standing alone in the middle of the upland woods while your duck boots fill with icy bog water.

Where Welliver's primary focus is the landscape *per se*, most of Winter's 15 paintings at MECA use a familiar landscape as a backdrop for the images of some interior world, much in the manner of the Surrealists. Winter, a Texas native and a friend of Welliver's, moved to Maine (to Frankfort, to be exact) a half-dozen years ago, whereupon his landscape work underwent a peculiar transformation. A host of recurrent imagery began to appear in his paintings — foxes, crows, dogs, fire, statuary of angels and saints — and are often rendered disproportionately large or floating untethered in the middle of the canvas. Winter's 1994 painting "Snow Moon," for example, depicts a snow-covered hillside populated by overlarge crows (one with an empty cartoon-style thought balloon issuing from its head), a dead, outsized calf, a jumping fox, distant flames, a car with its headlights on and, hovering over everything, the figure of an angel with its arms outstretched. The painting looks like music, a minimalist tone poem infused with equal parts whimsy and dread.

Winter's work references an assortment of mediums — chiefly, photography, collage and computer art — with the intent of

overlaying one world atop another. The resulting dissonance of the imagery, and the oddly unmoored sensation it creates in the viewer, is similar to a brief experiment of Welliver's 20 years ago or so, when he painted nudes in wilderness settings. Winter's cut-and-paste technique of integrating his imagery into the landscape is even riskier, though, since the frequent absence of perspective only heightens the emblematic quality of the incongruous angels and wildlife. Whether or not the

paintings work for you depends on your willingness to enter and explore that space between the known landscape and Winter's strange overlays of psychic disjuncture.

Perhaps the best thing about these shows, aside from "Sky in Cora's Marsh" and "Snow Moon," is that the ocean is nowhere in sight. Both Welliver and Winter respect the *land* in landscape, and there's something in that sensibility that I — a confirmed flatlander and an avowed landlubber — find immensely satisfying. CBW

review

Freudian slips

In securing the East Coast premiere of Terry Johnson's "Hysteria," Vintage Repertory Company offers something you can't see in New York or Boston.

And for good reason.

Though touted as "insanely funny" ("Hysteria" did, in fact, win the British equivalent of a Tony in 1993), the play is less a comedy than a dark, surreal drama punctuated by heavy-handed farce.



Funny, or just insane? Vintage Rep's "Hysteria"

While one wouldn't mistake a play about Freud for Monty Python, there are comic possibilities only half-heartedly explored in favor of snot jokes and tedious puns on Freudian slips.

"Hysteria" is based on a real-life meeting of Sigmund Freud and Salvador Dali in 1938, one year before the psychoanalytical pioneer's death. Now into his 80s, Freud begins to doubt some of his key conclusions, especially regarding infantile sexuality and the resulting neurosis, or "hysteria." Dali's visit, coupled with the appearance of a mysterious young woman and the specter of world war, forces a crisis in Freud's convictions.

This production's saving grace is the sure-handed performances of David

Blair as Freud and Christopher Price as his physician, Yahuda. Separately, they shine: Blair's unsentimental lion-in-winter is smart, tart and trenchant, while Price has the kind of comedic and dramatic timing other actors would kill for. When they're together, Blair and Price steal the show like a pair of missing Marx brothers.

Elizabeth Enck has the thankless role of Jessica, a character so contradictory and sketchy the actor can do little but wring her hands and make it through the maze of dialogue without a fumble. And in what should have been a show-stopping turn as Dali, Skip Emerson does his best to camp it up but fades in and out of the artist's lunacy — sometimes disappearing from the stage altogether.

Though Vintage Repertory is to be commended for bringing new material to Portland, "Hysteria" is little more than a chance to see our local talent perform CPR on a case of terminal pretentiousness. A better bet lies a bit further into the season: the aptly titled "Beyond Therapy," by Christopher Durang.

■ J. L. JOHNSON

"Hysteria" will be performed through Feb. 18 at Oak Street Theatre, 92 Oak St. Tickets: \$12, with two-for-one admission on Thursdays. 775-5103.

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moVies



Love's not all it's cracked up to be in LEAVING LAS VEGAS.

ACE VENTURA 2: WHEN NATURE CALLS For all of you who can't get enough of Mr. Silly Putty (a.k.a. Jim Carrey), here's a sequel to the film that broke him on the big screen. This time around Ace travels to the dark continent and saves Africa's benevolent beasts from mean and nasty poachers. Even if Carrey's monopoly on comedy has got you annoyed, he's so bizarre you just have to laugh at him.

AMERICAN PRESIDENT Michael Douglas plays a dorky bachelor president who falls for the fetching environmental lobbyist, Annette Bening. They date. Their aides think it's a bad idea. Wake me when it's over.

BABE THE PIG It's not enough for an enterprising porker to eat slop and roll in the mud. This is the tale of a young pig in search of gaudy entertainment; he tries everything, even rounding up the sheep, during his adventures on the farm.

BEAUTIFUL GIRLS Five high school pals (including Matt Dillon, Timothy Hutton and Michael Rapaport) converge in their hometown for a reunion/hard-core-male-bonding session. They devote copious time to lamenting over the women in their lives.

WAITING TO EXHALE For guys?
BED OF ROSES The love-dovey story of a florist (Christian Slater) who falls head-over-heels for a workaholic, Mary Stuart Masterson. They connect and really heal each other.

BLACK SHEEP There's one in every family, isn't there? Chris Farley plays the goorball brother of a hot-shot politician, and fellow "Saturday Night Live" pal David Spade is Farley's handler, charged with minimizing the damage during a political campaign. Question: Is it humanly possible to watch Chris Farley for the duration of a feature film?

THE BRIDGES OF MADISON COUNTY Robert James Waller's best-selling love story comes to the screen. Clint Eastwood plays a National Geographic photographer who takes a trip to Iowa and winds up tangled in romance with a very married, but lonely, farm wife (Meryl Streep).

BROKEN ARROW Christian Slater plays a pilot who must save the world from the threat of nuclear mayhem. The offense: John Travolta as Slater's former partner, who goes a little cuckoo, swipes a nuclear warhead and blackmails the government. Samantha Mathis (Slater's "Pump Up the Volume" pal) is there to assure viewers of their hero's heterosexuality.

DEAD MAN WALKING Tim Robbins' latest, about a nun who fights for the life—and soul—of a man sentenced to death for the killings of two teenagers. Stars Sean Penn and Susan Sarandon. Early buzz: Oscars every which way you turn.

DUNSTON CHECKS IN In the mood for a little monkey business? Pee Wee Herman returns to the big screen in this "Curious George"-esque flick in which a freedrom-orangey raises Cain at a five-star hotel. Faye Dunaway and Jason Alexander from "Seinfeld" join in the mayhem.

EYE FOR AN EYE Sally Field is pissed. (It's hard to picture, we know.) Her daughter has been ruthlessly murdered by a man who can't even remember what she looked like (Kiefer Sutherland). Field seeks her own justice à la Charles Bronson. The question is, does Gidget have the guts to go through with it? And furthermore, do two wrongs make a right? Aging cutie Ed Harris plays the gun-toting Field's sympathetic husband.

FROM DUSK TILL DAWN Hark! It's doctors and directors toting guns. George "ER" Clooney and Quentin Tarantino play rotten, thieving brothers who stumble upon a group of vampires making their home in a shady Mexican bar called the "Titty Twister." Also starring Harvey Keitel and the always smokin' Juliette Lewis as Clooney and Tarantino's hostages. Written by Tarantino and directed by Robert Rodriguez ("Four Rooms"). Neither of whom sport any hang-ups when it comes to gore.

GET SHORTY John Travolta and Danny DeVito star opposite each other in this comedy based on Elmore Leonard's novel. Travolta plays a mob thug turned producer and DeVito plays a short movie star.

GOLDENEYE Action, espionage, cold war politics—James Bond is back. Pierce Brosnan plays the martini-swilling, babe-magnet for this installment. Bond's mission: battling a band of Russians peddling high-tech weapons. Izabella Scorupco gives a good showing as the beautiful, Russian girl-genius who swaps sides to help Bond. Then there's the stop-smoking Famke Janssen to fill the evil seductress quota. Oh James, how do you do it?

GRUMPY OLD MEN Same guys (Walter Matthau and Jack Lemmon), same plot (the race to get the girl—Ann Margaret), same idea (two blue-haired curmudgeons). If you liked it the first time around, what are you waiting for? Go see the second installment.

HEAT Good guys versus evil guys as you've seen it done many, many times before. But who would want to miss Pacino opposite De Niro with Val Kilmer and Tom Sizemore on the side. The film is a look into the world of L.A. cops and mobsters—crossing lines and testing boundaries. Don't go see it with a full stomach.

JUMANJI Robin Williams plays a wild and grizzly boy-man who has been stuck inside a jungle-themed board game for 26 years. He is liberated by two children who discover the dusty game in the attic of their new home. Williams isn't satisfied with just returning to the life he left behind—he wants to settle the score with Jumanji's beasts. If you've ever yearned to see rhinoceros trampling

through the living room, this is the film for you.

THE JUROR Alec Baldwin plays a slick and icy mafioso type who's out to convince a juror, played (sort of) by Demi Moore, to acquit his boss, currently on trial for an assortment of nasty things. Baldwin's character has a lot of tricks up his sleeve. As for Demi... well, you know how it is with Demi.

LEAVING LAS VEGAS Ben Sanderson (Nicolas Cage) is a burnt-out alcoholic who hits Las Vegas to drink himself into the grave. Elizabeth Shue plays Sera, the street-smart prostitute who crosses his path. The friendship they develop defies the odds but can't change destiny. Cage just took home a Golden Globe for his role, while Shue culled a nomination. Based on John O'Brien's semi-autobiographical novel.

MR. HOLLAND'S OPUS Directed by Stephen Herek ("The Three Musketeers"), this film pays homage to those overworked underpaid people who guide us through the happiest years of our lives. Richard Dreyfuss stars as the teacher who spends his life searching for the fountain of youth only to realize it has been in his classroom all the while.

RESTORATION Robert Downey, Jr. plays a talented 17th century medical student who succumbs to the many decadent charms of the court of King Charles II. Franky, the trailers for this puppy look fantastic, and the peculiar cast—Downey and fellow American Meg Ryan teamed with Brits David Thewlis and Hugh Grant, for starters—is receiving glowing mention here and there. Amazing what Downey's career has done, considering he participated in the atrocity otherwise known as "Less Than Zero."

SABRINA Linus (Harrison Ford) and David (Greg Kinnear of "Talk Soup" fame) Larabee are brothers who couldn't have less in common if they tried. Linus keeps the family business thriving, while David plays. Needless to say, a little resentment is brewing. When Sabrina (the fetching Julia Ormond) comes back to town all grown up, the tension comes to a boiling point. It's Type A and Type B vying for the love of Ms. Right.

SENSE AND SENSIBILITY Just as period films were getting more than a bit tiresome, along comes Jane Austen's story of the smart and savvy Dashwood sisters, with a smashing screenplay penned by one of our faves, Emma Thompson, who also stars in it. Live so many other films about 19th century life.

"Sense and Sensibility" is full of repressed feelings and copious amounts of clothing. Still, its unapologetic focus on the lives of courageous and intelligent women makes it worth seeing. Featuring Kate Winslet ("Heavenly Creatures"), Hugh Grant and Emma Thompson.

SHANGHAI TRIAD Set in decadent 1920's Shanghai, director Zhang Yimou's latest film is an allegorical dig at communist China's powers-that-be. Seen through the eyes of a 14-year-old country boy, the story brings us into the grisly world of a crime lord (played by Li Baotian) and his mistress, the lovely Gong Li.

TOY STORY Big fun is in store for all you animation fanatics. Academy Award-winning short director John Lasseter is the mastermind in charge of bringing these toys to life. Funny guys Tim Allen and Tom Hanks add their quirky voices to the mix. Bring the kids.

12 MONKEYS Bruce Willis goes back in time to find the source of a nasty virus that's killing everybody, and runs into an animal-rights activist played by Brad Pitt. Written by Janet and David Webb Peoples, who wrote "Blade Runner," and filmed with lots of cool, futuristic sci-fi special effects.

WAITING TO EXHALE When you've had just about enough of all the testosterone-charged action flicks, go see this film debut from actor-turned-director Forest Whitaker, about a group of women friends. Whitney Houston and Angela Bassett head up the cast of chatty female friends. Light on plot, but heavy on emotion. Based on Terry McMillan's best-selling novel.

WHITE SQUALL Jeff Bridges sets out on the high seas to teach a gaggle of pubescent boys how to sail. The weather gets rough, the tiny ship is tossed and six boys are lost. Shipwrecked, they all look to Papa Bridges (and within themselves, of course) to make sense of the tragedy. No "Lord of the Flies" this time.

movie times

Owing to scheduling changes after CBW goes to press, moviegoers are advised to confirm times with theaters. Dates effective FEB 9-15, UNLESS OTHERWISE NOTED.
General Cinemas, Maine Mall, Maine Mall Road, S. Portland, 774-1022.
MR. HOLLAND'S OPUS (PG)
1, 4, 6:50, 9:45

BROKEN ARROW (R)
1:15, 1:45, 3:45, 4:10, 6:45, 7:20, 9:15, 9:45

BEAUTIFUL GIRLS (R)
1:30, 4, 7:10, 9:35

TOY STORY (G)
1:10, 3, 5, 7:15

12 MONKEYS (R)
6:50, 9:40

GRUMPY OLD MEN (PG-13)
12:40, 2:45, 4:45

BLACK SHEEP (PG-13)
1, 3:05, 5:20, 7:20, 9:25

RESTORATION (R)
9:15

Hoyle's Clark's Pond, 333 Clark's Rd., S. Portland, 879-1511.

BED OF ROSES (PG)
12:30, 2:30, 4:40, 7:00, 9:10

HEAT (R)
8:45

SENSE AND SENSIBILITY (PG)
12:40, 3:40, 6:40, 9:35

JUMANJI (PG)
1:30, 4, 6:30

LEAVING LAS VEGAS (R)
1:40, 4:30, 7:30, 9:45

THE JUROR (R)
1:20, 4:20, 7:20, 9:50

THE BRIDGES OF MADISON COUNTY (PG-13)
12:50, 2:30, 4:50, 6:35, 9:20

WHITE SQUALL (PG-13)
1:10, 4:10, 6:50, 9:30

DEAD MAN WALKING (R)
1, 3:30, 7:10, 9:40

The Movies, 10 Exchange St., Portland, 772-9600.

WHEN NIGHT IS FALLING
FEB 8-13 • THURS-TUES 5:15, 7, 8:45 • SAT & SUN MAT 11:15, 3

SHANGHAI TRIAD (R)
FEB 14-20 • WED-TUES 5, 7, 9 • SAT-SUN MAT 1, 3

FEB 14-20 • WED-TUES 5, 9 • SAT-SUN MAT 1

Nickelodeon, Temple and Middle streets, Portland, 772-9751.

ACE VENTURA (PG-13)
1:10 (SAT & SUN ONLY), 4, 7, 9:20

WAITING TO EXHALE (R)
1 (SAT & SUN ONLY), 3:40, 6:50, 9:30

EYE FOR AN EYE (R)
10

DUNSTON CHECKS IN (PG)
12:30, 2:30 (SAT & SUN ONLY), 4, 7, 9:20

SABRINA (PG)
12:40 (SAT & SUN ONLY), 3:50, 6:30, 9:10

AMERICAN PRESIDENT (PG)
12:50 (SAT & SUN ONLY), 3:50, 6:30, 9:10

GET SHORTY (R)
4:30, 7:20, 9:50

GOLDENEYE (PG-13)
6:40, 9:40

BABE (G)
12:20, 2:15 (SAT & SUN ONLY), 4:20

FLAGSHIP CINEMAS, 206 U.S. ROUTE 1, FALMOUTH, 781-5616.

MR. HOLLAND'S OPUS (PG)
12:45, 3:35, 6:25, 9:05

TOY STORY (G)
12:50, 2:35, 4:30

GRUMPY OLD MEN (PG-13)
5:10, 7:20, 9:25

JUMANJI (PG)
12:35, 2:50

DEAD MAN WALKING (R)
1, 3:40, 6:30, 8:55

BLACK SHEEP (PG-13)
1:05, 3:10, 5:15, 7:05, 9:10

THE JUROR (R)
1:45, 4:15, 6:45, 9:15

WHITE SQUALL (PG-13)
1:10, 3:50, 6:20, 9

SENSE AND SENSIBILITY (PG)
12:40, 3:45, 6:30, 9:15

BROKEN ARROW (R)
12:30, 2:45, 5, 7:15, 9:30

LEAVING LAS VEGAS (R)
7, 9:20

clubs

Prime cut

Good ol' boys: The hard-rockin' trio **PAW** hails from Kansas farmland—Lawrence, to be precise—where they live together in a sprawling farmhouse at the end of a dusty road. This provides them with plenty of space to write, jam and ride Harleys on the lawn. Their music is packed with hard-edged, emotion-filled melodies. "A large part of music for me is destruction and a large part of destruction for me is emotion," says lead vocalist and sometime painter Mark Hennessey. They believe in the full-throttle experience of live music, so bring a helmet. Feb. 10, at Zootz, 31 Forest Ave., at 6:30 p.m.

7 7 3 - 6 8 1 2



thursday 8

The Big Easy Big Chief (blues), 416 Fore St., Portland, 780-1207.

Clyde's Pub Karaoke, 173 Ocean St., So. Portland, 799-4473.

Free Street Taverna Go Button (progressive rock), 128 Free St., Portland, 774-1114.

Geno's Ladies' Night, 13 Brown St., Portland, 772-7891.

Granny Killam's Scarce with Jesus Chrysler, Guster, 55 Market St., Portland, 761-2787.

Leo's Open Mic with Chronic Funk, 1 Exchange St., Portland, 828-1111.

The Moon College Night (DJ Steve Briggs spins top 40 dance), 427 Fore St., Portland, 772-1983.

Morganfield's Jefferson Starship Acoustic Explorer (Starship throwbacks), 121 Center St., Portland, 774-5853.

Old Port Tavern Skinny Mulligan (loud rock), 11 Moulton St., Portland, 774-0444.

Raul's Loudon Wayman (witty folk), 865 Forest Ave., Portland, 773-6886.

Stone Coast Brewing Company Kanax 25 with Hot Cherry Pie (alt/pop) with Big Hot Sun, 14 York St., Portland, 773-2337.

Tipperary Pub Greg Powers (karaoke), Sheraton Tara Hotel, Maine Mall Rd., So. Portland, 775-6161.

The Underground Big Bob's Dance Night, 3 Spring St., Portland, 773-3315.

Uptown Billy's Barbeque Bill Shimamura (guitar and harp player), 1 Forest Ave., Portland, 780-0141.

Wili's Restaurant Ken Cox (guy and his guitar), 78 Island Ave., Peaks Island, 766-3322.

Zootz Bounce (DJ Lane Love spins), 31 Forest Ave., Portland, 773-8187.

friday 9

The Big Easy D.D. & The Road Kings (blues), 416 Fore St., Portland, 780-1207.

Free Street Taverna Darien Brahms & The Drag Kings, 128 Free St., Portland, 774-1114.

Geno's Moon Dog Biscuits (rock), 13 Brown St., Portland, 772-7891.

Granny Killam's Bim Skala Bim (ska) with Sunshine Spider, 55 Market St., Portland, 761-2787.

Hedgehog Brewpub Beyond Reason (rock), 35 India St., Portland, 871-9124.

Java Joe's Peter Albert (classical guitarist), 13 Exchange St., Portland, 761-5637.

The Moon Ladies' Night (DJ Steve Briggs spins top 40 dance), 427 Fore St., Portland, 772-1983.

Morganfield's King Memphis and the Monarchs (rockabilly), 52, 121 Center St., Portland, 774-5853.

Old Port Tavern Skinny Mulligan (loud rock), 11 Moulton St., Portland, 774-0444.

Raul's Careless Jake (rock), 865 Forest Ave., Portland, 773-6886.

Spring Point Cafe Swinging Blue Matadors (dance swing), 175 Pickett St., So. Portland, 767-4627.

Stone Coast Brewing Company Boneheads (rock with screaming headless Toros (pop/punk), 14 York St., Portland, 773-2337.

T-Bird's 70s, '80s & '90s Dance Music, 126 N. Boyd St., Portland, 773-8040.

Tipperary Pub Marc Brann, Sheraton Tara Hotel, Maine Mall Rd., So. Portland, 775-6161.

saturday 10

The Big Easy Black & White (blues), 416 Fore St., Portland, 780-1207.

Clyde's Pub Karaoke, 173 Ocean St., So. Portland, 799-4473.

Free Street Taverna Shutdown 66 (surf, hot-rod jams), 128 Free St., Portland, 774-1114.

Geno's Beyond Reason (rock), 13 Brown St., Portland, 772-7891.

Granny Killam's MRC with Skin Game (hardcore), 55 Market St., Portland, 761-2787.

The Moon DJ Dale Dorsett spins hip-hop/dance, 427 Fore St., Portland, 772-1983.

Morganfield's Chick Willis (veteran bluesman), 121 Center St., Portland, 774-5853.

Old Port Tavern Skinny Mulligan (loud rock), 11 Moulton St., Portland, 774-0444.

Raul's The Frecks and Marty Keystone (rock), 865 Forest Ave., Portland, 773-6886.

Stone Coast Brewing Company Swinging Strakes with J.D. & the Do Rights, 14 York St., Portland, 773-2337.

T-Bird's 70s, '80s & '90s Dance Music, 126 N. Boyd St., Portland, 773-8040.

Tipperary Pub Straight Lace, Sheraton Tara Hotel, Maine Mall Rd., So. Portland, 775-6161.

The Underground DJ Tim Stoney (dance, dance, dance), 3 Spring St., Portland, 773-3315.

Ventilo's Good Vibrations (rock/top 40), 155 Riverside St., Portland, 775-6536.

Zootz Paw with Tripe (hardcore), 31 Forest Ave., Portland, 773-8187.

sunday 11

Free Street Taverna Open Jam with Jeff Merrill, 128 Free St., Portland, 774-1114.

The Moon DJ Tish spins reggae, 427 Fore St., Portland, 772-1983.

Morganfield's Live Music Brunch (doors open at 11 am), 121 Center St., Portland, 773-5853.

Old Port Tavern Jimmy & Sean (rock), 11 Moulton St., Portland, 774-0444.

T-Bird's Mike Bent and Omy Adams (comedy), 126 N. Boyd St., Portland, 773-8040.

The Underground Karaoke with Nick Knowlton, 3 Spring St., Portland, 773-3315.

Wharf's End Ken & Amy's Night From Hell (acoustic), 52 Wharf St., Portland, 773-0093.

Zootz All-request dance night, 31 Forest Ave., Portland, 773-8187.

monday 12

The Big Easy Laser Karaoke with Ray Dog, 416 Fore St., Portland, 780-1207.

Free Street Taverna Open Mic with Go Button, 128 Free St., Portland, 774-1114.

Morganfield's Randall's House Party (open mic), 121 Center St., Portland, 774-5853.

Old Port Tavern Jimmy & Sean (rock), 11 Moulton St., Portland, 774-0444.

The Underground Absolutely Fabulous Night, 3 Spring St., Portland, 773-3315.

Wharf's End Open Mic with Ken (acoustic), 52 Wharf St., Portland, 773-0093.

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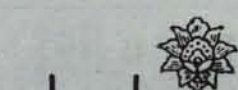
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calendar

Submissions for the calendar must be received in writing on the Thursday prior to publication. Send your calendar listings to Zoë Miller, Casco Bay Weekly, 561 Congress St., Portland, ME 04101.

thursday 8

Heavy evolution: First it was a '60s thing, and Jefferson Airplane sang songs about drugs and sex. Then it became Jefferson Starship, a variation on the original theme. The next turn of the evolutionary wheel gave us '80s pop-rockers Starship. On a separate branch of the family tree is JEFFERSON STARSHIP ACOUSTIC EXPLORER, which broke from Jefferson Airplane in the '70s. Composed essentially of former Airplane members Paul Kantner and Jack Casady, Acoustic Explorer plays hits and rare faves from both Jefferson Airplane and Jefferson Starship. Absorb their aura at Morganfield's, 121 Center St., at 9 p.m. Tix: \$17. 775-5853.

saturday 10

Joyous racket: Let's hope nobody's measuring the decibel level when GARY HINES, composer, producer and director of the Minneapolis-based "Sounds of Blackness" comes to town. Influenced by pop, R&B, jazz and reggae (just to name a few), Hines is widely respected for his knowledge of African-American music. Sponsored by Portland Performing Arts and held in conjunction with Black History Month, Hines will bring his musical expertise and creativity to Portland for a weeklong residency. Join him for "Praise the Lord... and Pass the Biscuits," a community gospel sing and potluck supper, at Chestnut Street Church, 17 Chestnut St., at 7 p.m. Just bring your favorite dish and \$3. Also, on Feb. 9, Hines will lead a free choral music workshop from 7-9:30 p.m. at Chestnut Street Church. 761-0591.

monday 12

Star training: Being a performer takes practice. Elvis didn't become "the King" overnight, after all. That's why USM music students Nina Oatley and Brad Denning are seizing an opportunity to hone their performance skills in a BASSOON, CLARINET & PIANO RECITAL. Sharon Robinson will accompany the two on piano in solo works as well as combinations. On the program is "Concerto in C Major" by Vivaldi, among other classical tunes. At Corthell Concert Hall, USM Campus, Gorham. Free. 780-5555.

friday 9

Love songs: The season of love-dovey flowers and candy is upon us, and Portland Symphony Orchestra is in the mood. Joined by the Portland Community Chorus, PSO presents "IT'S ALMOST LIKE BEING IN LOVE," featuring the Broadway show tunes of Lerner & Loewe. You know — "I Could Have Danced All Night," "Almost Like Being in Love" and "They Call the Wind Maria," songs only a true starry-eyed romantic could love. At the Civic Center at 7:30 p.m. Tix: \$15-\$35 (discounts available for students and seniors). 773-8191.

sunday 11

Clash of the clams: No true Mainer can refuse a good bowl of chowdah. It's in our blood. But where can you get a tasty bowl these days? Don't waste time scratching your head — THE 3RD ANNUAL GREAT CHILI AND CHOWDER CHALLENGE is here to offer some answers. For just 10 smackers, you can browse through the chili and chowder offerings of Greater Portland's fine eating establishments and vote for your favorite. Best of all, the challenge is a fundraiser for People's Regional Opportunity Program's Foster Grandparent Program, which has been successfully connecting loving seniors with kids for nearly 20 years. Bring your appetite to Holiday Inn by the Bay, 88 Spring St., from 1-4 p.m. Tix: \$10 (\$6 seniors/kids under 9). 773-0202.

tuesday 13

World-class dance: Humor. Drama. Wit. Do these words bring images of dancers to your eyes? If you've ever seen PAUL TAYLOR DANCE COMPANY, then you know exactly what we mean. Attitude, smiling faces and a great deal of skill are the ingredients that make them one of the most well-traveled and widely seen dance companies in the world. The company will perform classic Taylor dances like "Esplanade" to the music of J.S. Bach, as well as "3 Epitaphs," featuring dancers costumed head to foot in black mirror-bespeckled leotards. At the Civic Center, at 7:30 p.m. Tix: \$22-\$30. For dance tips from the Paul Taylor dancers, join them Feb. 7 & 12 for free workshops. Call for details. 772-8630.

Aquarians? Nope - Paul Taylor Dance Company, at the Civic Center Feb. 13.



wednesday 14

Down-to-earth diva: What better way to spend the day of love than surrounded by the rich, warm voice of NATALIE MERCHANT? She is part of a special breed of female vocalists that knows how to tell stories — of strong women, children in need of inspiration and simply the trials of being human. This tour, the first following her break from 10,000 Maniacs, is promoting "Tigerlily," her first solo album. The songs have a new and improved feeling, without losing the sound of the old Natalie we know and love. Make tracks for The Portland Expo, 239 Park Ave., at 8 p.m. Tix: \$22.50. 775-3458.

thursday 15

Bikers unite: We're not talking Hell's Angels. We mean those mild-mannered, environmentally conscious people who choose to bicycle rather than drive. If you qualify — and if the recent Portland/South Portland Bridge controversies have got you hot under the helmet — join other concerned peddlers at A MOVEABLE FEAST BICYCLE POTLUCK. Bring something to eat and thoughts for a discussion on upcoming cycling events. At Williston West Church, 32 Thomas St., from 7-9 p.m. 879-7440.

friday 16

Dance-mania: A smorgasbord of dance is ready for your feasting. The cooks? The students and faculty of USM. The feast? "DANCING STORIES," THE DANCE FESTIVAL '96. Emily Ojala, instructor of dance at USM, will dance and direct "Double Dance," a piece built on two dancers' reactions to one another. The festival will also include guest artist Eduardo Maniscal's Bosch-inspired dance piece "Nightmare on Hell Street (between Congress and Cumberland)," Wendy Getchell's "Growing From the Inside Out" and Alice McFarland's "13." Of special interest is Lew-Ann Leen's "Munjoy Hill," a jazz dance set to the music of AC/DC. Hmmm... At the Main Stage Theater of Russell Hall, USM Campus, Gorham, at 7:30 p.m. Also Feb. 15 at 7:30 p.m. Tix: \$7 (\$6 seniors/\$4 students). 780-5483.

saturday 17

Hot stuff: Rock 'n' roll bluesman TINSLEY ELLIS may have a big, bad image on the stage, but he's a milk-drinking mama's boy at heart. He'll prove just how very down-to-earth he can get with a special acoustic set to open up his show with LOUISIANA KENNY NEAL. Putting these two together is akin to adding Tabasco to a bowl of hot chili. What you end up with is an explosive amount of soulful, funky blues. Check this pair out at Morganfield's, 121 Center St., at 9 p.m. Tix: \$12. 775-5853.

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Listings

Casco Bay Weekly listings are a fun and free service to our readers. To have a listing considered for publication, send complete information (including dates, times, costs, complete address, a contact telephone number) by noon on Thursday prior to publication.

stage

"Betrayal" The Public Theatre of Lewiston/Auburn presents the story of an adulterous love affair that moves backwards in time, progressing from cool detachment into the heat of passion. At the Public Theatre, corner of Lisbon & Maple St., Lewiston, Feb. 8-11, Thurs, Fri & Sat 8 pm, Sun 2 pm. Tix: \$12.50 (\$10 seniors/students). 782-3200.

"Blithe Spirit" Portland Players presents Noel Coward's comic story of novelist Charles Condomine and his wife Ruth's brush with the occult. At 420 Cottage Rd., S. Portland, Feb. 8-10, Fri & Sat 8 pm, Sun 2:30 pm. Tix: \$13 (\$10 opening night). 799-7337.

"From the Mississippi Delta" Portland Stage Company presents Dr. Endesha Ida Mae Holland's autobiographical play. The story follows the life of Phelia, from her childhood in the rural south of the 1940's, through the Civil Rights era and to a changed and successful life 40 years later. Feb. 8-March 2, Tues-Thurs 7:30 pm, Fri 8 pm, Sat 5 & 9 pm and Sun 2 pm. At Portland Stage Company, 25A Forest Ave. Tix: \$15-\$29 (discounts available for students/seniors). 774-0465.

"The Complete Works of Wilm Shksp (abridged)" The Theater Project of Brunswick presents all 37 of Shakespeare's plays rolled into one playful, comic production. At the Theater Project, 14 School St., Brunswick, Feb. 8-18, Thurs 7 pm, Fri & Sat 8 pm, Sun 3 pm. Tix: \$12 (\$10 students/seniors). Thurs & Sun 2-for-1. 729-8584.

"Hysteria" Vintage Repertory Company presents Terry Johnson's mystery/drama/farce about the meeting of Sigmund Freud and Salvador Dali. At Oak Street Theatre, 92 Oak St., Portland, Feb. 8-18, Thurs-Sat 8 pm, Sun 5 pm. Tix: \$12. Thurs is 2-for-1 day. 775-5103.

"Keeping Tom Nice" Mad Horse Theatre Company presents a heartbreaking play about a family's struggle to care for its son and the price of blind devotion. At Mad Horse Theatre, 955 Forest Ave., Portland, Feb. 1-25, Thurs, Fri, Sat at 8 pm, Sun at 7 pm. Tix: \$18 (\$16 students/seniors), \$20 for Sat performances. 797-3338.

"Murder in Hell's Kitchen... A Manhattan Murder Mystery" Mystery Cafe presents a murder-mystery dinner theater production at the Village Cafe Restaurant, 112 Newbury St., Portland, Feb. 15 & 29, at 7:30 pm. Tix: \$29.95. Reservations required. 775-1144.

"Love Letters" Portland Players presents the story of a love kept through correspondence. At 420 Cottage Rd., S. Portland, Feb. 16 & 17 at 8 pm. Tix: \$10. 799-7337.

"Marriage Can Be Murder" Mystery Cafe presents a murder-mystery dinner theater production at the Radisson Eastland Hotel, 157 High St., Portland, Feb. 3, 10, 17 & 24, at 7:30 pm. Tix: \$29.95. Reservations required. 775-1144.

"Purple Breasts" Oak Street Theatre presents a special run of this USM Theatre Production, which tells the story of an actress who develops breast cancer. Feb. 22-25, Thurs-Sat 8 pm, Sun 5 pm. Tix: \$8 (\$6 students/seniors). 775-5103.

auditions/etc

Acting For Ordinary People at Oak Street Productions, 92 Oak St., Portland announces its new program of classes and workshops in acting, music, dance and technical theater. Feb. 10: "Stage Combat" with Tony Owen from 1-4 pm. Feb. 11: "An Overview of Stage Management" with Joan Sand from 1-4 pm. Cost: \$25. 775-5103.

Cathedral Chamber Singers A community choir based at St. Luke's Cathedral seeks new members. Auditions by appointment. 772-5434.

Serious Play Introductory and intermediate level acting classes taught by actor/director Louis Frederick begin Feb. 12. Limited enrollment. 879-7901.

"Spectacles In Solitude" Discussion Oak Street Theatre will host a discussion on Kym Dakin's play "Spectacles In Solitude" with Dakin and director Dawn McAndrews, Feb. 11 from 1-2 pm, at Oak St. Theatre, 92 Oak St., Portland, 775-5103.

Young Men's Choir holds ongoing auditions by appointment only. 854-0182.

Young Playwright's Contest Children's Theatre of Maine sponsors a contest for writers age 18 and younger. The deadline is Mar. 1, 1996. 874-0371.

concerts

thursday 8

Portland Symphony Orchestra Toshiyuki Shimada, music director and conductor of the PSO, will mark the tenth anniversary of his audition by conducting some of his favorite music. Shimada will be joined by violinist Ani Kavafian and violist Ida Kavafian. At Cumberland County Civic Center, Portland, at 7:30 pm. Tix: \$15-\$35. 773-8191.

friday 9

"It's Like Being in Love" Portland Symphony Orchestra, featuring the Broadway show tunes of Lerner & Loewe with the Portland Community Chorus and guest vocalists. At Cumberland County Civic Center, Portland, at 7:30 pm. Tix: \$15-\$35. 773-8191.

sunday 11

"Heart to Heart: Love Songs New and Classic" The Choral Art Society 100-voice Masterworks Chorus accompanied by pianist Shirley Curry present new and classic love songs in honor of Valentine's Day. At the Portland High School Auditorium, 284 Cumberland Ave., Portland, at 3 pm. Tix: \$12. 828-0043.

monday 12

Bassoon, Clarinet and Piano Recital with Nina Oatley and Brad Denning at Corbett Concert Hall, USM Campus, Gorham. Free. 780-5555.

tuesday 13

Combined Three-Orchestra Concert The USM orchestra, the Community Orchestra of Portland and the University of New Hampshire Orchestra perform together under the direction of guest conductor Robert Eshbach, with Lawrence Golan, violin soloist. At the Gorham Performing Arts Center, Gorham High School, 41 Morrill Ave., at 8 pm. Tix: \$4 (\$2 students/seniors). 780-5555.

wednesday 14

Natalie Merchant Singer/songwriter formerly with the 10,000 Maniacs, at The Portland Expo, 239 Park Ave., Portland, at 8 pm. Tix: \$22.50.

Acoustic Evening with Dave Matthews and Tim Reynolds Charming and talented Dave Matthews of the Dave Matthews band performs with his idol, self-taught master guitarist Tim Reynolds. At Colby College, Wadsworth Gymnasium, Waterville, at 8 pm. Tix: sold out. 872-3071.

upcoming

Lawrence Golan and Eva Vrisak Feb. 16. At the Portland Conservatory of Music, 44 Oak St., Portland, at 8 pm. 775-3356.

"The University Series" hosted by the Cathedral of the Immaculate Conception presents the Bowdoin College Chamber Choir and the Bowdoin College Chorus singing a program of hispanic music. Feb. 18, at the Cathedral of the Immaculate Conception, 307 Congress St., Portland. Tix: \$5 (\$2.50 students) 773-7746.

dance

Agape 657 Congress St., Portland. Creative movement on Mondays from 5:15-7:15 pm. Cost: \$5. Street funk dance on Saturdays at 9 am. Cost: \$7. 780-1500.

Ballroom Dance Social The Gorham Dance Club hosts a ballroom party and social, Saturdays from 8-11 pm at the Center of Movement, 19 State St., Gorham. Potluck supper at 7 pm. Cost: \$5. 839-3267.

Casco Bay Movers offer a winter session of classes in jazz, tap, street funk, ballet, stretch and dance/magic at 151 St. John St., Portland. Feb. 10: African dance class with Lisa Newcomb and Jeff Dehsmore from 1-2:30 pm. A four-week swing/jitterbug workshop with Paul Krakauskas begins Feb. 18. Beginners from 5:30-6:30; intermediate from 6:30-7:30 pm. 874-1013.

Contact Improvisation/Open Movement Dance groups for people of all ages and abilities. Open dance Mondays from 7-10 pm (\$3) and class Tuesdays from 8-10 pm (\$5) at the Portland Performing Arts Center, 25A Forest Ave., Portland. Wednesdays, class from 6-7 pm (\$4) and open dance from 7-10 pm (\$4) at the United Methodist Church-Dance Studio, corner of Elm and Chapel St., S. Portland. 775-4981.

Contradance with Crooked Stovepipe Band every third Fri at 8:30 pm at the Presumpscot Grange, 1844 Forest Ave., Portland (across from Tortilla Flat). All dances taught. Singles always welcome. Cost: \$5. 774-3392.

Contradance with The Sea Slugs the first Sat of each month at 7:30 pm at Saco River Grange Hall, Salmon Falls Road, Bar Mills. Cost: \$4 (\$2 kids/ \$10 family max). 929-6472.

Contradance with Whirled Peas and John McIntyre the first Fri of every month at 8:30 pm at State Street Church, 159 State St., Portland. Cost: \$5. (All dances taught). 774-1873.

"Dancing Stories" USM presents its annual dance festival featuring choreography and performances from Emily Ojala and Esduardo Mariscal, Feb. 15 & 16. At the Maine Stage Theater, Russell Hall, USM Campus Gorham, at 7:30 pm. Tix: \$7 (\$6 seniors/\$4 students). 780-5483.

Gotta Dance The Gotta Dance studio, located at Scarborough Professional Center, 136 Rt. 1, Scarborough, offers classes in Argentine Tango, Salsa, Ballroom and West Coast Swing. Friday Night Dance Party — dance to ballroom, Latin, swing and contemporary music every Fri from 8-11 pm. Chem-free. Light refreshments and free parking. Cost: \$6. 883-6952.

Line Dancing Class South Portland Parks and Recreation is accepting registrations for a class beginning Feb. 28, to run Wednesdays from 7-8 pm. 767-7650.

Maine Ballroom Dance 614A Congress St., Portland, offers classes in swing, foxtrot, waltz and Latin dance, as well as a dance party every Saturday night, from 8 pm-midnight. 773-0002

Mainiac Swing hosts a jitterbug swing dance party the first Fri of every month from 9 pm-midnight, at the Presumpscot Grange Hall, on outer Forest Ave across from Tortilla Flats, Portland. \$6. 828-1795.

Maplewood Dance Center 383 Warren Ave., Portland, is open every night for dancing. Country dancing Thurs-Mon. Swing dancing the third Tuesday of every month and Ballroom dancing Wed. 878-0584.

Paul Taylor Dance Company Feb. 13. The company will perform classic Taylor dances like "Esplanade" to the music of J.S. Bach, as well as "3 Epitaphs," featuring dancers costumed head to foot in black/mirror-speckled leotards. At the Civic Center, at 7:30 pm. Tix: \$22-\$30. For dance tips from the Paul Taylor dancers join them Feb. 7 & 12 for free workshops. Call for details. 772-8630.

Pine Tree Squares will hold a Mainstream Plus dance Feb. 10 at the Conglin School, 596 Main St., Westbrook. Rounds from 7-7:30 pm. Dance from 7:30-10:30 pm. 839-3185.

The Singles Network will hold a dance Feb. 10 from 8:15 pm-12:15 am, at the Elks Lodge, 1945 Congress St., Portland. Smoke-free. Cost: \$8 (\$5 members). 741-2163.

Street Funk Dance A course in advanced fun at Gotta Dance, 657 Congress St., Portland, Saturdays at 10:30 am. 772-6351.

Swedishborgian Contradance every fourth Saturday of the month at the Swedishborgian Church, 302 Stevens Ave., Portland, from 8:30-11:30 pm. Refreshments available, all dances taught. Cost: \$5. 772-4460.

Valentine's Dance Feb. 10. Social hour with silent auction, hors d'oeuvres and cash bar at 7 pm. Dance to the music of the Tony Boffa Band beginning at 8:30 pm. Cost: \$25 per couple. Proceeds benefit St. Patrick's School. 839-7889.

CONTINUED ON PAGE 29

review

Family values

British writer Lucy Gannon's prize-winning play, "Keeping Tom Nice," gets a powerfully conceived and performed American debut at Mad Horse Theatre. Harrowing and heartbreaking in its graphic portrayal of a family bound up in caring for its severely disabled son, it calls for — and gets — the kind of full-tilt playing that director Michael Rafkin often refers to as "Mad Horse passion."



Smiles, everyone: "Keeping Tom Nice." PHOTO/SUSAN MILLS

The script is depressing but truthful. "When a child is handicapped," says Tom's father (played by Michael Howard), "the whole family is handicapped." With an ebb and flow remarkable for a work by a first-time dramatist, "Keeping Tom Nice" reveals each dysfunctional piece in a tragic puzzle. Tom's mother (Cynthia Barnett), a crisp matron whose heartbreak emerges only in secret, is the champion of "nice," as though a sterile environment can somehow redeem her son's wasted life. Tom's father, who alternately abuses and fiercely shields his son, feels Tom's pain as well as his own. We also meet the imprisoned soul of Tom himself (Dennis Scott) in poetic flights that punctuate the play's starker scenes.

Tom has two would-be miracle workers:

his Social Services rep, Stephen (J.D. Merritt), who recognizes the tragic pattern the family follows; and his sister Charlotte (Tammy Duffy), who goes to extreme lengths in her quest to elicit from her brother a response that might affirm his essential humanity. But there will be no epiphany for Tom, something we know from the outset, yet yearn to disbelieve.

All of the performances are superb, but it's Duffy and Merritt who take the acting honors in what are admittedly the best-conceived roles. Merritt's gentle social worker visibly aches for the family he knows he cannot save. Duffy's Charlotte bristles with West End authenticity, easily the most believable Brit of the season. Gannon's play is indeed in good hands.

"Keeping Tom Nice" runs through Feb. 25 at Mad Horse Theatre, 955 Forest Ave. Tix: \$16-\$20. Call for showtimes. 797-3338.

■ CATHY NELSON PRICE

SHORT cuts

Stoopid Rock, Vol. 1

"D-U-M-B/ Everyone's accusing me."
— The Ramones, "Cretin Hop"

Where would rock 'n' roll be if it wasn't for stupidity? Ever since rock was born, there's always been a special place for music that's so intentionally idiotic that it's nothing but entertaining.



We're talking about stuff like the Kingsmen's "Louie Louie," the Trashmen's "Surfin' Bird" and the early albums of The Ramones. While some may dismiss this music as trivial and inconsequential, it'd be hard to deny that rock history would be a whole lot more boring without it.

Two such deliberately dumb bands — Supernova and Upper Crust (see Stoopid Rock, Vol. II, below) — will play in Portland Feb. 16. Supernova, a loopy alt-rock trio, claims to be from outer space — the space station Cynot 5, to be exact — and they wring as many yuks out of the concept as they can. Fortunately, though, they're not so brainless as to make the outer space gimmick the whole of their music. On their debut album, "Ages & Up," they sing songs about the importance of taking vitamins and the joys of eating Oreos. On their single "Math," they compare relationships to taking a math quiz: "Math is hard and I'm trying ... Being with you is like math class." Like a lot of other bands in today's alternative rock scene, their sound is reminiscent of '80s new wave, especially bands like Devo, the B-52s, the Violent Femmes, and, of course, The Ramones. But they're able to synthesize their sources into something that's fresh and not overwhelmed by nostalgia. Supernova is a worthy inheritor of the stupid rock tradition.

Supernova plays Feb. 16 at Zootz, 31 Forest Ave. Doors open at 9 p.m. Tix: \$5. 773-8187.

Stoopid Rock, Vol. II

Upper Crust's gimmick is that it's supposedly made up of rich folk who've taken up guitars and drums to purge themselves of all the angst they've built up lounging around their mansions. It's not a bad joke, and not without some resonance; rock has always prided itself as the music of the working class, and it's about time someone poked fun at that pretension. The group manages to write lyrics that walk a fine line between stupid and clever, such as on "Rock 'n' Roll Butler" and "Friend of a Friend of the Working Class." Get past the joke and you'll find an above-average bar band with a few punk leanings. When the joke starts to wear thin, their music, straightforward rock with extra volume and speed, picks up some of the slack.

Upper Crust plays Feb. 16 at Granny Killam's, 55 Market St. 761-2787.

Zany

For those who don't care for stupidity, Dan Zanes, former leader of the Boston band the Del Fuegos, will play Raoul's on Feb. 17. After the breakup of the Del Fuegos, Zanes laid low until recently, when he released his debut solo album, "Cool Down Time." The album has plenty of the earnest roots-rock fire that made the Del Fuegos famous around Boston, and there's no mistaking Zanes' raspy, soulful vocals. Producer Mitchell Froom (most famous for producing Elvis Costello, among others) has given the album the balance of direct, singer-songwriter rock and artful experimentation that recalls Tom Waits at his most affecting. Folk legend Richard Thompson has called "Cool Down Time" one of his favorite current records, and it's easy to see why; Zanes easily matches the enthusiasm of his youth with the weathered wisdom of experience.

■ DAN SHORT

Dan Zanes will play Feb. 17 at Raoul's, 865 Forest Ave. The Lori Geltman Band opens. Tix: \$5. 773-6886.

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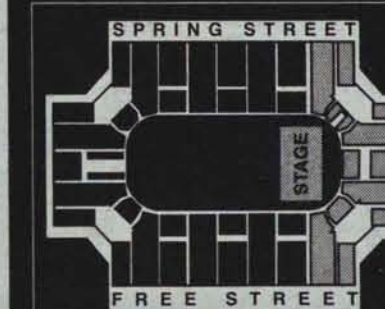
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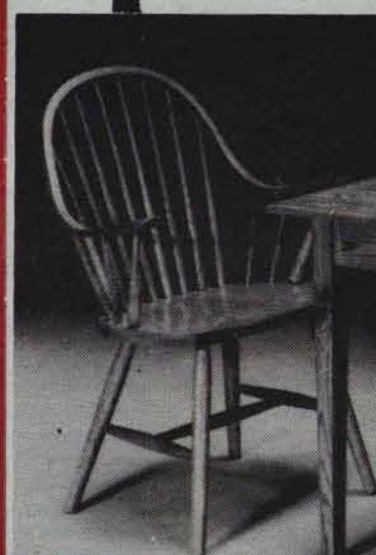
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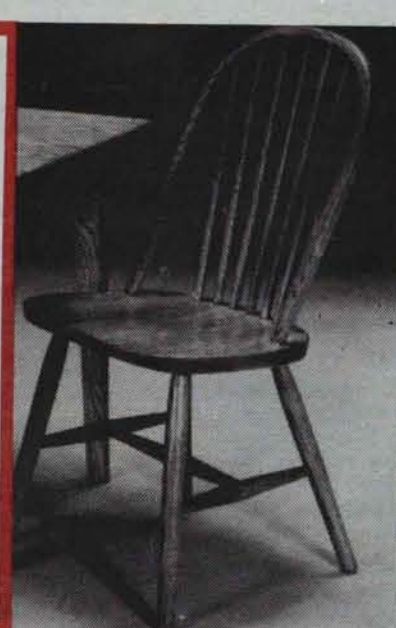
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■ JIM PINFOLD

1 The "Soul Mates" show has been on WMPG for only five weeks (Saturdays, 7 p.m., 90.9 FM), but it is already attracting an audience. The three women who host the program — Kristina, Lisa and Joanne (no last names — fans can be creepy) — admit their knowledge of soul is limited, but their enthusiasm, at least in the short term, makes up for it. Think of it — more than two songs in a row performed by black people, and it's not blues, jazz, rap or reggae. And we're north of the Piscataqua River! A for effort.

2 Maine Public Broadcasting Network, on the other hand, was not quite so aware of its music last week. When the network was promoting upcoming stories on "Maine Things Considered" during the national news broadcast, the background music sounded an awful lot like an instrumental version of James Brown's "Cold Sweat." The story they were mentioning was the murder of two nuns in Waterville. Very Tarantinoesque. Maybe they'll check the music next time. D.

3 Pancho Sanchez, the Latin percussionist/band leader, was at Bowdoin recently with his eight-piece ensemble. The group was tight, and the student center was crowded. From the upper levels of the hall, non-dancers could instantly pick out members of the Latin-American community dancing in the crowd: faces alert but not anxious, shoulders set but relaxed, backs erect but not stiff, feet moving in actual patterns. Sanchez: B+. Dancers: B+.

4 "Leaving Las Vegas" wasn't quite the feel-good movie that many of the Hoyts' patrons who jammed the theater opening weekend thought it was going to be. But it was very, very good. The only distraction, other than the audible cringing of the audience at the hopeless characters, was the soundtrack: Sting's arid voice, over and over and over. Movie: A. Soundtrack: C.

5 From a Jan. 23 State Theatre press release: "For people who do not wish to attend ['Mahalia' or the Capitol Steps], we encourage ticket holders and supporters of [our] vision to contribute the value of those tickets in recognition of [our] tremendous effort. No cash refunds will be offered at this time." One question: Did the winged cherubs who sang during

this announcement give you the finger simultaneously? It's hard to attach a grade to class.

6 Michael Townshend, who wrote for CBW several years ago, has an interesting piece in the WMPG winter program guide entitled, "Woody Guthrie Says 'Hmmm'" — in which he asks us to entertain the idea of sampling as contemporary folk music. This is not exactly a new concept — indeed, it was probably somebody's doctoral dissertation five years ago — but it is certainly not part of the USA Today gestalt, either. Townshend's piece is the most interesting piece of music writing I've read in a Maine newspaper, or faux newspaper, in years. A.

7 Last week, on an overcast morning just before dawn, the hundreds of crows that are now roosting in Deering Oaks were disturbed by something and took flight. The only birds one normally hears at night in Portland are the occasional nighthawks and owls of the spring and summer. Hundreds of unseen crows overhead, cawing in the darkness — that's another thing.

8 Texas: Lucinda Williams' "Sweet Old World": A. Lyle Lovett's "Joshua Judges Ruth": A. Willie Nelson's "Red Headed Stranger": A. James Earl Keen's "Gringo Honeymoon": A. Townes Van Zandt's "No Deeper Blue": A. Joe Ely's "Live Shots": A. Jimmy Dale Gilmore's "After Awhile": A. And now Terry Allen's "Human Remains," the first great songwriter's album of 1996.

9 Jazz, rock, blues, folk — walk into a music store and ask a clerk for an opinion on any of them, and you'll get a dime-a-dozen answer. Everybody likes something. But questions on East African pop of the '60s, great monkey chant recordings, early '30s Turkish music or Jaipongan music could only be answered by one person working in a Maine music store. Frank Turek, who recently resigned from one of Portland's stores after 10 years, is a music fan, not an ethnomusicologist. But it wasn't just rock (which he likes) or jazz (which he also likes) or classical (some) — he also had opinions about other music. He is the only person I know who could point out a CD and say, "This is the best collection of Madagascan accordion music I've heard," and you'd have faith that it wasn't the only one. Now who's going to tell me?

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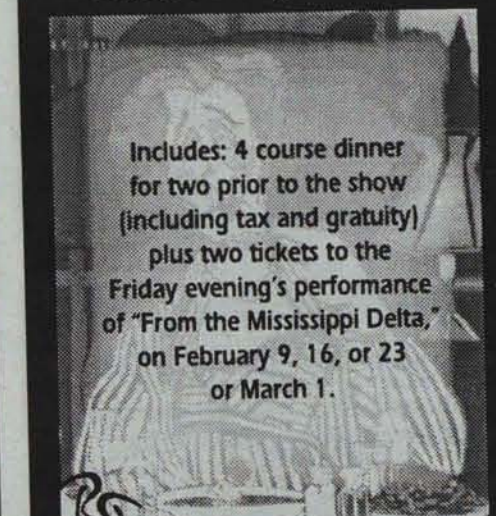
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CONTINUED FROM PAGE 22

events

Mad Hatter's Tea Party Feb 9-11. A festival of arts and fun for the whole family, including tattoo artists from around the globe, art exhibits, music and food. At the Ramada Inn & Conference Center, Congress St., Portland. Opens at 9 am each day. Cost: \$15 all day (\$10, 6 pm-closing). 934-4090.

Gospel Great Gary Hines Portland Performing Arts celebrates Black History Month with a weeklong residency by Gary Hines, composer, producer and director of Sounds of Blackness from Minneapolis. Feb 9: A free choral music workshop from 7-9:30 pm. Feb 10: "Praise the Lord... and Pass the Biscuits," a community gospel sing and potluck supper at 7 pm. Cost: \$3 donation. Both at Chestnut Street Church, 17 Chestnut St., Portland. 761-0591.

Warm Up Festival Feb 10. The Downtown Arts district opens its doors to the public from 10 am-3 pm. Maine College of Art's open house, beginning at 10 am, will include demonstrations from all seven studio departments plus its Saturday programs. At the Portland Museum of Art, snow sculpture is on the agenda along with children's activities in the Great Hall. The Children's Museum will unveil its new "Bug Builders" exhibit with a full day of activities. And singing duo "Julie and Brownie" will entertain kids at the Portland Conservatory of Music. Free (museum admissions are extra). 775-5098.

The Great Chili and Chowder Challenge Feb 11. Sample the best chili and chowder Greater Portland has to offer, then vote for your favorites. Winners will be announced at 3:30 pm. Musical entertainment from the Scarborough Saxophone Quartet. From 1-4 pm at Holiday Inn By the Bay, 88 Spring St., Portland. Cost: \$10 (\$6 seniors/kids). Benefits PROP's Foster Grandparents Program. 773-0202.

Quilted Heart Ball Feb 17. The Maine chapter of the Names Project (AIDS Memorial Quilt) holds a black tie fundraising gala beginning at 6 pm, with a sit-down dinner and dancing until midnight with the music of Shadow Play. At Holiday Inn By the Bay, 88 Spring St., Portland. Tix: \$40. 774-2198.

art

openings

Coffee By Design 620 Congress St., Portland. "Looking Into Nature: Weavings and Windows" shows through March 4. Open house Feb 8 from 5-8 pm. Hours: Mon-Thurs, 7 am-8 pm, Fri 7 am-9 pm, Sat 8 am-9 pm, Sun 8 am-6 pm. 772-5533.

Danforth Gallery 34 Danforth St., Portland. Opening reception for "My Funny Valentine," a collaboration between poets and visual artists. Feb 14, from 6-8 pm. Shows through March 6. Hours: Wed, Fri, Sat, 11 am-5 pm, Thurs 11 am-8 pm, Sun noon-5 pm. 775-6245.

June Fitzpatrick Gallery 112 High St., Portland. Opening reception for book artist Rebecca Goodale Feb 15 from 5-8 pm. Shows Feb 13 through March 9. Hours: Tues-Sat noon-5 pm, Thurs noon-8 pm. 772-1961.

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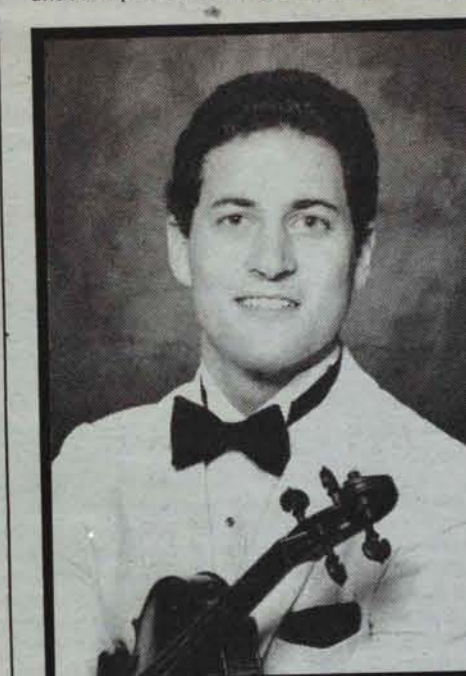
African Imports and New England Arts 28 Milk St., Portland. "Hidden Treasures," traditional African arts, rare carvings and works by modern artists from Nigeria to New England, ongoing. Hours: 10:30 am-9 pm Mon-Sat, 12-6 pm Sun. 772-9505.

CONTINUED ON PAGE 31

review

Pulling strings

Violinist and Portland Symphony Orchestra concertmaster Lawrence Golan has just released "Fantasia," his first compact disc on Entrata Records. The disc consists of works for unaccompanied violin by Bach, Eugène Ysaÿe and Golan himself, and his account of all the music on this CD is formidable. He has a big, clear sound that even in the most technically fearsome passages (and they abound on this disc) is nothing short of dazzling.



Paying a debt to Bach: Lawrence Golan

Both Ysaÿe's "Sonata #4, Opus 27" and Golan's own "Fantasia" take as their main inspiration and point of departure the principal work on this CD, the monumental "Partita #2 in D Minor" by Johann Sebastian Bach. Indeed, Bach's six works for solo violin (dated 1720) are both a summation of the technical and harmonic possibilities of the instrument up to that point and a veritable Rosetta Stone of the kind of musical rhetoric that has virtually defined the sound of solo string music for more than two centuries. It is an influence made all the more fascinating by the fact that it transcends musical style. It's not just the works presented here by Ysaÿe and Golan that would be unthinkable without Bach's example — the violin music of composers as stylistically diverse as Brahms, Elliot Carter and Philip Glass all owe an audible debt to his music.

Golan will perform "Partita" and "Fantasia," among other works, Feb. 16 at the Portland Conservatory of Music. On Feb. 13 he will perform the Brahms violin concerto at a joint concert of the USM Orchestra, the University of New Hampshire Orchestra and the Community Orchestra of the Portland Symphony at the Gorham Performing Arts Center at Gorham High School.

■ TOM MYRON

"Fantasia" (Entrata Records, \$14) is available at Amadeus Records, Gallery Music, Starbird Music, CD Exchange and Borders.

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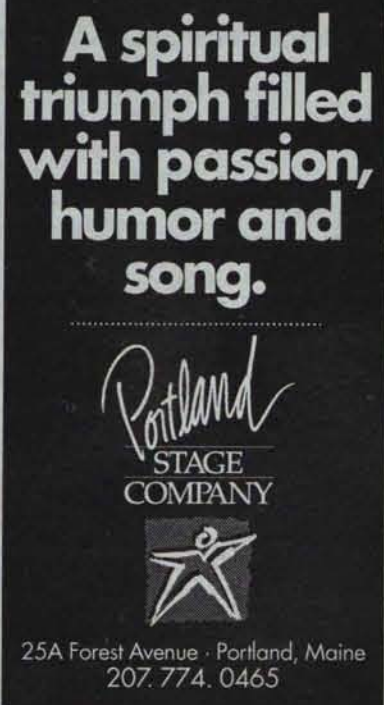
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Allen Arts Center, Russell St., Bates College campus, Lewiston. Sculpture exhibition, "Ann Reichlin: Intersecting Places," shows through March 15. Hours: Tues-Sat 10 am-5 pm, Sun 1-5 pm. 786-6158.

On Balance 4 Milk St., Portland. "Friends of On Balance" shows through Feb 23. Hours: Mon-Fri 9 am-4 pm. 772-9817.

Peretto's Restaurant 28 Exchange St., Portland. "Almost Edible," paintings by Kate Merrick, ongoing. Hours: Mon-Sun 11 am-11 pm. 828-0001.

Pilgrimage 441 Congress St., Portland. Sculpture by Kate Bartlett shows through Feb 17. Hours: Mon-Fri 10 am-5 pm, Sat 12-5 pm, Sun 1-5 pm. 773-3007.

Pine Tree Shop and Bayview Gallery 75 Market St., Portland. Hours: Mon-Tues 9:30 am-5:30 pm, Wed-Sat 9:30 am-8 pm, Sun 1-5 pm. 773-3007.

Portland Coffee Roasting Co. 111 Commercial St., Portland. Hours: daily 6:30 am-6:30 pm. 761-9525.

Portland Museum of Art 7 Congress Sq., Portland. Hours: Mon-Sat 10 am-5 pm, Thurs 10-12 pm. Admission: \$6 adults/\$5 students and seniors/\$1 youth 6-12 years. Museum admission is free 10-noon the first Saturday of the month and 5-every Thursday evening. 773-ARTS or 1-800-639-4067.

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- * **"Twentieth-Century Sculpture"** Features 18 works showing the diversity of sculptural production in this century. Shows through March 31.
- * **"The Essence of Matisse"** Prints by Neil Welliver show through March 24. 754-6344.
- * **"From Monet to Matisse: The Origins of Modernism"** A complete overview of French art from early Impressionism through Neo-Impressionism to Fauvism. Ongoing.

Portland Pottery 118 Washington Ave., Portland. Ongoing show of unique and functional ceramics and jewelry. Hours: Mon-Sat 10 am-5 pm, Thurs 10-12 pm. Tues & Thurs 12-9 pm, Sat 9 am-5 pm. 871-1700.

Raffie's Cafe Bookstore 555 Congress St., Portland. Hours: Mon, Tues, Wed, Fri 8 am-5:30 pm, Thurs 8 am-6 pm, Sat 9:30 am-5:30 pm, Sun noon-5 pm. 761-3930.

Renaissance Antiques 221 Commercial St., Portland. Ongoing show of works by John Dehlinger, Wilbur C. Adams and other Maine artists. Hours: 10 am-7 pm daily. 879-0789.

SALT Gallery 17 Pine St., Portland. End of term exhibit featuring the work of SALT students shows through Feb 15. Hours: Wed & Fri 2-6 pm, Sat 10 am-1 pm. 761-0660.

Sawyer Street Studios 131 Sawyer St., Portland. Hours: Thurs 4-8 pm, Fri & Sat 10 am-6 pm, and by appointment. 767-7113.

South Portland Public Library, 482 Broadway, S. Portland. "Electronic Images: Using the Computer to Create Art," works by Nancy Huxley, Polly Crane and Barbara Smith, shows through Feb 26. Hours: Mon, Tues 10 am-5 pm, Wed 1-8 pm, Thurs, Fri 9 am-5 pm, Sat 9 am-2 pm. 767-7660.

Street and Co. 33 Wharf St., Portland. Wood and metal sculpture by G.S. Gilman shows through mid-February. Hours: Sun-Thurs 5:00-9:30 pm, Fri-Sat 5:30-10 pm. 775-0887.

The Woodbinesisters 414 Cumberland Ave., Portland. "Pastels on paper by Anne Bourassa and wood carvings by Ray Carbone" show through March 9. Hours: Mon-Sat 9 am-5 pm. 774-3791.

TP Perkins & Co. 6 Free Street, Portland. Primitive folk art by Annette Lacroix, ongoing. Hours: Mon-Thurs 9 am-5 pm, Fri-Sat 10 am-9 pm and Sun from 12-5 pm. 871-8295.

USM Area Gallery USM Campus, Portland. "Life" by Melonie Bennett shows through Feb 16. Hours: Mon-Thurs 7 am-10 pm, Fri 7 am-7 pm, Sat 9 am-5 pm. 780-5008.

USM Art Gallery, USM Campus, Gorham. "Watershed: Artists and Artists 1995" shows through Feb 16. Hours: Tues-Sun 11 am-3 pm. 780-5008.

USM Osher Map Library 314 Forest Ave., Portland. "A Celebration of 175 Years of Maine Statehood" shows through March 17. Hours: Wed 1-4:30 pm and 6-8 pm, Thurs & Sat from 9 am-12:30 pm. 780-4850.

The West Side Studio 98 Pine St., Portland. 784-8223.

Woods' Pleasance, Portland. Paintings by Steven J. Priestley and mixed media on paper by Deborah Newberg, ongoing. Hours: Tues-Sun, 5 pm-10 pm. 774-5260.

other

"An Afternoon With Neil Welliver" Feb 11. The Emmy-nominated documentary "Welliver" will be shown at 2 pm. The film tells the story of the artist's life and work in conjunction with the exhibition "Neil Welliver Prints: The Essence of Maine." At the Portland Museum of Art, 7 Congress Sq., Portland. 774-6148.

Agape Greyhound Motel (available retiring rooms) dogs in need of good homes at the Kennel Shop, Pine Tree Shopping Center, Portland, Feb. 17 from 11 am-2 pm. 846-5759.

Agape A center for soul, community and the arts holds a series of salon-style discussion groups. Feb. 8: 8:30-10:30 pm, 1000 Congress St., Portland. Center's writer's group gather to read and work at 8 pm. 780-1500.

The Alliance for Transportation Choice, a group dedicated to creating a transportation system that improves the quality of life, encourages the environment and promotes economic vitality, meets the 3rd Tues of each month at 5 pm, at 477 Congress St., 8th floor, Portland. 879-1892.

All-You-Can-Eat Breakfast To benefit Windham-Gorham Rod & Gun Club, Maine Pheasant Program. Feb. 8: 5-10 am, 1000 Congress St., Portland. Free. Gorham. Cost: \$4 (\$2 kids).

Antique Paper Show Feb. 3. Forty exhibitors featuring postcards, paper and collectibles. At the Italian Heritage Center, 40 Westland Ave., Portland. Cost: \$4. 773-1315.

Antique Paper Supper Feb. 10. Tow kinds of beans, hot dogs, cold soup, and all that jazz. At the Westbrook-Warren Congregational Church Fellowship Hall, 810 Main St., Westbrook, from 5-6 pm. Cost: \$5 (\$1.50 kids). 854-9157.

Baked Bean Bonanza Feb. 10. Home, slow-cooked beans and corn. 799-2233 or 774-4308.

5:45 Main St. Westbrook, at 5 pm. \$4.50 (\$1.50). 854-8669.

Bean Lovers Take Note Feb. 10. Lots of good eats at the Highland Lake Grange Hall, Route 302 (corner of Hardy Rd.), Westbrook, with seatings at 5 & 6 pm. 854-8669.

Bicycle Potluck Feb. 15. Bring a dish and join in a discussion of issues and upcoming events on the cyclist's calendar. At Williston West Church, 32 Thomas St., Portland from 7-9 pm. 779-7440.

Casco Bay Culinary Association meets the second Tues of each month. 799-2233 or 774-4308.

Center for Maine History 48th Congress St., Portland. "From Southing Ties to Canton Sails": The Exotic China Trade In Everyday Maine, 1700-1900," shows through March 30. Hours: Wed-Sat 12-4 pm. Cost: \$2 (\$1 kids). 879-0427.

Community of Hope A Christian group, which claims to be open to all, carry out good and less than people and strives to be inclusive of all, meets Sat's at 4 pm at 156 High St., Portland. 773-0119.

A Course in Real Astrology Six-week classes in the art of astrological interpretation and how to apply it to daily life. Cost: \$75. 772-6354.

Creating Opportunity Through Change Women's group meets at Thursday evenings from 6:30 to 8:45 Broadway, St. Portland. 767-1315.

Creative Productions Collaborative A group for women survivors of sexual abuse who are interested in furthering their healing journeys through the process Feb. 8: 6-8 pm. 854-8669.

COMP Meetings Collection of Original Maine Performers meets the first Monday of every month, at 6:30 pm at Incubator, 1000 Congress St., Portland. For persons interested in original music and the performing arts meet. 773-0476.

COPE Support group for divorcing fathers — explore alternatives to the current divorce process. 874-7448.

Coping With Caregiving A support group for people providing care to chronically/terminally ill or disabled persons meets the 2nd and 4th Fridays of each month at noon, at Mercy Hospital, 144 State St., Portland. 879-3486.

Dance in a chem-free, smoke-free atmosphere where you can dance and carry on conversations. All ages. All music welcome. \$5 donation (\$3 kids). Swedenborgian Church, 302 Stevens Ave., Portland. 772-8277.

Debtors' Anonymous meets every Tues from 7:45 pm at Woodford's Congregational Church, 202 Woodford St., Portland. 740-0234.

Drumming Classes Learn the rhythms and songs of Afro-Caribbean music with percussionist Michael Wingfield every Sunday at the Expressive Therapy Center, 150 St. John St., Portland. Beginners class from 6:30-30 pm, ongoing class 7:30-9:30 pm. Cost: \$15. 773-0234.

Enriched Golden Age Center 297 Cumberland Ave., Portland, invites men and women over 60 to daily luncheons, with special activities featured every Wednesday and lunch dancing every Monday at 10 am. Donation: \$.25. 774-6974.

Expressive Therapy Center 150 St. John St., Portland, holds classes in meditation. 871-8274.

Family Crisis Shelter a domestic abuse intervention project is looking for volunteers to offer support and information to victims of abuse/violence. 874-1196.

F.A.T.E. Fight AIDS-Transform Education is a project sponsored by ACT UP/Portland whose purpose is to fight HIV, AIDS and homophobia. Open to all persons, schools, youth forming empowerment groups for teens and youths. All welcome. Meets the first and third Friday of each month at 5:30 pm at the YWCA, 87 Spring St., Portland. Wheelchair accessible. For more information write ACT UP/Portland, 774-0566. 1991, Portland, 04100



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Requirements: Master's degree in Marriage and Family Therapy or related field, plus one-and-one-half years experience providing family therapy. (A bachelor's degree in a related field combined with a minimum of four years family work experience may be substituted.) Experience developing clinical assessments, treatment and discharge plans and community networking. Background in substance abuse and crisis intervention preferred. Licensing and appropriate credentials, or eligibility for licensure required. Schedule to include up to three evenings per week.

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Remember, this is a house you want someone to buy. I know your mother taught you not to judge a book by its cover, but didn't she also tell you that first impressions are lasting impressions? What do you think is on the buyer's mind as she cools her heels, captive to my losing battle with your door? She's mentally deducting the cost of a new door from your price and wondering how much she'll need to deduct for all the other likely problems inside.

These are her thoughts on a warm and sunny day. I would recommend not even contemplating her reaction when it's raining and I have to ask her to juggle my purse, gloves, and the now drenched listing sheet enumerating the wonders of your home, as I valiantly struggle with your key.

I suppose it's too much to ask that you fix the front door out of pity for your real estate agent but, for your own sake, get thee to a hardware store! Invest in some WD-40, realign the door, have a new key made. Don't you want that buyer to cross your threshold without gritted teeth?

(Susan Shea is a real estate broker in the Greater Portland area. She will be commenting weekly on matters relating to buying or selling homes in Maine. If you have real estate related questions or observations, write Susan at: Real Estate Marketplace, P.O. Box 1238, Portland, ME 04104.)

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FORD BRONCO II, 1985-4WD, high mileage. New motor from Ford 40K ago. Excellent shape! Foglights, CB, roof rack. \$3,300. B.O. 774-1104.

FORD F150/FLARE/XCAB, 1994-37K, chairs/captain, air, rooflights, 5spd, rearview mirror, battery/HD, block heater, rear slider, tonneau, bedmat. Dealer invoice (1998), \$21,500; Bluebook, \$16,500; ASKING \$15,500. 207-627-4059.

GAST TANKS! NEW GASTANKS IN STOCK FOR GMC, Ford, Chevy, Dodge, AMC's including COO & freight \$99.00 (imports \$119.00) Delivered UPS. Call Greg at 1-800-561-8265 toll free.

GEO METRO 1989-174K, looks and runs great. 5sp, hatchback, sunroof, red, one owner. Very well maintained. 50 mpg. Asking \$1,200. 828-5432 days, 646-9482 evenings and weekends.

HONDA CIVIC DX, 1994- Excellent condition! 35K. Book value \$10,200, yours for \$8,900 (firm)! 207-725-1060.

HONDA CIVIC, 1991-5spd, air, 4-door, 94K. New timing belt. Excellent condition! \$5,799. 772-4867.

JAGUAR XJ6 1987- Pearl white, saddle interior. All factory options. BPS, \$9,995. 783-3336/783-3729.

JAGUAR XJ6, 1986- Blue, gray leather. All options w/roof. Low miles, excellent condition. \$9,995. 783-3336/783-3729.

trucks/vans

DODGE CARAVAN L.E., 1987-90,000/mi., 7-passenger, cloth interior, cruise, air, tinted windows, excellent shape. \$4,300/B.O. 766-5708.

FORD ECONOLINE VAN, 1990-56K, auto-matic, fully loaded, captains chairs, carpeted, new tires, exhaust. \$9,000/B.O. 761-9023. Ready for conversion or workhorse. Must see!

boats

"SELL YOUR BOAT FOR ONLY \$25!!" Sure, it's worth more than that! But, for only \$25 The Classifieds will advertise your boat until you sell it! Call (207)775-1234 for more information. Visa/MC accepted.

31' PACEMAKER, SPORTFISHERMAN, 1966-Recent V8; 3rd owner. \$9,750, or trade. (207)748-0929.

ERICSON SLOOP, 25'. Outfitted for comfortable cruising. Jib furling, electronics, trailer. \$9,800/B.O. 594-7686.

SAIBOAT-26' Pearson. Compass, knot meter, depthfinder. Main, 120, 150, spinnaker. 1983 Mercury outboard, 9.8 HP. Excellent condition! Call (207)639-2387.

LOJAN, 1970-30' fiberglass, 383-V8, Loran radar fish finder, Tuna permit. Beautiful \$13,000 negotiable. 717-235-3890.

dating services

LONELY? SINGLE? Join the Christian Dating Network. Free brochure 1-800-437-1910.

PHOTO DATE
for people serious about dating!
LOW RATES GLADLY GIVEN OVER THE PHONE
Call to see when we will be in your area, or come to Freeport! 9-9 daily
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071-239-3824

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071-239-8675 INTL. RATES
1-305-704-7235 (INT. CRED.)
1-800-470-LIPS \$1/MIN

XXX ADULT PLAYGROUND XXX

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The best oral pleasure is just one phone call away.
Get some now!
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Real names • Real numbers
INSTANT CONTACT
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GAY 1-800-605-2428
STRAIGHT 1-800-906-5347

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call us now!
1-900-435-6275

HOT BI BEAUTIES
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February's Top 10 Hottest Ad's
Real Ad's • Real Women • Real Sex
WARNING!! THESE PERSONALS ARE SEXUALLY EXPLICIT AND MAY OFFEND SOME PEOPLE WHEN HEARD IN THEIR ENTIRETY

GINA: 5'2" 110 lbs. 32B-24-34 sexy little behind. Enjoy different positions. Box 4042
LORETTA: Foxy blond 34dd-25-35 large breasts seeks oral companion. Box 4627
SANDY: Sexy redhead with red hot body enjoys being told what to do. Box 3194
MELISSA: Very large breasted, fiery tongue, firm body & tight bottom. Box 6334
CARLA: Feel my soft sexy skin rubbing against your body, best massage. Box 7788
JULIE: Looking for married or single guy for free sexual good time. Box 7307
SALLY: Very oral with great legs & body seeks afternoon lover. Box 3194
MARGO: College student wants to trade bodyrubs with men over 25. Box 8065
STEPHANIE & LISA: Our dream is to be with one sexy man for hours. Box 8190
CHRIS: Fondle my 4-4d breasts and feel my soft sexy lips on your? Box 3783

True Connections 1-900-435-6125 \$2.99 PER MIN 18+

ATTRACTIVE PORTLAND NYMPH Seeks Sexually Open Minded Men. Married or Single O.K. Just for fun, not for money. Call Me: 1-900-745-2453 #5, \$2.99/min. 18+.

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adult services

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SAMANTHA Box 3729 "Oh baby, I want you to lick me till you reach my... (censored) Call me." (You guys wonder where we get our ideas?)
KESHA Box 7466 (We could never make up a name like that.) "I have big voluptuous breasts that need... (censored) licking. I have a wiggly tongue that... (I think you get the message.)"
KATHY Box 7154 "I need a man to satisfy me. I'm horny... (censored) and rub me down with baby oil."

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900-745-2293 / 800-961-6462 V/MC #5 \$2.99/min 18+

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\$2.50-3.99/MIN • 18+ YEARS

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1-ON-1
071-239-8025 from 99¢ min.
1-800-957-HOTT \$1 min.
1-305-704-7489 Inst. Cred.

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1-800-470-LIPS \$1/MIN

Hot XXX Local Girls
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071-239-3824

LOVE MY LIPS!!!
071-239-8675 INTL. RATES
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SEXY ASIAN NURSE: Seeks a man who likes nude body rubs or a sexy woman in lingerie. Call Kinko today for sexy fun and games. 1-900-435-1935 ext.5.

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SEXY ASIAN NURSE: Seeks a man who likes nude body rubs or a sexy woman in lingerie. Call Kinko today for sexy fun and games. 1-900-435-1935 ext.5.

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These ads appear on THE INTERNET at no extra charge.

VALENTINES...
 Customize your lover's lingerie, boxers, etc. I'll paint anything!
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*****DON'T PAY MORE THAN \$25**
 to sell your vehicle! The Sure Sell Classifieds will keep your car, truck, bus, RV, or motorcycle running until it sells for only \$25!
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Back of the BAY

775-1234

TUNNEL OF LOVE

Janice- Have a clue:
 You have a man that always delivers! Love, Eric

No burden or responsibility
 Just fun fun fun and really really liking! Sharing- laughter, tears, stories, poems, playing, learning, touching, wanting, etc. O-key Dokey? Your appointment.

SHOT THROUGH THE HEARTS

by Cupids, Sarah & Greg.
 10 months later, 2 out-of-staters happily engaged, recall a stair chat.
 John, I love you!!

To My Beloved-
 Your heart was ticking fast, I helped it slow at last. A strange encounter for us to meet, Alas, the years they have been sweet. Love always, Your Heart Tamer.

TO STEVEN-

You are my soulmate, my friend, my sunshine. I love you, honey. Happy Valentine's Day! Your Boy Toy, Art

TO THE SWEET JUICE OF MY LIFE,
 Your golden nectar fills the world with joy and peace.

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Do you need a ramp built, special shower stall installed or anything done to your home to make it easier for you or a loved one to get around?

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FREE CLASSIFIEDS!?! That's right...

Every purchase of three weeks of The Sure Sell Classifieds gets you the fourth week FREE! Call 775-1234 for more details.

91 Isuzu Trooper
 \$2,000K
 Well maintained, one owner. Looks good, runs great!
 \$7,000
 Call 773-4078

DESPERATELY SEEKING PERMANENT & FOSTER HOMES
 for rescued cats so others can come in from the cold. Call Friends of Feral Felines
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Plasma is an essential fluid of life and is used to make medicines to treat people with life-threatening diseases. A national Plasmapheresis company is currently seeking suitable, healthy people to participate in a quality plasma drive in our community. You can earn \$130 a month, and couples up to \$260 a month by donating life-saving plasma.

"Our Son's alive because of you"

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CBCW
 Feb. 8, 1996

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FREE ADMISSION TO ALL EXHIBITS

Holiday Inn By The Bay
 Portland, Maine
 Tuesday, February 13, 1996
 9am to 6pm

See page 6 for Workshop Schedule



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DAYS A
WEEK

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a division of Brighton Medical Center
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For more information please call Corporate Services at Extension 111

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DAYS A
WEEK

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Maine Market Media: Dedication

This trade show is dedicated to my dear friend and mentor, **Jack Falvey**. His eternal optimism, wit, and insights on people and business have gladdened my most challenging days and tempered my most difficult decisions. Thanks, Jack, for everything.



STATE OF MAINE
OFFICE OF THE GOVERNOR
1 STATE HOUSE STATION
AUGUSTA, MAINE
04333-0001

ANGUS S. KING, JR.
GOVERNOR

February 8, 1996

Dear Maine Media Market Participants,

As Governor of the State of Maine, I want to congratulate Maine Media Market 1995 for putting together such a comprehensive effort to help people learn about the various marketing options available to them.

Such private sector ventures should be commended, for they serve two purposes -- first, they foster partnerships between businesses throughout Maine, and second, they provide outlets for further growth of Maine companies.

Self promotion is critical to business, be it through direct mail, television, radio, newspapers, magazines, yellow pages, or some other means, for regardless of how terrific a business is, if potential customers don't know about it, business is lost.

May we all work together to make Maine a strong and viable place for businesses to flourish.

With my best,

Angus S. King, Jr.
Angus S. King, Jr.
Governor

PHONE: (207) 287-3531 (Voice)

TELETYPE: (207) 287-6546 (TTY)

FAX: (207) 287-1034

Welcome to Maine Media Market: Advertising Resources '96!

February 13, 1996

Dear Business Attendee:

The Chamber of Commerce of the Greater Portland Region, the Art Directors Club, the Advertising Club of Greater Portland, and Giraffe Marketing, Inc. welcome you to the third annual Maine Media Market.

This show is an opportunity for you to learn more about advertising and promoting your business. You can attend any of 25 advertising and marketing workshops by media and marketing experts, and browse among over 130 exhibits of local and regional media and marketing services.

Our goal is for you to leave the show with new - and effective - ideas to help your business grow in 1996.

Please feel free to offer your comments and suggestions for making next year's event even more successful; a brief questionnaire is enclosed for your use.

Joel Russ
Joel Russ, President
Chamber of Commerce

John Fellows
John Fellows, President
Giraffe Marketing, Inc.

Amanda & Nick Kent
Amanda & Nick Kent, Co-Presidents
Art Directors Club

Liz Phillips
Liz Phillips, President
Advertising Club of
Greater Portland

Thanks to the dozens of people who lent a hand to make this show a success. Special thanks to: Applavest Communications, Chamber of Commerce of the Greater Portland Region, Advertising Club of Greater Portland, Art Directors Club, Sugarloaf, Blueberries & Grapes, Key Bank, NYNEX Power Pass, Harvard Pilgrim Health Care, ValCom Business Center, Tort Turpin, the workshop speakers, exhibitors, Datas, and Karbie for their support.

Maine Market Media: Table of Contents

Exhibitor Listing	4
Workshop Schedule	6
Booth #s, Maps	7
Entertainers	14
Speakers	15
Door Prizes	18

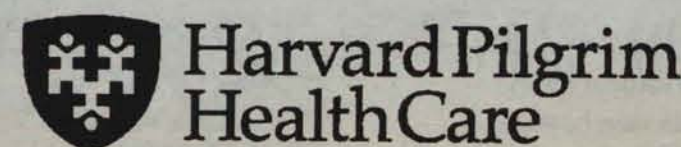
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Booth #	Exhibitor
400	Admiral Publishing , 551 U.S. Route 1, Scarborough, ME 04074 Phone: 207-883-1350 Fax: 207-883-8357 Contact: Ralph Station Description: Publishes local directories for the Greater Portland area: Gorham, Scarborough, Westbrook, Windham, So. Portland, C. Elizabeth, Falmouth, Cumberland, Yarmouth and Portland.
Casco Bay Lobby	Advertising Club of Greater Portland , P.O. Box 6171, Falmouth, ME 04105 Phone: 207-967-0125 Fax: 207-967-2054 Contact: Liz Phillips Description: Service Organization for Advertising, Marketing, PR Industries, Networking, Professional Development, Social Organization.
C207	Alr Ads Inc. , P.O. Box 145, Standish, ME 04084 Phone: 207-854-2551 Contact: Dick Randall Description: An easy, fun, inexpensive and effective way to mass market your product or service. The professional choice for creative Maine advertisers.
C503	Allen Screen Printing , 46 Cove Street, Portland, ME 04101 Phone: 207-773-4185 Fax: 207-773-3735 Contact: Arthur E. Davis Description: Commercial Screen Process Printers. Provide Large and Small Format On All Substrates. Posters, Banners, Decals, P.O.P. and More Service and Quality For 30 Years!
515	Anson Woodworking , RR1 Box 1549, Anson, ME 04911 Phone: 207-696-8006 Fax: 207-696-8209 Contact: Kenneth Trutt, Owner Description: We do custom woodwork, custom laser engraving, store fixtures, display items, and point of purchase displays
Casco	Art Directors Club , P.O. Box 7441, Downtown Station, Portland, ME 04112 Phone: 207-780-1225 Contact: Pam Foster, Executive Director Description: Southern Maine's foremost organization for creative professionals, offering valuable skills development and networking opportunities. Look for your free copy of our membership directory at our booth.
502	Austin Associates , 2 Great Falls Plaza, Auburn, ME 04210 Phone: 207-783-9111 Fax: 207-783-9130 Contact: Candace Sanborn, Director of Marketing Description: CPA firm offering a unique combination of business enhancing services from a single source. Accounting and tax work, marketing research and analysis, focus groups, advertising planning and budgeting.
C103	Awards, Plaques & Trophies Co. , 494 Forest Ave., Portland, ME 04101 Phone: 207-772-8770 Fax: 207-772-3396 Contact: Paul & Karen Walton, Owner Description: Awards, signage, stamps, seals, corporate award programs, engraving, laser engraving. Show Special: 15% off custom name badges, 15% off custom stamps.
405	BIZ Greater Portland's Business Paper , P.O. Box 229, Portland, ME 04112 Phone: 207-761-8379 Fax: 207-761-0732 email: biz@biddeford.com Contact: Jonathan Whitney, Publisher Description: Bringing area business news to area business people. Door Prize: One 1/4 page ad.
C501	Bonjour Studio , 75 West Commercial Street, Portland, ME 04101 Phone: 207-773-5398 Fax: 207-773-5782 Contact: Jon Bonjour Description: Full service commercial photography studio. Expertise in product/catalog, corporate/industrial, architectural/interior, regional and national accounts.
C214	Bridge to the Seacoast , 111 Maplewood Avenue, Portsmouth, NH 03801 Phone: 603-436-1741 Fax: 603-436-1748 email: pherald@nh-meseacoast.com Contact: Peter Johnson Description: Our company was created to educate businesses on the internet and the world wide web, and to help them explore opportunities on the world wide web.
411AB	Business Network International , P.O. Box 6053, Falmouth, ME 04105-6053 Phone: 207-878-5578 Fax: 207-878-5578 email: Contact: Rick Broder, Executive Director Description: A cost effective marketing program which provides a structured environment for a team of professionals to share confidential referrals and other marketing ideas. Door Prize: Book "The World's Best Known Marketing Secret" - Dr. Ivan Mizer.
599	C of C of the Greater Portland , 145 Middle Street, Portland, ME 04101 Phone: 207-772-2811 Fax: 207-772-1179 email: chamber@biddeford.com Contact: Joel Russ, President Description: A diverse, regional business organization with Falmouth/Cumberland, Gorham, Portland, Scarborough, South Portland/Cape Elizabeth, and Westbrook. The Chamber is an association of nearly 1,110 businesses, organizations and government agencies representing the interests of business in Greater Portland. The Chamber works toward growth on the context of a community with healthy social service, educational, public service, recreational and cultural programs and opportunities. "Enhancing Greater Portland's economy through community partnerships."
C202	Casco Bay Weekly , 561 Congress Street, Portland, ME 04101 Phone: 207-775-6601 Fax: 207-775-1615 Contact: Brian Meany, Sales Manager Description: A weekly newspaper providing coverage on news and arts in Greater Portland. We investigate stories the media mainstream won't, put a human face on policy issues, and challenge assumptions.
205	Central Maine Newspapers , 25 Silver Street, Waterville, ME 04901 Phone: 207-873-3341 Fax: 207-873-3341 Contact: Cindy Stevens, Promotion Director Description: Newspaper for Central Maine Market. Comprised of Morning Sentinel in Waterville and Kennebec Journal in Augusta.
C109	Century Robinson Papers , 160 Fox Street, Portland, ME 04104 Phone: 207-773-2973 Fax: 207-773-0142 Contact: Gale Murphy Description: Merchant Distributor of Fine Printing Papers, Working with Printers, Publishers, Graphic Designers, Ad Agencies, and End Users.
512	Circus Signs & Designs , 101 John Roberts Rd., #4, South Portland, ME 04106 Phone: 207-775-7740 Fax: 207-775-7801 Contact: Harry Hall, General Manager Description: Custom signs, promotional materials, and banners. Complete design services.
504	Color Works Imaging & Design , 94 Commercial Street, Portland, ME 04101 Phone: 207-774-2689 Fax: 207-772-6378 email: agramham@biddeford.com Contact: Andrew Graham, President Description: Business presentation service bureau. Provide color output services including fine prints, dye sublimation proofs, oversized digital prints, and color copies. Provide output services for 35mm slides and overhead transparencies, and design production support services. Color Works is a Tektronix dealer and sells Tektronix supplies.
710	Computerama , 170 Ocean Street, South Portland, ME 04106 Phone: 207-799-0100 Fax: 207-799-5571 email: info@crama.com Contact: Vlad Gavrilov Description: Imaging, Forms Processing, Accounting Software and Services. CD-ROM Publishing and equipment leasing. Door Prize: Custom Copy Remote Access Software & Quick Books Trial Version. Show Special: Paperclip Imaging Software Personal Edition & Tektronix Processing Software.

Booth #	Exhibitor
702	Corporate Papers (tm) , Eph's Alley, P.O. Box 195, Williamstown, MA 01267 Phone: 413-458-2236 Fax: 413-458-2478 Contact: Zane Lumsdery, Owner Description: Cut through the communications clutter. Corporate Papers (tm) "Greeting Cards for Business" are the easy, cost effective, personal way to prospect, network, and sell. You'll be remembered! Door Prize: Free Corporate Papers (tm) "Business Communications Survival Kit". Show Special: 20% off reg. price of Corporate Papers (tm) "Greeting Cards for Business".
406	Courier-Gazette , P.O. Box 249, Rockland, ME 04841 Phone: 207-594-4401 Fax: 207-596-6981 email: rbelyea@courierpub.com Contact: Ron Belyea, Advertising Manager Description: Courier Publications is a newspaper group consisting of weekly newspapers serving the Mid Coast and Central Maine areas.
407	Creations Unlimited , 151 Walton St., Portland, ME 04103 Phone: 207-878-3200 Fax: 207-878-3232 Contact: Joe Mazzone Description: We provide promotional products that assist a company with all their promotional ideas and programs. Calendars, Labels, Hats, T-Shirts, Tote bags, Mugs, and More...
C300	Curtis 1000 , 10 Hemlock St., Rochester, NH 03867 Phone: 603-332-8700 Fax: 603-332-4130 Contact: Frederick Follum Description: Business Communication Products to include Print On Demand, Labels, Presentation Folders, Binders Full Color, Business Forms, Envelopes, and Large Mailers. Door Prize: Personal or business stationary and envelopes. 1000 each.
207	Custom Coach & Limousine , 35 Rigby Rd., So. Portland, ME 04106 Phone: 207-774-2200 Fax: 207-871-1574 Contact: R. Troy Andrews, Marketing Director Description: Full service transportation company. Executive sedans, stretch limousines, passenger vans, 22 & 47 passenger coaches (all with video). Tours/charters. Our customers quickly "Get accustomed to Custom". Door Prize: 1 Report Transfer (local) Door-to-Door Via Executive Sedan. Show Special: "Out to Lunch in Style" 3 hour Luxury Limousine Service to local restaurant. \$129+grt.
204	Dale Carnegie Training , P.O. Box 569, Kennebunk, ME 04043-0569 Phone: 207-985-8111 Fax: 207-985-4868 Contact: David Stearns Description: Public and customized training programs in Leadership, Sales, Management, Team Development, Customer Relations, and Professional Image. Door Prize: Collectors Edition "How to Win Friends & Influence People" Dale Carnegie.
C314	Diane Photo & Design Associates , 25 W. Kidder St., Portland, ME 04103 Phone: 207-774-8074 Contact: Diane Fazio, Graphics Representative Description: Diane is a photography, design and illustration representative. Other production services include writing/editing, signage and typography. Fine art available. One source for all the talent you need.
C206	Dickinson Family Publications, Inc. , 9 Deering St., Portland ME 04101 Phone: 207-774-2263 Fax: 207-774-2263 Contact: Mary Dickinson Wood Description: Central Square Times Magazine, Family Health (TM) Magazine, Kids' Ink (TM) Magazine, Dickinson Publishing and EDS Graphics. Magazines, Newsletters, Brochures, Illustration, Graphic Design, Copywriting services. Door Prize: Free 1-1/2 page business profile on your successful business. Value \$450
402	Direct Mail of Maine , 40 Libby Road, Scarborough, ME 04074 Phone: 207-883-6930 Fax: 207-883-2160 Contact: Don Day Description: Maine's largest and most experienced direct mail services and marketing firm. Now servicing all of Northern New England.
412	Down East Magazine , P.O. Box 679, Camden, ME 04843 Phone: 800-766-1670 Fax: 207-594-7215 Contact: Kit Parker, Marketing Manager Description: The Magazine of Maine since 1954.
C208	DVE Manufacturing Co. Inc. , P.O. 2005, Lewiston, ME 04241 Phone: 207-783-9895 Fax: 207-783-9679 Contact: Rebecca Ruble, Sales Manager
C502	Exhibit Source of Maine , P.O. Box 1145, Saco, ME 04072 Phone: 207-283-1799 Fax: 207-284-1242 Contact: Kenneth D. Janson, President Description: Designers and producers of Nimble portable modular trade show exhibits. Complete trade show graphics services. Call or visit our Portland showroom.
810	Filterfresh , 30 Lamy Drive, Goffstown, NH 03045 Phone: 800-882-9824 Fax: 603-666-3078 Contact: Heidi Cohen, President Description: Provide one cup at a time, fresh brew, hot/boverage systems featuring: premium coffee, hot chocolate, cappuccino, and 24 hour service at the touch of a finger!
419	GBF Information Systems , 501 Forest Avenue, Portland, ME 04101 Phone: 207-774-1482 Fax: 207-774-0607 Contact: Philip Kemp, Account Manager Description: Northern New England's largest independent distributor of business forms, commercial printing, and advertising specialty products. Serving this area for over 60 years and is a third generation family business with headquarters in Portland. Branch offices in Lewiston and Manchester, NH.
218	Geiger Bros. , Mount Hope Avenue, Lewiston, ME 04240 Phone: 207-783-2001 Fax: 207-777-7083 email: clare@geiger.com Contact: Clare Craig, VP/Regional Manager Description: Publisher Farmers' Almanac Catalog Fulfillment Program Promotional Products and Programs. Door Prize: 100 Free Farmers' Almanacs with your corporate logo.
308	Generated Image , 164 Middle Street, Portland, ME 04101 Phone: 207-774-4455 Fax: 207-773-1469 Contact: Peter Leader Description: Portland Photographics and Generated Image are divisions of Maine Color Service, Inc. We supply high quality color imaging, processing, products, and services. We produce both photographic and digital images for the business and fine art communities. Customer satisfaction is our number one priority.
807	Giraffe Marketing Inc. , 170 U.S. Rt.1, Ste.130, P.O. Box 66838, Falmouth, ME 04105 Phone: 207-781-5756 Fax: 207-81-5755 email: giraffe@giraffem.com Contact: John Fellows, "Mr. Radio", President Description: A marketing firm dedicated to helping its clients gain customers through effective use of marketing concepts, strategies, and tactics. Three separate divisions offer event management, sales training and advertising seminars, and advertising agency services. Door Prize: Free Marketing Strategy Report. \$500 value. Limited edition Giraffe Tee's. Show Special: FREE! Mr. Radio's book: "How To Get Rewarding Results With Radio Ads".
506	Graphic Color Service , P.O. Box 558, Waterville, ME 04903-0558 Phone: 207-453-4971 Fax: 207-453-7156 Contact: Peter H. Schutte, President

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Maine Media Market 1996: Workshop Schedule

10:45AM, 1:45PM	Room #4.	Walter Boomsma, President, Abilities Unlimited. "EMPLOYEES: THE UNTAPPED MARKET"
9:00AM, 12:45PM	Room #1.	Bill FitzPatrick, Executive Director, American Success Institute. "WINNING WITH SMALL BUSINESS"
11:00AM, 2:15PM	Room #2.	Tim Reagan, President, Boston Multimedia. "EFFECTIVE COMMERCIAL WEB SITES"
3:30PM	Room #5.	Bud Brehney, Director, Local Sales, Cabletelevision Advertising Bureau Inc. "CABLE TV: IT'S ALL ABOUT BUILDING LIFETIME CLIENTS"
10:15AM, 2:00PM	Room #1.	John Ebbets, Advertising & Marketing Director, Daily Hampshire Gazette. "EFFECTIVE NEWSPAPER ADVERTISING"
2:30PM, 4:00PM	Room #6.	Arthur Hughes, Executive Vice President, Database Marketing Institute. "WHY DATABASES FAIL"
9:30AM, 12:30PM	Room #5.	Eman Roman, , Eman Roman Direct Marketing. "HOW TO USE INTEGRATED DIRECT MARKETING TO IMPLEMENT CONSENSUAL MARKETING"
9:30AM, 12:45PM	Room #2.	Jack Falvey, President, Intermark. "HOW THE BEST GET BETTER IN SALES"
3:15PM	Room #1.	Tom Russo, President, L&R Productions Inc.. "HEAR! HEAR! RADIO MARKETING FOR THE '90'S"
11:30AM	Room #1.	Tom Russo, President, L&R Productions Inc.. "BUYING & USING TV EFFECTIVELY"
11:00AM, 2:00PM	Room #5.	Michael Robinson, Government Marketing Specialist, Market Development Center @ EMDC. "ELECTRONIC COMMERCE: DOING BUS. WITH THE GOVERNMENT & OTHER LARGE CLIENTS"
10:30AM, 1:00PM	Room #6.	Mike Zeller, , NYNEX Information Resources. "COMPETING WITH CATEGORY KILLERS"
9:15AM, 11:45AM	Room #6.	Margit Weisgal, CME, MAS, Promotional Products Association. "PROMOTIONAL PRODUCTS PACK A PUNCH!"
9:15AM, 12:15PM	Room #4.	Ross Scovotti, President, TeleProfessional Magazine. "THE CALL CENTER: YESTERDAY, TODAY, & TOMORROW"

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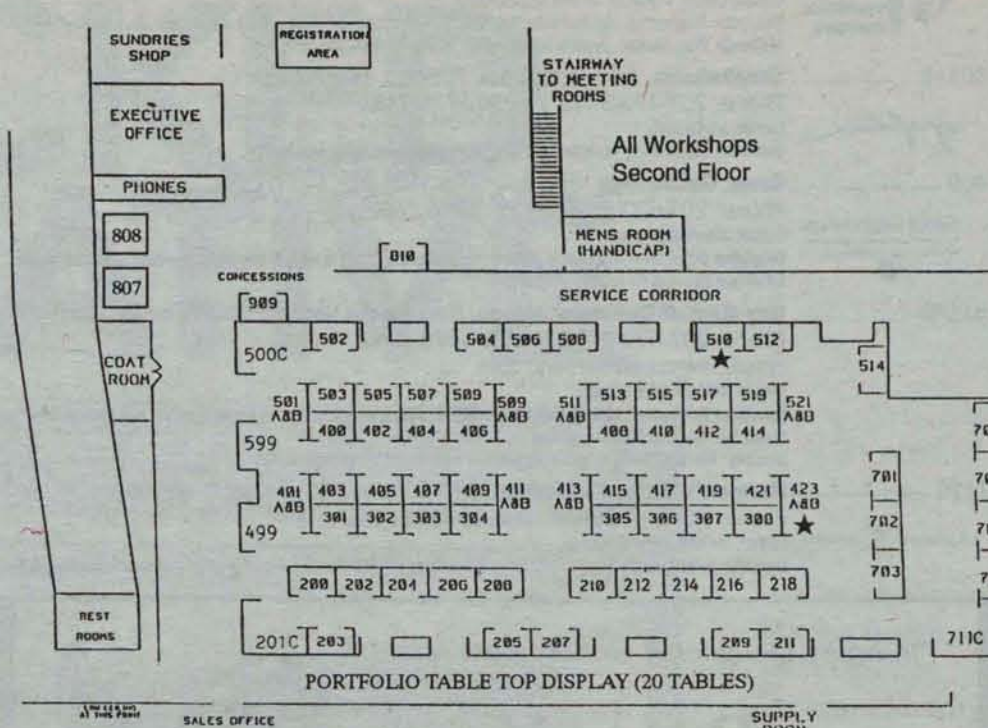
Booth #'s 413 A&B, 415, 305

Maine Media Market 1996: Exhibitors Booth # Index

WPOR-FM	200	Motion Media Film & Video Inc.	201C
Knowlton & McLeary Company	202	North Wind Picture Archives	203
Dale Carnegie Training	204	Central Maine Newspapers	205
Coastal Journal	206	Maine Sunday Telegram	206, 208
Portland Press Herald	206, 208	Custom Coach & Limousine	207
Profile Magazine	209	Maine Times	210
VP Film & Tape Productions,...	211	WTOS-WCTB	212
Smart Companies Inc.	214	Prima Printing & Graphics	216
Geiger Bros.	218	Interface Monthly	302
Shads Advertising	303	WXGL 95.7/96.7FM	304
WRED 96 FM	306	Portland Photographics	307
Generated Image	308	Admiral Publishing	400
WGME-TV Newschannel 13	401AB, 403, 301	Direct Mail of Maine	402
Town Planner of Maine	404	BIZ Greater Portland's Busi...	405
Courier-Gazette	406	Creations Unlimited	407
VideoAds	408	Great Gatherings	409
WBQQ "WBACH"	410	Business Network Int'l. of ...	411AB
Down East Magazine	412	Time-Warner Cable	413AB, 415, 305
Market Development Center	414	Times Record, The	417
GBF Information Systems	419	Independent Marketing, Inc.	421
★ Harvard Pilgrim Health Care	423 A&B	United States Postal Busine...	499
ImageSet Inc.	500C	Grapheteria	501AB
Xpress Copy Services	501AB	Austin Associates	502
ITEX of Maine/Allied Mail C...	503	Color Works Imaging & Design	504
★ Scarboro Signs	505	Graphic Color Service	506
Val-Pak of New England	507	Winter People	508
WCLZ AM-FM	509	NYNEX Information Resources	509AB
★ NYNEX Power Pass	510	Guy Gannet Communications	511AB
Circus Signs & Designs	512	NYNEX Interactive Services	513
Penmor Lithographers	514	Tower Publishing	517
Hunter Editions	519	WMTW TV-8	521AB
C of C of the Greater Port...	599	PrintMail of Maine, Inc.	701
Sign Solutions	701	Corporate Papers (tm)	702
Steven DeBree Associates	703	Portland Radio	707
WGAN 560 AM	707	WMGX-FM 93.1 FM	707
WYNZ 100.9 FM	707	WZAN 970 AM	707
Maine Public Relations Council	708	Western Maine Graphics	709
Computerama	710	Giraffe Marketing Inc.	807
Meet The Authors: Workshop ...	808	Filterfresh	810
ValCom Business Center	C100, C102	Headlight Audio-Visual Inc.	C101
Awards, Plaques & Trophies Co.	C103	Hough Group	C104
Maine Public Broadcasting	C105	WHQQ-FM	C106
Howell Photography, LTD.	C107	Century Robinson Papers	C109
People Places & Plants	C110	Unisource/Rourke Eno	C111
State Cable TV/DMX for Busi...	C112	Creative Incorporated	C113
Target Marketing/Coastal Pu...	C115	Trade Exchange, The	C200
Print World Inc.	C201	Casco Bay Weekly	C202
★ Key Bank of Maine	C203	WAVX 106.9-The Classical Wave	C204
Spiller's Reprographics	C205	Dickinson Family Publicatio...	C206
Market Mapping Plus	C206	DVE Manufacturing Co. Inc.	C208
Matheson Higgins/Congress P...	C210	J.S. McCarthy Co.	C212
Bridge to the Seacoast	C214	Telstar Long Distance	C216
MaineStreet Communications,...	C217	Curtis 1000	C300
WLAM AM Radio	C301, C303	WKZS Kiss 100 FM	C301, C303
WHT FM 107.5	C307	Sir Speedy Printing	C308
Graphics Express	C310	Spectrum Printing & Graphic...	C316
Bonjour Studio	C501	Exhibit Source of Maine	C502
Allen Screen Printing	C503	Signery, The	C602
Advertising Club of Greater...	Casco Bay	Art Directors Club	Casco Bay

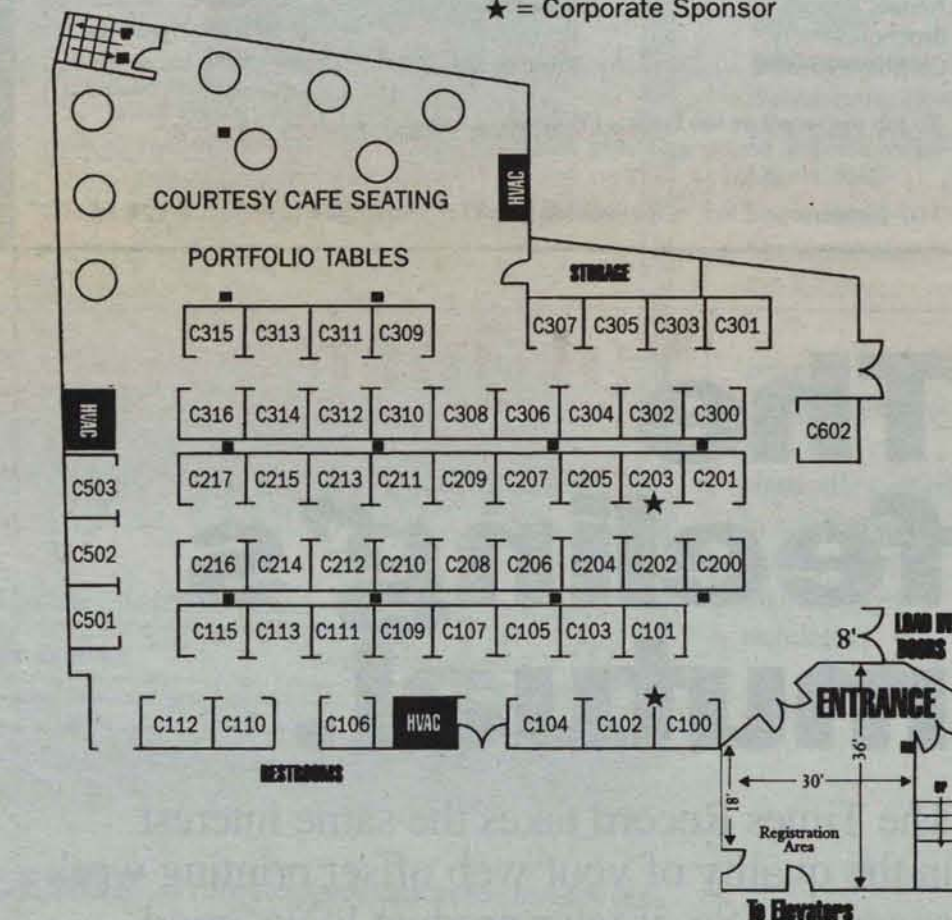
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Room 4 Oxford Room	Room 5 Somerset Room	Rest Rms	Board Room	Stairs	York Room
Exit	Room 3 Cumberland Room	Room 2 Kennebec Room	Room 1 Lincoln Room	Elevators Vending	221 223 225 227
201	203				

Booth #	Exhibitor
C310	Graphics Express , 511 Congress Street, Portland, ME 04101 Phone: 207-828-0041 Fax: 207-828-0034 Contact: David A. MacIntyre, Account Representative Description: Imagesetting, High Resolution Scanning, Digital Printing, Color Output, Slides, Presentation Graphics, Interactive Multimedia, Video Services, Trapping and Imposition, Internet Services, and Training.
501AB	Grapheteria , 144 Fore Street, Portland, ME 04101 Phone: 207-772-3709 Fax: 207-775-2481 Contact: Jim Castonia Description: Dry mounting, laminating, trial exhibits, picture framing, visual presentations.
409	Great Gatherings , P.O. Box 9005, Augusta, ME 04338 Phone: 207-622-5330 Fax: 207-622-6228 Contact: Susan MacPherson Description: Organizers of conferences, meetings and special events. We're ready to help create your event exactly as you want. Let us take care of all the hassles and details.
511AB	Guy Gannet Communications, New Media Group , Portland, ME 04101 Phone: 207-879-0199 Fax: 207-879-1042 email: lawrence@Portland.com Contact: Jill Morris, Office Manager Description: Development, housing, maintenance and marketing of web sites. We also provide Hypertext links from our Press Herald, G.O. Tourism & Business services.
711C	Harmon's Barton's Florists , 584 Congress St., Portland, ME 04101 Phone: 207-774-5946 Fax: 207-879-1770 Contact: Joe Tuttle, General Manager Description: Voted Portland's Best, Top 100 florists in the country with FTD. Over 130 years of quality and service. Award winning designs.

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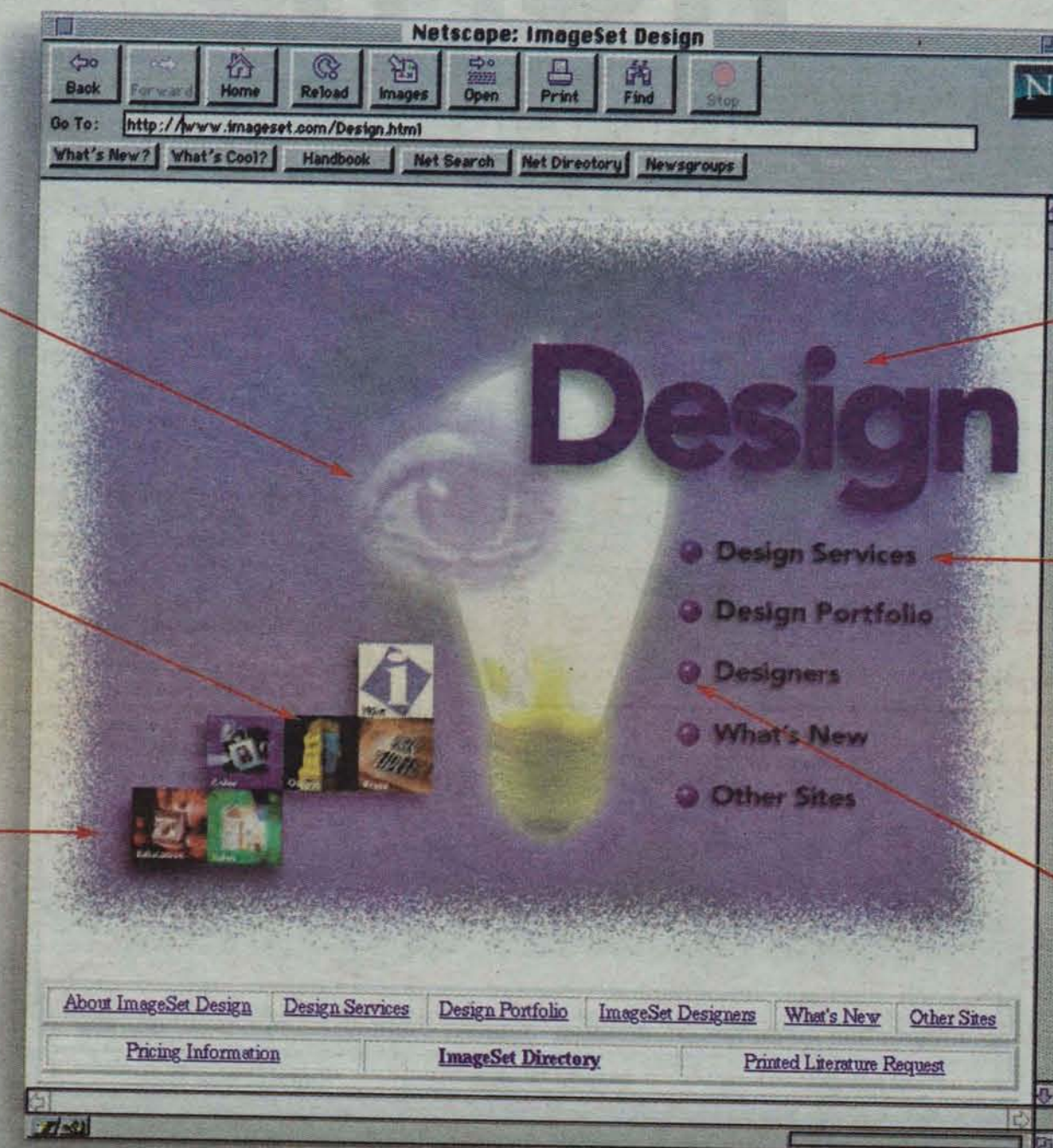
Booth #	Exhibitor
423 A&B	Harvard Pilgrim Health Care , 3 Allied Drive, Dedham, MA 02026 Phone: 617-251-1741 Fax: 617-251-1079 Contact: Brenda Pizzo, Community Relations Description: Harvard Pilgrim Health Care has been formed by a merger of Harvard Community Health Plan and Pilgrim Health Care. We are now New England's largest mixed model HMO. Door Prize: Toddler Car Seat.
C101	Headlight Audio-Visual Inc. , P.O. Box 1316, Portland, ME 04104-1316 Phone: 207-774-5998 Fax: 207-774-4917 Contact: Dave Coffey, VP, Presentation Services Description: State of the art audio and video technology sold, serviced and rented. When the presentation really matters, call Headlight Audio-Visual. Show Special: Equipment rentals booked at show 25% off. Up to \$250 maximum discount.
C107	Howell Photography, LTD. , 477 Congress Street, Portland, ME 04101 Phone: 207-780-8220 Fax: 207-780-8806 email: howell@maine.com Contact: Paul Howell Description: Industrial, commercial, and catalogue photography specializing in digital imaging.
C104	Hough Group , 51 Oceanside Dr., Saco, ME 04072 Phone: 207-934-4289 Fax: 207-934-4289 Contact: Barry J. Hough Sr., President Description: The Hough Group are: 1) Hospitality/Tourism Industry Consulting, 2) Internet Consulting, Marketing, Advertising, Web Site Publishing and Management, Internet Marketing and Seminars, 3) Business and Real Estate Brokerage. Door Prize: \$500 Certificate of Credit for Web Site Development of \$1500 or more. Show Special: 10% off discount on all Web Sites contracted during show.
519	Hunter Editions , PO Box 2798, Kennebunkport, ME 04046 Phone: 207-967-2802 Fax: 207-967-9720 email: hunteriris@aol.com Contact: Michael Brown Description: Maine's only large format fine art printing, local scene. Prints 35"x47", small editions, archival materials, specialized no fade ink, fine art reproduction, signage, proofs, comps. Door Prize: One free 18x20 ink print from customer file or transparency.
500C	ImageSet Inc. , 470 Forest Avenue, Suite 202, Portland, ME 04101 Phone: 207-775-4738 Fax: 207-774-5040 email: iseteds@aol.com Contact: Nancy S. Steadman, Vice President, Sales Description: ImageSet is an award winning graphic design firm which provides creative, production, printing, and educational services in all areas that involve print and digital communications design. Door Prize: \$200 of graphic design services (design only).
421	Independent Marketing, Inc. , 10 Oak Hill Terrace, Scarborough, ME 04070 Phone: 207-885-5322 Fax: 207-885-5510 Contact: Rina Rishick Description: Maine's most complete promotional products and services resource. Trade show booths, ad specialties, 3D direct mail marketing, typesetting/design, rush services, quantity discounts.
302	Interface Monthly , P.O. Box 4615, Portland, ME 04112 Phone: 207-879-2277 Fax: 207-773-4385 email: Interface@InterfaceMonthly.com Contact: Morten B. Asbjornson Description: Provide business professionals and computer enthusiasts with local computer news and available services. Door Prize: Free 3 1/4 page ad.
503	ITEX of Maine/Allied Mail Co-Op , 249 Park Road, Westbrook, ME 04092 Phone: 207-856-7034 Fax: 207-856-7034 email: jhammer@seis.com Contact: John E. Hammer, President Description: Combining sales and purchasing power of ITEX, the international barter banking and brokerage system, with shared cost business-to-business electronic (web page) marketing. Door Prize: Gateway for 2 to White Mtns or Cape Cod, or Business Flyer mailing special. Show Special: 1/2 price ITEX enrollment fee. Extra Mail Package Special Rates.
C212	J.S. McCarthy Co. , 15 Darin Drive, P.O. Box 1520, Augusta, ME 04332-5120 Phone: 207-761-8100 Fax: 207-622-2332 email: js McCarthy@aol.com Contact: Tom McKee, Sales Manager Description: J.S. McCarthy is Maine's largest commercial sheetfed printer providing customized printing and electronic imaging services to businesses throughout New England.
C203	Key Bank of Maine , One Canal Plaza, Portland, ME 04112 Phone: 207-874-7000 Fax: 207-874-7044 Contact: Sharon Masselli, Community Relations Officer Description: With assets of \$2.7 billion, serving Maine with 103 branch locations in communities from Madawaska to Kittery. As a full service commercial bank headquartered in Portland, Key Bank balances its resources to serve the needs of consumers, businesses, and state and local governments. Staying true to the mission of our parent company, KeyCorp, we at Key Bank of Maine continue to be a leader in the financial services industry. We are committed to providing our customers with innovative products and services while at the same time sharing our talents and resources to improve the quality of life in the communities we serve.
202	Knowlton & McLeary Company , 1 Church Street, Farmington, ME 04938 Phone: 207-778-6543 Fax: 207-778-9724 Contact: Gregory Hodgkins, General Manager Description: Commercial printing w/40" press capacity six colors. Complete On-Site desktop publishing products include catalogs, brochures, newsletters, labels, trade journals, limited edition prints.
C105	Maine Public Broadcasting , 65 Texas Avenue, Bangor, ME 04401 Phone: 800-884-1717 Fax: 207-942-2857 Contact: Vicki Henderson, Director of Corporate Support
708	Maine Public Relations Council - Maine Chapter , Portland, ME 04102 Phone: 207-773-0595 Fax: 207-761-9735 Contact: Woody Woodward, Pres./CEO
C217	MaineStreet Communications, Inc. , 208 Portland Rd., Gray, ME 04039 Phone: 207-657-5078 Fax: 207-657-5048 email: rainmaker@maine.com Contact: Christopher F. Miller, Publisher Description: MaineStreet Communications Inc. provides internet services, publishing and electronic commerce to Maine companies, businesses, and individuals.
206, 208	Maine Sunday Telegram , P.O. Box 1460, Portland, ME 04101 Phone: 207-791-6070 Fax: 207-791-6925 Contact: Gary Gagne, Sales Manager Description: The Maine Sunday Telegram is Maine's only statewide newspaper. Has been named "New England Newspaper of the Year" the past three years.
210	Maine Times , 551A Congress Street, Portland, ME 04104 Phone: 207-828-5432 Fax: 207-828-5438 Contact: Brian Meany, Advertising Manager Description: A nationally recognized innovative journal of news and opinion that focuses on Maine, but also explores issues of broad significance relevant to Maine. Door Prize: One year subscription to Maine Times.
414	Market Development Center , 1 Cumberland Place, Bangor, ME 04402-2579 Phone: 207-942-6389 Fax: 207-942-3548 email: Miker@acadia.net Contact: Michael Robinson, Government Marketing Specialist

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Packages, Collateral
Materials and
Multimedia Design

Annual Reports,
Logo Development,
Brochures,
Advertisements,
Newsletters, Flyers,
Packaging Design,
Direct Mail
Campaigns,
Magazine and
Book Covers

ImageSet designers
are qualified pro-
fessionals, each
classically trained
in conventional
design as well as
digital design
technology

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* Coming March 15, 1996

WICKED TIGHT

Because color viewed on a monitor will never look exactly as the color on a printed page, ImageSet Color ensures its clients a high level of expertise in reproducing the color fidelity of original images

The primary task of ImageSet Color is to ensure the most accurate digital reproduction possible from the original image to the final printed result

ImageSet Color offers a wide range of pricing options for image conversion and scanning services



WELCOME TO IMAGESET COLOR. From image capture to image manipulation, from process color film separations to on-demand digital color printing, ImageSet Color utilizes the highest quality scanners, digital color printers, and film recorders to maximize the reproduction of color and tone from your original artwork. Every image is scanned individually, viewed in a tightly controlled color environment, and analyzed and compared against the original artwork.

ImageSet Color ensures its clients a high level of expertise in reproducing the color fidelity of original images for commercial or digital reproduction. It's the kind of attention to detail our color customers expect from us. It is also "wicked tight" color. So for your next scan or color job, give us a call or simply visit our Web site. We're just a click away.

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Image Acquisition, Image Manipulation, (e.g., Retouching, Silhouetting, Image Composition, Color Correction) and Conversion Services for digitizing line art, b&w photos, and color artwork

ScreenSeps is a dedicated imaging service of ImageSet Color—specifically, process color separations for the unique press characteristics of screen printing

Knowledgeable, friendly, quality-oriented color artists, in combination with sophisticated digital imaging technology, is what sets ImageSet Color apart

WICKED SHARP

Easy-to-use Web site with high-speed ISDN data transmission access allows clients to send their files at transfer rates of up to 1 megabyte of data per minute

Removable media? You name it, we support it. SyQuest 44, 88, 105, 200, 270 & EZ135 cartridge drives, Iomega ZIP, Iomega JAZ and Bernoulli 44, 90, 150 & 230 cartridge drives, Magneto-Optical 105, 230, 540, 650 & 1.3 Gb cartridge drives & 4mm DAT

ImageSet Output offers a wide range of pricing options for the output of your digital image files



WELCOME TO IMAGESET OUTPUT. From Canon Color Laser prints to process color film separations, from media archiving to large format poster-size graphics, ImageSet Output features a "state-of-the-art" service bureau operation that is designed to meet the needs of today's demanding output customer.

ImageSet Output gives output publishing customers the ability to achieve the highest quality images while fulfilling whatever final requirements are needed to complete a job for commercial reproduction. It's the kind of attention to quality our output clients expect from us. It is also "wicked sharp" output. So, for your next output job, give us a call or simply visit our Web site. We're just a click away.

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* Coming March 15, 1996 CACTUS® is a registered trademark of CACTUS®

ImageSet Output provides electronic publishing clients with access to a wide variety of high-resolution imagesetting and digital printing services

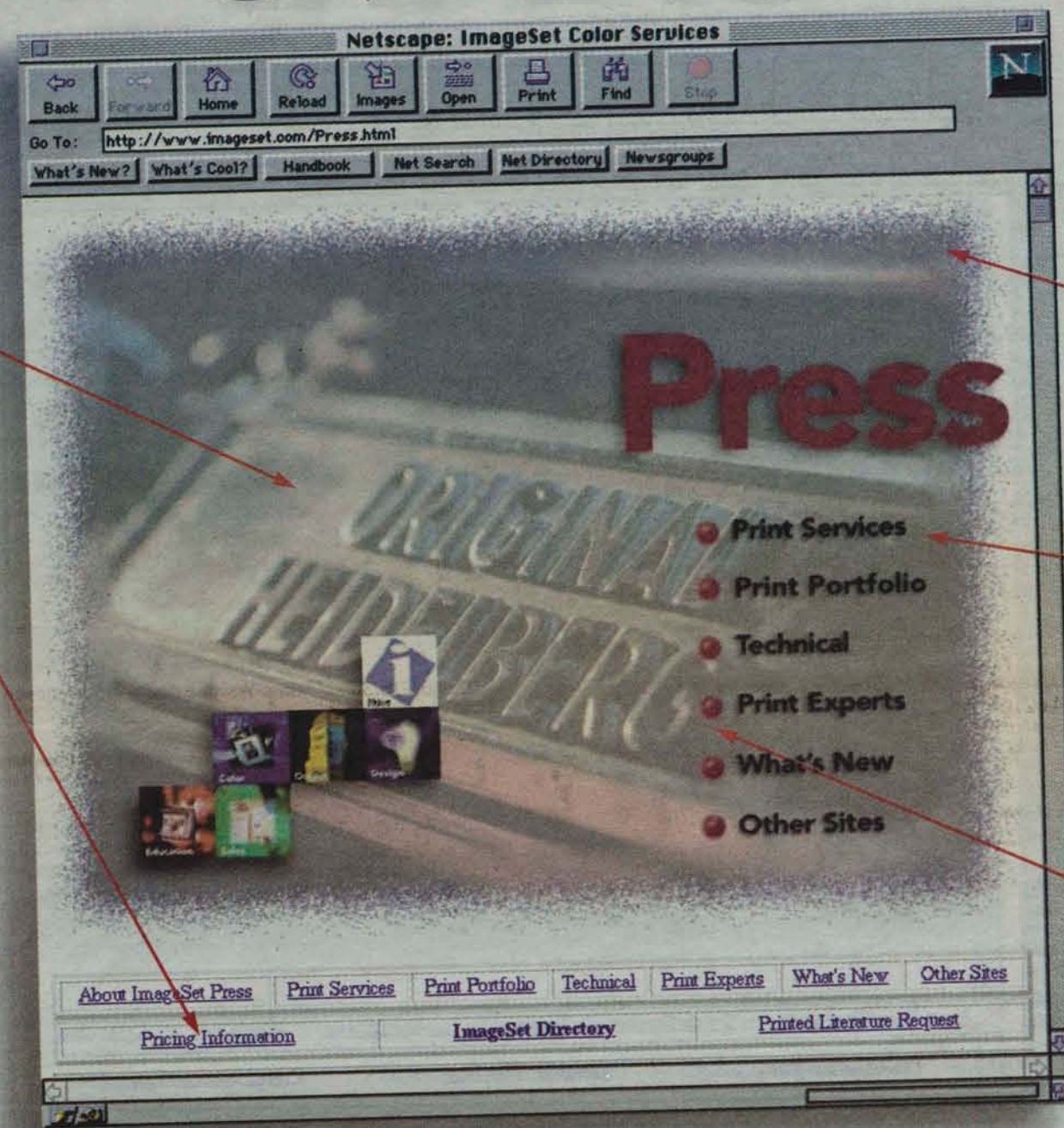
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In the graphic arts community, the name "ImageSet" is synonymous with digital imaging expertise. Fact is, we're the only service bureau in Maine with its own Educational facility

WICKED OFFSET

Our Heidelberg GTO DI 5-color digital press delivers digital color printing that rivals offset reproduction quality

When shopping for print-related services, ImageSet Press offers a wide range of competitive pricing options for printing your documents



If you work with electronic layout files, ImageSet Press is designed for you. Go from computer screen to the printed color sheet, entirely in the digital domain

Short-run Digital Color Printing, Direct-to-Plate Imaging, Digital Color Proofing, and Traditional Offset & Bindery Services

Comprised of "seasoned" print professionals, the people at ImageSet Press are totally committed to meeting and exceeding your print expectations

WELCOME TO IMAGESET PRESS. If you work with electronic publishing tools, ImageSet Press is designed for you. We let you go from the computer screen to printed color page, entirely in the digital domain. Which means no film separations, no processing and no delays. Fact is, you've probably never seen digital print quality like this before. It's offset reproduction quality made possible by the advanced direct-to-press technology of our new Heidelberg GTO DI 5-color press.

From our highly skilled press personnel, to our output production systems, to more than two decades of experience in commercial offset printing, ImageSet Press is committed to delivering a total quality printed product. It's the kind of attention to quality our print customers expect from us. It is also "wicked offset". So for your next spot or process color print job, give us a call or simply visit our Web site*. We're just a click away.

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* Coming March 15, 1996

Booth #	Exhibitor	Booth #	Exhibitor
C206	Market Mapping Plus. 1740 44th St Suite 5360, Wyoming, MI 49509-6421 Phone: 616-531-3088 Fax: 616-531-5375 email: market_mapping_plus@prodigy.co Contact: David Fant Description: Database Marketing Consultant, List Broker, Profit Power. Scores customers based on their contributions to PROFITS. Then prospects are scored based on their ability to increase profits.	701	Sign Solutions. 75 Bishop Street, Portland, ME 04103 Phone: 207-878-8000 Fax: 207-878-7790 Contact: Mark Tordoff
C210	Matheson Higgins/Congress Press. 166 New Boston St., Woburn, MA 01801 Phone: 617-935-6400 Fax: 617-935-6401 Contact: Jay M. Smith Sales Manager Description: For Stamping, Embossing, Die Cutting, Pocket Folder Gating, Film Laminating, Mounting, Esseling, P.O.P. Displays and Custom Fabrication.	C308	Sir Speedy Printing. 137 Kennebec Street, Portland, ME 04101-1903 Phone: 207-761-0041 Fax: 207-761-3768 Contact: Stephen Strand Owner Description: MultiColor Printing, High Volume Copying, Color Copying Complete Graphic, Bindery, and Direct Mail Services.
808	Meet The Authors: Workshop Speakers Description: Drop by, chat with workshop speakers, and pick up copies of their published books at discounted trade show prices.	214	Smart Companies Inc. 55 Frederick Street, Portland, ME 04102 Phone: 207-828-1615 Fax: 207-828-1624 Contact: Kevin Melody Description: Smart Publications, a division of Smart Marketing, Inc., publishes the Smart Viewer Guide (TM) that is distributed to 620,000 Home Vision Video Members throughout New England. Door Prize: CD Boombox Stereo.
201C	Motion Media Film & Video Inc. 401 Cumberland Ave., Portland, ME 04101 Phone: 207-774-1230 Fax: 207-775-9033 Contact: Reginald Goff III Owner Description: Produce television commercials, marketing videos, and national programming. Using film and video standards meeting national standards.	C316	Spectrum Printing & Graphics Inc. Kittyhawk Indus. Pk, Auburn, ME 04211 Phone: 207-784-4437 Fax: 207-784-2411 Contact: Bill Olmstead Sales Manager Description: Specializing in high quality commercial offset printing, featuring Maine's first inline aqueous coater.
203	North Wind Picture Archives. RR 1, Box 172, Federal St., Alfred, ME 04002 Phone: 800-952-0703 Fax: 207-490-3627 email: ncarter@biddeford.com Contact: Nancy Carter Director Description: Stock photos and historical pictures USA and worldwide; no research fee, color our specialty. Show Special: Free handcoloring of any historical picture ordered by 3/1/96 to attendees.	C205	Spiller's Reprographics. P.O. Box 983, Scarborough, ME 04074-0983 Phone: 207-883-4725 Fax: 207-883-4634 Contact: Bob St. Hilaire Description: Color digital printing. They will make big color posters (good for your booth!).
509AB	NYNEX Information Resources, Corp. Communications. Middleton, MA 01949 Phone: 508-762-2697 Fax: 508-762-2206 Contact: Pam Baldwin Description: A subsidiary of NYNEX Corp., publishes some 300 white and yellow pages directories in New England, New York, Gibraltar, Poland, and the Czech Republic. Door Prize: Drawing to be held at booth.	C112	State Cable TV/DMX for Business. 261 State St, Augusta, ME 04332-1076 Phone: 207-622-3030 Fax: 207-622-7386 email: scbv@mint.net Contact: Nancy Gallagher Advertising Sales Coordinator Description: Digital Music Express (TM) for Business: Satellite Music Serving Offering 91 Channels of Pure Uninterrupted CD Quality Music 24 Hours a Day at One Low Price. Door Prize: Ceramic DMX (tm) Mugs. Show Special: Free Routine Satellite Installation w/5 year contract \$200 value.
513	NYNEX Interactive Services. 2 Penn Plaza, Ste. 1800, New York, NY 10121 Phone: 212-643-4909 Fax: 212-268-3510 email: NYNEX@nynj.com Contact: Linda Ganett Description: NYNEX Information Resources Co., based in Middleton, Mass., is a leading provider of printed, online, interactive, and database information services.	703	Steven DeBree Associates. 99 Larrabee, Westbrook, ME 04092 Phone: 207-856-1788 Fax: 207-854-1405 Contact: Steven DeBree Description: Building customer needs focused, sales organizations by tapping the positive values and capabilities of its people. Developing productive work environments.
510	NYNEX Power Pass. 364 U.S. Route 1, Bldg. 2, Falmouth, ME 04105 Phone: 207-781-5000 Fax: 207-781-7900 Contact: Patricia A. Hall Asst. Branch Manager Description: Bringing Buyers and Sellers together through information and technology. PowerPass is a full service Database Marketing program for small to medium size retailers.	C115	Target Marketing/Coastal Publications. 6 Tea St., Rockland, ME 04841 Phone: 207-596-6203 Fax: 207-594-4907 Contact: Larry Godeaux Sales Manager Description: Target your prospects through their mailbox. We provide a variety of print and mail advertising products or will mail your preprinted flyers. 100% coverage available.
514	Penmor Lithographers. P.O. Box 2001, Lewiston, ME 04241-2001 Phone: 207-784-1341 Fax: 207-784-2892 Contact: David Hayden	C216	Telstar Communications. 40 Constitution Drive, Bedford, NH 03110 Phone: 603-472-4600 Fax: 603-472-2774 Contact: Trisha Beeth Sales manager
C110	People Places & Plants. P.O. Box 6131, Falmouth, ME 04105 Phone: 207-781-7071 Fax: 207-781-5058 Contact: Paul Tukey Description: We are a new Maine gardening magazine featuring profiles of gardeners as well as information, planting, tips, and a calendar. Door Prize: One year subscription with T-shirt. Show Special: 10% off advertising rates.	417	Times Record, The. Six Industry Road, Brunswick, ME 04011-0010 Contact: Frank Curran Description: Midcoast Maine's largest daily newspaper. Web offset commercial printers. 4 color, glued and trimmed work are our specialty. Composition work available. Door Prize: Free 1/4 page ad insertion in the Times Record. To be used by 4/1/96.
307	Portland Photographics. 85 York Street, Portland, ME 04101 Phone: 207-774-6210 Fax: 207-761-4227 Contact: Peter Lawlor General Partner Description: Portland Photographics and Generated Image are divisions of Maine Color Service, Inc. We supply high quality color imaging, processing, products, and services. We produce both photographic and digital images for the business and fine art communities. Customer satisfaction is our number one priority.	413AB, 415, 305	Time-Warner Cable. 118 Johnson Road, Portland, ME 04102 Phone: 207-775-4110 Fax: 207-775-6422 Contact: Bill McCannery General Sales Manager Description: Cable Television Advertising. The Video Marketplace, WME, is Time Warner Cable's photo-advertising channel. Frequency, efficiency and affordability are combined in this exciting marketing platform.
206, 208	Portland Press Herald. P.O. Box 1460, Portland, ME 04101 Phone: 207-791-6671 Fax: 207-791-6926 Contact: Martha Bradley	517	Tower Publishing. 588 Saco Road, Standish, ME 04084-6239 Phone: 800-969-8693 Fax: 207-642-5463 Contact: Michael L. Lyons Publisher Description: We provide an effective, targeted advertising opportunity via our well known business and legal directories.
707	Portland Radio. WMGX-WGAN-WYNZ-WZAN, South Portland, ME 04106 Phone: 207-774-4561 Fax: 207-774-3788 Contact: John Butler General Manager Description: 93.1 WMGX Portland's Classic Hits. Oldies 100.9, Good Times & Great Oldies. 56 WGAN, Maine's #1 for News & Talk. 97.0 WZAN Hot Talk.	404	Town Planner of Maine. 67 Mountain Road, Biddeford, ME 04005-9485 Phone: 800-793-5329 Fax: 207-284-9152 email: mestr@mainelink.net Contact: Paul Strassenburgh Owner Description: The Town Planner is a community calendar that is put together for individual towns. It displays school, town, and local events and allows local businesses to advertise and promote their business. Door Prize: One month date square in any one town edition. Show Special: 20% off on 6 or 12 month display or coupon ad.
216	Prima Printing & Graphics. 734 Riverside Street, Portland, ME 04103 Phone: 207-797-9503 Fax: 207-797-8194 Contact: Bruce & Phyllis Davis Owners Description: Prima Printing & Graphics is a growing small-sized commercial printer with the ability to design, creative, print, bind, and mail your printed piece in anything from one color to four color process. Door Prize: Personalized desk pads 8 1/2 x 5 1/2 5 pads of 50 each. Show Special: 10% off any first time order in excess of \$100, 20% off \$500 and above.	C200	Trade Exchange, The. Oak Hill Plaza, Scarborough, ME 04074 Phone: 207-883-5577 Fax: 207-883-1070 Contact: Bill Austin Description: We help your business increase sales and conserve cash through 20th century barter. Door Prize: Certificate valued at \$100 for auto detailing by Classic Services. Show Special: 100% trade for membership fee for new members.
701	PrintMail of Maine, Inc. 75 Bishop Street, Portland, ME 04103 Phone: 207-878-8000 Fax: 207-878-7790 Contact: Mark Tordoff Description: Complete direct marketing services including design, printing, database acquisition and management, and letterpress services. Full service sign division for design, fabrication, installation and maintenance of any interior or exterior signage. Full line of advertising specialties.	C111	Unisource/Rourke Eno. 3 Karen Drive, Westbrook, ME 04092 Phone: 207-772-8434 Fax: 207-772-8473 Contact: Pamela Ducey Description: Unisource, with sales in FY95 of \$7 billion, is the largest and most efficient paper and packaging distribution company in the world.
C201	Print World Inc. 963-967 Forest Avenue, Portland, ME 04103 Phone: 207-878-5188 Fax: 207-878-2451 Contact: Edward Buddington Sales	499	U.S. Postal Business Center. 125 Forest Avenue, Portland, ME 04101-9600 Phone: 207-871-8469 Fax: 207-871-8401 Contact: Rick Coughlin Manager Bus.Ctr. Description: Correct addressing, Pre-barcoding, Automation, Business/Courtesy Reply, Designing a Mailpiece, Express/Priority Mail, Advertising Mail, International Mail. Call us or walk in - It's all free. Door Prize: Mini Set, \$65 Value. Drawing Held at Booth.
209	Profile Magazine. P.O. Box 1137, Scarborough, ME 04070 Phone: 207-774-3777 Fax: 207-774-3776 Contact: Mark Ger Publisher	C100, C102	ValCom Business Center. 50 Foden Road, South Portland, ME 04106 Phone: 207-775-5055 Fax: 207-775-0241 Contact: Robert C. Wilson President Description: Computer products and services. Training, service, support, and sales. IBM, Apple, Hewlett Packard, Novell, others.
505	Scarbore Signs. US Route 1, Scarborough, ME 04074 Phone: 207-883-6796 Fax: 207-885-0088 Contact: Joe Tufts General Manager Description: Magnetics, banners, logos, pinstriping & airbrushing, sandblasted and carved signs. Vehicle lettering & graphics. Interior/exterior UL.	507	Val-Pak of New England. 1 Cape Woods Dr., Cape Elizabeth, ME 04107-2911 Phone: 207-799-2911 Fax: 207-799-6273 Contact: Frank Gooch Description: The leader in Cooperative Direct Mail for over 25 years. For pennies per household or business we design, print and mail to your neighborhood or North America.
303	Shads Advertising. P.O. Box 1598, Auburn, ME 04211-1598 Phone: 207-782-0106 Fax: 207-782-8597 Contact: Peter E. Barlow Description: Since 1961 Shads Advertising has been providing quality promotional specialties to businesses throughout New England. We can print your ad or message on anything.	408	VideoAds. 35 Beach Street, Kennebunk, ME 04043 Phone: 207-967-5271 Fax: 207-967-0591 Contact: Kelly J. Michael Administrative Assistant Description: Target your advertising dollars effectively with VideoAds, York County's Cable Advertising Connection. Door Prize: See us at our booth! Many different prizes!
C602	Signery, The. 449 Forest Avenue, Portland, ME 04103 Phone: 207-879-7700 Fax: 207-879-1570 Contact: Don Wright President Description: Quality Interior and Exterior Signage: Banners, Vehicle, & Window Lettering, Point Of Sale Pieces, Wooden Signs, Directories Specialty Signs, Sign Rotators, Etc. Door Prize: Free 6" x 24" Cottage Sign. Show Special: 20% off all orders placed with us at the show.	211	VP Film & Tape Productions, Inc. 2257 West Broadway, So. Portland, ME 04106 Phone: 207-774-4480 Fax: 207-774-0258 Contact: Mark Carpenter



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Maine Market Media: Entertainers

Almodarr's Grand Illusion
P.O. Box 15332, Portland, ME 04101
Phone: 207-878-9981



Contact: Almodarr Master of Illusion
Description: The Grand Illusion featuring the Creative Magic of Almodarr offers a complete program for all your entertainment needs. Offering acts ranging from illusions and escapes to juggling, fire eating, and balloon sculpture.

It's Magic

117 Gamage Ave, Auburn, ME 04210
Phone: 207-786-2730



Contact: Bob Nixon Comic Magician
Description: Amusing Entertainment Guaranteed to Succeed. Bob Nixon has been a pro magician for almost 20 years, performing from ME to FL. He has performed with ME's best talents from Adams and Anderson to Tim Sample. He has taught courses in magic and one of his original magical effects was published in the Magical Arts Journal, a publication devoted to the best magicians in the country. Bob is a member of the improv comedy group LOOSENUP.

R. Judkins EnterSURprises

52 Ash Swamp Rd., Scarborough, ME 04074
Phone: 207-883-2668



Contact: Randy Judkins
Description: Randy Judkins is a unique motivational speaker, facilitator and performer. He offers original, interactive presentations on humor in our lives, change, stress, and team work for meetings, banquets, conventions, seminars and special events. Inspiring, Memorable, and Entertaining.

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Maine Market Media: Speakers

"EMPLOYEES: THE UNTAPPED MARKET"



Walter Boomsma Pres.
Abilities Unlimited
2005 Shore Road
Ocean View, NJ
609-390-8232
10:45AM, 1:45PM
Room #4

WORKSHOP DESCRIPTION: This will show how employees decide whether or not to perform and what you can do to insure peak performance.

SPEAKER BIO: Walter Boomsma, President of Abilities Unlimited, formed his own company in 1985 to help others achieve individual and organizational potential. He has developed programs such as Managing Work - Managing Workers, Pulling Strings and Building Brain Skills.

"WINNING WITH SMALL BUSINESS"



Bill Fitzpatrick Exec. Dir.
American Success Inst.
5 North Main St.
Natick, MA
508-651-3303
9:00AM, 12:45PM
Room #1

WORKSHOP DESCRIPTION: A motivational workshop filled with positive ideas on starting or re-energizing a small business.

SPEAKER BIO: Bill Fitzpatrick is a small business expert and popular motivational speaker. He is Founder/Director of the American Success Institute, a nonprofit organization in Natick, MA whose mission is to teach "Success through Entrepreneurship."

"EFFECTIVE COMMERCIAL WEB SITES"



Tim Reagan Pres.
Boston Multimedia
1185 Washington, Ste. 3A
West Newton, MA
617-928-1617
11:00AM, 2:15PM
Room #2

WORKSHOP DESCRIPTION: Discussion on the world wide web as an ingredient in the overall marketing and advertising mix, includes overall integration, traffic generation, and performance analysis.

SPEAKER BIO: Tim Reagan is co-founder and President of Boston Multimedia, a New Media Marketing Consulting Agency specializing in the use of "technology" in the marketing function. He co-founded Boston Multimedia in 1993 after eight years in telecommunication management and marketing at GTE.

"CABLE TV: IT'S ALL ABOUT BUILDING LIFETIME CLIENTS"



Bud Breheny Dir., Local Sales
Cabletelevision Ad Bureau Inc.
757 Third Avenue
New York, NY
212-751-7770
3:30PM
Room #5

WORKSHOP DESCRIPTION: To succeed in this over-retailed world, you need to concentrate on trading zones and market segments down to segments of a single customer. Cable can help in establishing this relationship.

SPEAKER BIO: Bud Breheny joined CAB as Director of Local Sales. Bud has 12 years experience in cable advertising including managing advertising sales for Colony Interconnects and US Cablevision. A graduate of Emerson College, Boston, MA, with a MA in media communications management; an adjunct instructor in the mass media and communication department at Mt. St. Mary's College, Newburgh, NY.

"EFFECTIVE NEWSPAPER ADVERTISING"



John Ebbets Ad. & Market. Dir.
Daily Hampshire Gazette
115 Conz Street
Northampton, MA
413-584-5000
10:15AM, 2:00PM
Room #1

WORKSHOP DESCRIPTION: There are many different ways to advertise your products and promote your business. Learn the strengths of newspapers and how to put them to work for you.

SPEAKER BIO: John Ebbets carries a fourteen year background in newspaper ad departments. He is the current Advertising and Marketing Director of the Daily Hampshire Gazette, a 22,000 circulation daily in Western MA. His media background includes two years in public relations and a one year stint at an advertising agency.

"WHY DATABASES FAIL"



Arthur Hughes Exec Vice Pres.
Database Marketing Inst.
4141 No. Henderson Rd, Ste 1219
Arlington, VA
703-742-9798
2:30PM, 4:00PM
Room #6

WORKSHOP DESCRIPTION: Arthur Hughes, author of The Complete Database Marketer and Strategic Database Marketing, explains 9 deadly mistakes that will ruin your chance for success.

SPEAKER BIO: Arthur Hughes, Executive Vice President of ACS, Inc., a database marketing company in Reston, VA, has been designing and maintaining marketing databases for Fortune 500 companies and others for the past twelve years. He has taught economics at the University of Maryland for the past 29 years. He is author of "The Complete Database Marketer: Tapping your customer base to maximize sales and increase profits," and "Strategic Database Marketing."

"HOW TO USE INTEGRATED DIRECT MARKETING TO IMPLEMENT CONSENSUAL MARKETING"



Eman Roman
Eman Roman Direct Marketing
3 Melrose Lane
Douglas Manor, NY
718-225-4151
9:30AM, 12:30PM
Room #5

Workshop Description: This hands-on session explores the new concept of Consensual Marketing.

SPEAKER BIO: Eman Roman is President of the New York City-based consulting firm, Eman Roman Direct Marketing (ERDM). He is the pioneer of the Integrated Direct Marketing (IDM sm™) methodology, an international consultant, speaker and author of "Indirect Marketing: Techniques and Strategies for Success," the first industry text on IDM (published in 1985).

"HOW THE BEST GET BETTER IN SALES"



Jack Falvey, Pres.
Intermark
22 Cortland Drive
Londonderry, NH
603-432-5715
9:30AM, 12:45PM
Room #2

WORKSHOP DESCRIPTION: The time it takes to become a proficient professional is normally greatly underestimated. How professionals build selling skills is addressed as well as how those skills are developed.

SPEAKER BIO: Jack has written regularly for the Manager's Journal column in the Wall Street Journal. He writes a monthly column as Contributing Editor for Sales & Marketing Management.

continued on pg. 18

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Booth #	Exhibitor
C204	WAVX 106.9-The Classical Wave , 119 Tillson Avenue, Rockland, ME 04841 Phone: 207-594-9283 Fax: 207-594-1620 Contact: Mary McPherson Description: WAVX, Northern New England's only 50,000 watt full-time classical radio station serving listeners from Freeport to Bar Harbor and Rockland to Waterville.
410	WBQQ "WBACH" , 169 Port Road, Kennebunk, ME 04043 Phone: 207-967-0993 Fax: 207-967-8671 Contact: Louis Battali Description: Classical 99.3FM WBACH and Easy Favorites 104.7FM WQEZ, York County's Radio Stations!
509	WCZL AM-FM , P.O. Box 2007, Portland, ME 04104 Phone: 207-725-5505 Fax: 207-725-5121 email: wczl@wczl.com Contact: Michael Waggoner, General Manager Description: Portland's Album Station
709	Western Maine Graphics , P.O. Box 153, Norway, ME 04268-0153 Phone: 800-734-7347 Fax: 207-743-5061 Contact: Bruce H. Day Description: Providing quality multicolor offset printing. Full Services Prepress to Bindery Capabilities. Single and Full Color Presses.
707	WGAM 560 AM , 420 Western Avenue, South Portland, ME 04106 Phone: 207-774-4561 Fax: 207-774-3788 Contact: Jane Johnson, General Sales Manager Description: Maine's #1 for news and talk. Full service news and information with extensive local news and issues coverage with the WGAM morning Show, plus Dr. Jay Browne, Rash Limbaugh, Mary Malin, and Bruce Williams.
401AB,403,301	WGME-TV Newschannel 13 , 1335 Washington Avenue, Portland, ME 04104 Phone: 207-797-9330 Fax: 207-878-3505 Contact: Paul Salta, General Sales Manager Description: Television is the key to an effective marketing plan. Visit us at booth # 401A and discover what TV can do for you!
C217	WHQQ-FM , P.O. Box 698, Skowhegan, ME 04976 Phone: 207-474-0108 Fax: 207-474-0341 Contact: Robert Harvey, Bud Hall Description: WHQQ-FM, The "Lite at the End of the Dial." Light hits for the whole family. Central Maine regional news, weather, sports, "DARE" on the air. Door Prize: \$600 advertising air time package. Show Special: Special News and Weather combination sponsorship pricing.
508	Winter People , 5 Cumberland Road, Cumberland, ME 04096 Phone: 207-829-3745 Fax: 207-829-3572 Contact: Dale C. Butler Description: Promotional product programs. Employee apparel programs. Full service embroidery.
C301,C303,C305	WKZS Kiss 100 FM , 912 Washington St., Auburn, ME 04210 Phone: 207-878-5477 Fax: 207-784-5581 Contact: Judy Tyler, Sales Manager Description: Delivers adults 25 to 54 throughout Maine's two largest population centers (Portland & Lewiston/Auburn) plus the coastal Bath/Brunswick Region. Women "in office" listeners are a core audience.
C301,C303	WLAM AM Radio , 912 Washington St., Auburn, ME 04210 Phone: 207-878-5477 Fax: 207-784-5581 Contact: Judy Tyler Description: These stations deliver Maine's mature adults 45+ throughout Southern and South Central Maine. Unique to the marketplace, WLAM's primary audience are homeowners with significant financial assets and buying power.
707	WMGX-FM 93.1 FM , 420 Western Avenue, South Portland, ME 04106 Phone: 207-774-4561 Fax: 207-774-3788 Contact: Chuck Johnston, FM Sales Manager Description: Radio advertising targets adults aged 25-54 years of age. Show Special: Minimum investment, maximum return. Stop by our booth for more information.
521AB	WMTW TV-8 , 475 Congress Street, Portland, ME 04101 Phone: 207-775-1800 Fax: 207-775-6253 Contact: Steve Hobbs, Account Manager Description: ABC Affiliate (TV) for Southern Maine.
200	WPOR-FM , 15 Baxter Boulevard, Portland, ME 04101 Phone: 207-773-8111 Fax: 207-772-0870 Contact: Bonnie Grant, General Sales Manager Description: Maine's leading choice in Country for over 25 years! Our advertisers target the largest loyal listening audience and get RESULTS!
C307	WTHH FM 107.5 , 1335 Washington Avenue, Portland, ME 04104 Phone: 207-797-0780 Fax: 207-797-0368 Contact: Kevin Kehogh, General Manager
212	WTOS-WCTB , Mountain Wireless Inc., Skowhegan, ME 04976 Phone: 207-474-5171 Fax: 207-474-3299 Contact: Alan Anderson, President/General Manager Description: "105.105" Regional AOR, targeting adults 17-49 in Central Maine & New Hampshire. "The River 93.5" Adult contemporary, targeting adults 25-54 in Augusta/Waterville. "FM 1160 The Score" Local sports and sports talk.
304	WXGL 95.7/96.7FM , P.O. Box 580, Yarmouth, ME 04096 Phone: 207-775-1196 Fax: 207-865-3299 Contact: Ellen Russo, Vice President Description: "Golden Eagle Rock & Roll Oldies" Radio Advertising. Door Prize: 50 Spot R.O.S. Radio Package. Show Special: 50% off dual station free flight schedule. \$1250 value.
707	WYNZ 100.9 FM , 420 Western Avenue, South Portland, ME 04106 Phone: 207-774-4561 Fax: 207-774-3788 Contact: Chuck Johnston, Station Manager Description: Radio advertising on WYNZ 100.9 FM targets adults aged 25-54 years of age.
707	WZAN 970 AM , 420 Western Avenue, South Portland, ME 04106 Phone: 207-774-4561 Fax: 207-774-3788 Contact: Jane Johnson, Sales Manager Description: Talk radio 970 WZAN is Portland's newest talk format. Our line up features Don Imus, G. Gordon Liddy, Dr. Liane, Dan & Mike, and Tom Ikin. Door Prize: Sign up at our booth for our \$600 advertising doorgift. Show Special: Special advertising rates available at the WZAN booth!
501AB	XPress Copy Services , 144 Fore Street, Portland, ME 04101 Phone: 207-775-2444 Fax: 207-775-2481 Contact: Philip Rinkelander, President Description: Reliable photocopying, color copying, blueprinting, engineering copying, finishing and binding services. Overnight and large project discounts. Plans, bid sets, poster enlargements. Unbelievable parking.

Have your picture taken with **Al Diamon** Booth # C 202

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The Advertising Club of Greater Portland
1996 Heart of Advertising

Heart of Advertising:
An afternoon in May when Ad Club members
donate an afternoon to perform community service.

Design Parameters:
Two color • dimensions 12" x 10"
Deadline for submissions:
February 29, 1996

For more information call
Julie Smith (207) 775.3703
or Karen St. Clair (207) 775.6101

Visit our booth in the Casco Bay Hall Exhibit Lobby

Maine Market Media: Speakers

continued from pg. 15

ment Magazine, and he has written a host of articles for such publications as Inc. Magazine, Reader's Digest, National Employment Weekly, and others.

"HEAR! HEAR! RADIO MARKETING FOR THE '90'S"



Tom Russo, Pres. L&R Productions Inc. 87 Church Street East Hartford, CT 203-528-5177 3:15PM Room #1

WORKSHOP DESCRIPTION: A "broad stroke" overview of how businesses, small and large, can get results with radio advertising. **SPEAKER BIO:** Tom Russo is President and co-founder of L&R Productions, Inc. L&R Productions is a Connecticut based, full service advertising agency representing a wide variety of clients throughout the Northeast. Tom's talents include concept development, copywriting, composition, arranging, producing and directing.

"BUYING & USING TV EFFECTIVELY"



Tom Russo, Pres. L&R Productions Inc. 87 Church Street East Hartford, CT 203-528-5177 11:30 Room #1

WORKSHOP DESCRIPTION: Get your questions answered as you learn first-hand what successful television advertisers do to attract new customers. **SPEAKER BIO:** Tom Russo is President and co-founder of L&R Productions, Inc. L&R Productions is a Connecticut based, full service advertising agency representing a wide variety of clients throughout the Northeast. Tom's talents include concept development, copywriting, composition, arranging, producing and directing.

"ELECTRONIC COMMERCE: DOING BUS. W/ THE GOVERNMENT & OTHER LARGE CLIENTS"

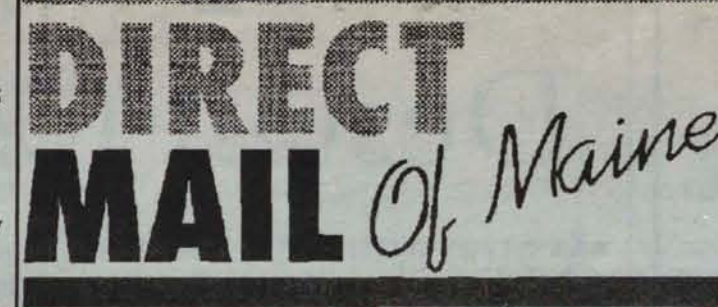


Michael Robinson Gov. Marketing Specialist Market Dev.Center @ EMD 1 Cumberland Place Bangor, ME 207-942-6389 11:00AM, 2:00PM Room #5

return on your investment.

We will help develop mail marketing strategies, based on your goals and objectives, in order to develop a targeted marketing program. Essentially, we become your direct mail partner.

Nowhere else in Northern New England will you find a high-technology nerve center as advanced as that of Direct Mail of Maine. Our



computer systems have been put in place to ensure one very important thing: guaranteed deliverability.

From list management and file conversion to barcoding, we do everything in our power to make certain your message gets through.

What's more we are the only direct mail company in Maine to offer on-site ink-jet addressing, a technique that further personalizes and enhances the impact of your message.

And, since no other company knows as much about postal regulations as we do, you can be certain we'll secure the maximum postage discounts available.

From graphic designers and copywriters, to list managers and

mailroom personnel, we have, arguably the most skilled team of direct mail professionals in the state. Each member of the team has a definite passion for what they do. All of us see this industry as a business that continually pushes us to do our best because everything we do is measured. Measurement that you'll find proves our skills and expertise.

You can measure our success through the services we offer. They include:

CREATIVE. Design and copy for your direct mail program including print purchasing and coordination.

MAILING LISTS. We'll manage your present list or secure the prime prospect list

for rental. Our on-line list service gives you up-to-the-minute access to the most current mailing lists available.

Speak to us about our: Computer and Data Processing Services, Personalized Lettershop Services and Postage Savings. As a United States Postal Service authorized consolidator, we can provide competitive packaging options if you frequently mail outside the continental U.S.

Visit us at **Booth #402**
Direct Mail of Maine
207-883-6930
Fax 207-883-2160

We mailed over 250 million pieces in 1996!

WORKSHOP DESCRIPTION: Electronic Data Interchange and Electronic Commerce (EDI/EO) is cheaper, faster, and less labor intensive than traditional buying, selling, and management techniques. Gain an understanding of the necessary hardware, software, services required, and costs for implementation.

SPEAKER BIO: Michael Robinson joined the Market Development Center as a Government Marketing Specialist in early 1994 with over twenty years of contracting experience. Mike works with Maine small businesses in the areas of contracting and marketing, with a particular emphasis on Electronic Data Interchange.

"COMPETING WITH CATEGORY KILLERS"



Mike Zeller NYNEX Info. Resources 364 U.S. Route 1, Bldg. 2 Falmouth, ME 207-781-5000 10:30AM, 1:00PM Room #6

WORKSHOP DESCRIPTION: This seminar focuses on the present and future market conditions of the retail industry in New England. In order to compete effectively, independent retailers must understand this new playing field. **SPEAKER BIO:** Mike joined the NYNEX Sales Training effort to design, develop, and deliver timely programs for both internal and external customers, one of which is today's workshop on "Competing with Power Retailers."

"PROMOTIONAL PRODUCTS PACK A PUNCH!"



Margit Weisgal CME, MAS Promotional Products Asso. c/o Sextant Communications Silver Spring, MD 301-871-7103 9:15AM, 11:45AM Room #6

WORKSHOP DESCRIPTION: This workshop shows you how to promote awareness in a localized environment. **SPEAKER BIO:** Ms. Weisgal is an active member of the SAI (Specialty Advertising Association International). In addition to receiving her MAS (Master Advertising Specialist) she has been a member of SAI's Ambassadors, the association Speaker's Bureau, since 1984. Currently she is serving on the Marketing Information and Research Committee.

"THE CALL CENTER: YESTERDAY, TODAY, & TOMORROW"



Ross Scovotti Pres. TeleProfessional Magazine 42 Beacon Hill Dr., Ste A1 Dobbs Ferry, NY 914-693-1212 9:15AM, 12:15PM Room #4

WORKSHOP DESCRIPTION: A concise overview of call centers and the telemarketing industry. **SPEAKER BIO:** Ross Scovotti is President of TeleProfessional, Inc. and S.M.R. Advertising, Publisher of TeleProfessional Magazine. With over 20 years experience in the publishing, marketing and advertising industries, Ross has been involved with such publications as Modern Floor Coverings, Wall Coverings, Product Marketing.

Maine Market Media: Show Specials

15% off custom name badges, 15% off custom stamps. **Awards, Plaques & Trophies Co., Booth: C103** Sign up for a 6 week contract & get 20% off regular open rate (min.10" ad). **Coastal Journal, Booth: 206**

Paperclip Imaging Software Personal Edition & Teleform Processing Software. **Computerama, Booth: 710**

20% off reg. price of Corporate Papers (tm) "Greeting Cards for Business". **Corporate Papers (tm), Booth: 702**

FREE! Mr. Radio's book: "How To Get Rewarding Results With Radio Ads". **Giraffe Marketing Inc., Booth: 807**

Equipment rentals booked at show 25% off. Up to \$250 maximum discount. **Headlight Audio-Visual Inc., Booth: C101**

10% off discount on all Web Sites contracted during show. **Hough Group, Booth: C104**

1/2 price ITX enrollment fee. Execu Mail Package Special Rates. **ITEX of Maine/Allied Mail Co-Op, Booth: 503**

Free hand-coloring of any historical picture ordered by 3/1/96 to attendee. **North Wind Picture Archives, Booth: 203**

10% off advertising rates. **People Places & Plants, Booth: C110**

10% off any first-time order in excess of \$100, 20% off \$500 and above. **Prima Printing & Graphics, Booth: 216**

20% off all orders placed with us at the show. **Signery, The, Booth: C602**

Free Routine Satellite Installation w/5 year contract: \$200 value. **State Cable TV/DMX for Business, Booth: C112**

20% off on 6 or 12 month display or coupon ad. **Town Planner of Maine, Booth: 404**

Minimum investment, maximum return. Stop by our booth for more information. **WMGX-FM 93.1 FM, Booth: 707**

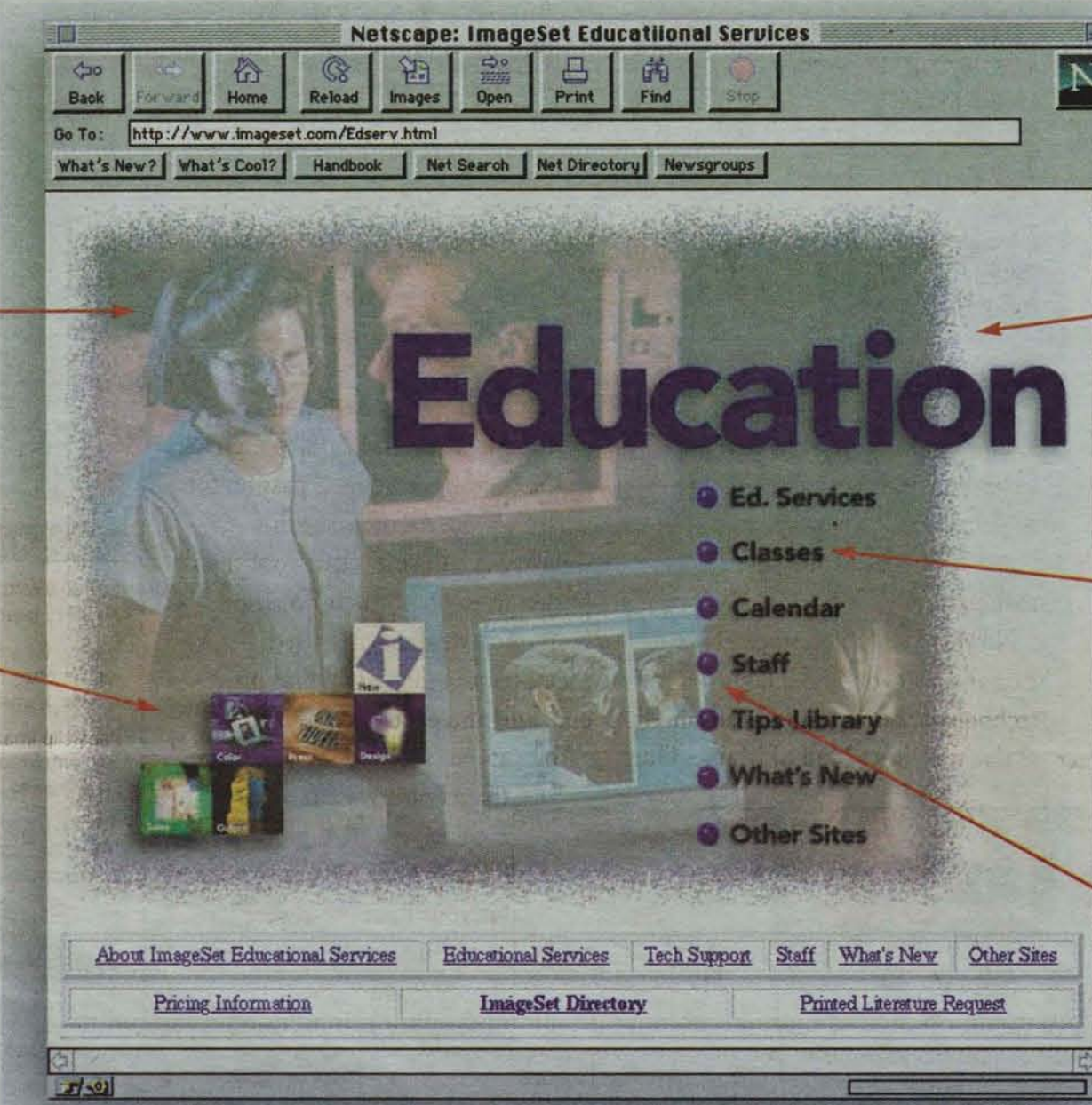
50% off dual station free flight schedule. \$1250 value. **WXGL 95.7/96.7FM, Booth: 304**

Special advertising rates available at the WZAN booth! **WZAN 970 AM, Booth: 707**

WICKED SMART

The classroom series is staffed by experienced graphic arts trainers who work with individuals in small classes, using state-of-the-art systems that accurately recreate an active production environment

Each class focuses on the overall graphic arts production process, while providing skills that can be applied for profit the very next day



Our team of instructors provide Classroom training and intensive "hands-on learning" in all aspects of digital publishing

Typical classroom topics include page layout, scanning, image editing, illustration, Preflight and digital production issues/techniques, and PostScript trouble-shooting

Knowledgeable, friendly, experience-based graphic arts educators, in combination with sophisticated digital imaging technology, is what sets ImageSet Education apart.

WELCOME TO IMAGESET EDUCATIONAL SERVICES. Our 25-class program focuses on the skills you need to compete in today's graphic arts market: basic Mac skills, scanning and color separation, image editing, page layout, and output. Whether you're a freelance designer, prepress manager or simply making the switch to digital technology, we've got the classes for you.

At ImageSet Educational Services, our learning is hands-on. Our answers are based on ImageSet's years of experience as a service bureau and graphic design studio. We're professionals training professionals, and that's "wicked smart".

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IMAGESET 470 Forest Ave., Portland, Maine 04101 **1-800-272-ISET** (4738) Fax (207) 775-5040 WEB <http://www.imageset.com>

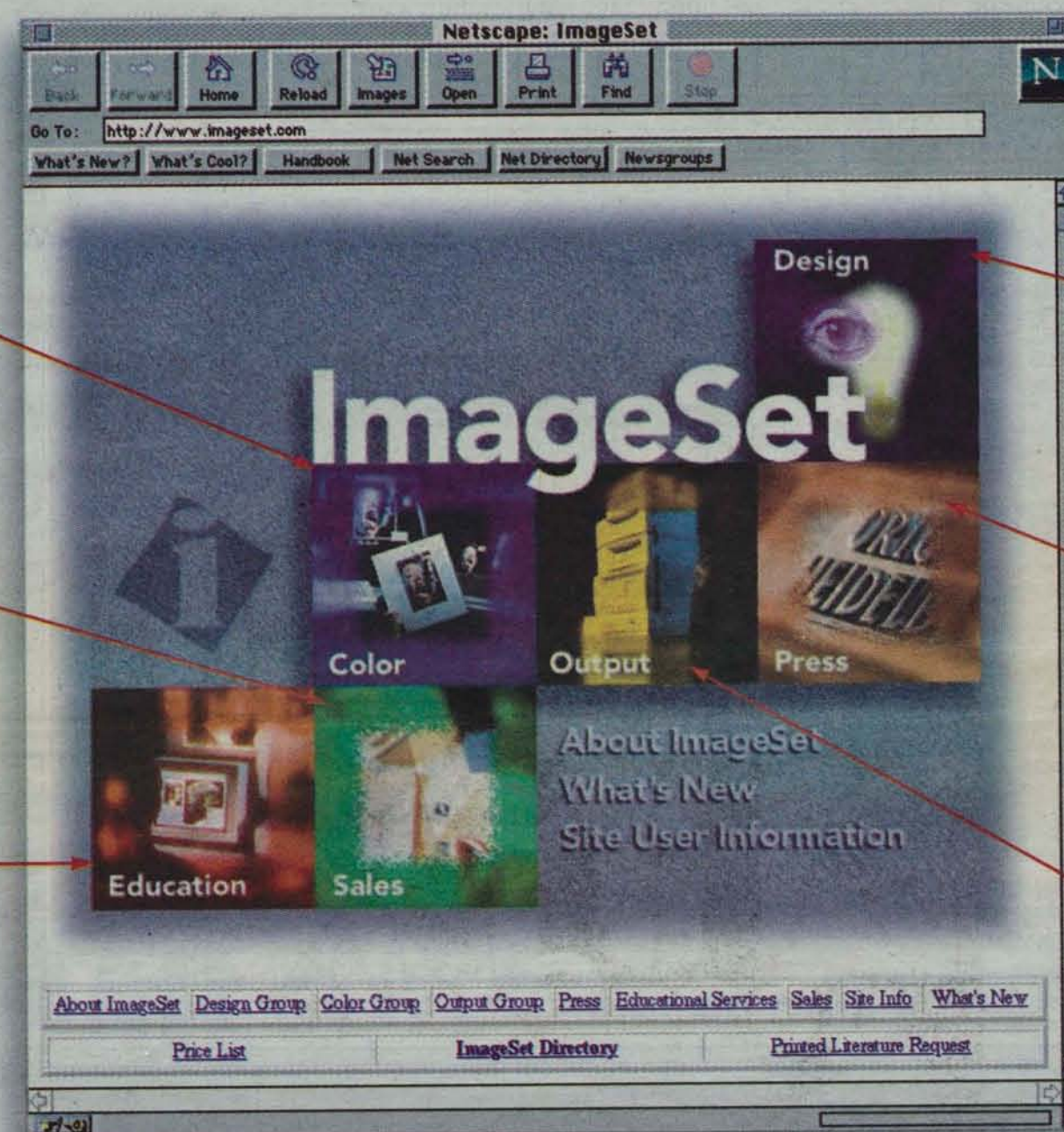
* Coming March 15, 1996

WICKED DIGITAL

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ImageSet account representatives are happy to work with you to define a job, acquire appropriate resources, and to see your job through to your complete satisfaction

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Our Award Winning Graphic Design Team Develops Corporate Identity Packages, Collateral Materials and Multimedia Design

Short-run Digital Color Printing, Direct-to-Plate Imaging, Digital Color Proofing, and Traditional Offset and Bindery Services

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WELCOME TO IMAGESET. From concept to production, from image capture to image manipulation, from film output to on-demand digital color printing, ImageSet blends digital graphic arts technology and knowledgeable personnel to meet the needs of today's graphic arts customer. Fact is, we've invested significant resources in new production capabilities designed to give us the most flexibility for handling digital information.

Our new interactive Web site*, for example, allows our customers to e-mail queries to ImageSet regarding the status of a job, transfer files electronically, retrieve technical information, and review pricing and policy with just the click of a mouse. It's the kind of commitment to service our customers expect from us. It is also "wicked digital". So for your next job, give us a call or simply visit our Web site*. Remember, we're just a click away.



CALL US, WE'RE WICKED FRIENDLY, TOO!

IMAGESET 470 Forest Ave., Portland, Maine 04101 1-800-272-ISET (4738) Fax (207) 775-5040 WEB <http://www.imageset.com>
* Coming March 15, 1996