



POST PHOTO/RON BARTIZEK

Chris Ferrara filled a bag for Judy Spera, who works next door at AAA Travel. He says she's his best customer, but she denies it.

A store grows in Dallas

By RONALD BARTIZEK
Post Staff

DALLAS - Two years ago, Chris Ferrara stared out the front window of his brand-new business for two hours before the first customer walked in. A total of seven people passed through the door that snowy February day.

Now, an average of 200 customers visit Back Mountain Tobacco and Candy each day, and Ferrara also is beginning to serve wholesale customers around the region.

"It's hard to believe how fast it went," Ferrara said last week. "We doubled in size and doubled our business."

Much of the increase came when candy was added to the products available at the store. Racks of candy and snack products, some in boxes and some by the scoop, fill half the floor space. Ferrara said youth groups often buy candy in bulk for use in fundraisers or at refreshment stands.

"For some reason, tobacco and candy go together at the wholesale level," Ferrara said. After six months in the candy business, he

has about 30 wholesale accounts, mostly in the Back Mountain but he's not limiting himself. "We'll go anywhere," he said.

Business perks up when the store opens at 7 a.m., as commuters and tradesmen start their day with coffee, snacks, newspapers, magazines and lottery tickets. As the weather gets warmer and golfers begin to head for the links, the cigar business will double, Ferrara says.

Like all retail stores, this one takes up a lot of time. Ferrara is working 12 hours a day, seven days this week because his clerk is away. But that's how his life as a business owner began, so he's not complaining. And his customers make it easy.

"Everyone's so nice here," he said. "I try to treat them all like they're my best customer."

Ferrara lives in West Pittston with his wife and child, but plans to build a home in Dallas this spring. He joined the Back Mountain Business and Professional Association his first year, and has remained a member ever since. This year he will supply the candy for the annual Easter Egg Hunt sponsored by BMBPA, at cost.

PROPERTY TRANSFERS

The following property transfers were recorded at the Luzerne County Courthouse the weeks of Feb. 5 - 18:

Elizabeth H. Kiley, to John N. Conyngham, et al, 6.449 acres, Dallas Borough, \$160,000.

Robert A. Rukstalis, et ux, to Darius Chronister, et ux, Lot 25 Deer Meadows Est., Dallas Borough, \$280,700.

Thomas J. Ward, et ux, to John J. McAndrew, et ux, pt. lot 5, Dallas Borough, \$167,000.

Debra Ann Price Hadzor, to Joseph A. Holdren Jr., et ux, Lots 76, 77 Dallas Hgths. Dallas Borough, \$71,000.

Lewis B. Thomas, III, et ux, to John J. Curtis, et ux, Lot 23, Deer Meadow Est., Dallas Borough, \$244,000.

John E. Halbing, III, to Wesley Stelevich, et ux, Lot 61 Shrine Acres, Dallas Twp., \$38,500.

Douglas L. Jenkins, et ux, to Thomas S. Bolesta, et al, see deed, Dallas Twp., \$92,500.

Frederick J. Harcarik, to Paul J. Witt, et ux, see deed, Dallas Twp., \$89,500.

Cal J. Butera, et ux, to Robert M. Cefaly, et ux, Lot 34, Colledge Manor, Dallas Twp., \$122,000.

Lisa M. Bednar, to Harry F. Goeringer, III, Lot 4, 5 Fernbrook Terr., Dallas Twp., \$21,000.

Robert J. Phillips, Sr., et ux, to Michele A. Phillips, Lot 115, 117 Bellevue, Dallas Twp., \$62,500.

Jay P. Niskey, et ux, to George C. Horwatt, et ux, 10 Skyview Drive, Dallas Twp., \$100,000.

Jean S. Howe, Lyman H. Ingling, to Albert Blannett Jr., et ux, 20 acres, Dallas Twp.

John E. Halbing, III, et ux, to Pro-Ko Properties, Inc., Lots 1, 2, 3, Fernbrook Ter., Dallas Twp., \$45,000.

Scot A. Tippet, to John A. Shaffer, 4.47 acres, Franklin Twp., \$145,000.

Josephine Wnek, to Jason R. Shaffer, et ux, Lot 33, 35, Harveys Lake Bor., \$90,000.

Keith Wren, et ux, to Mark Sanfelice, Lot 70, 71 & 26 Lakeview Tr., Harveys Lake Bor., \$83,500.

Sam Gutter, et ux, to William Huntington, see deed, Harveys Lake Bor., \$70,000.

Walter Hojsack, et ux, to Jeffrey Sims/Heidi Hojnowski, Lot 2-A, Harveys Lake Bor., \$26,500.

John B. Brokenshire, to Sharon Kranys, Lot 26, 27, Worden Place, Harveys Lake Bor., \$190,000.

Hampton Bays Corporation to John C. Thomas, et ux, Lot 11, Bulford

Farms, Jackson Twp., \$40,000.

Dale Lee Englehart, et ux, to Rolling Meadows Development Corp., .58 acres, Jackson Twp., \$83,875.

Edward P. Friar, et ux, to Richard G. Hoyes, et al, 2 parcels, Kingston Twp., \$114,000.

Harry W. Keast, et ux, to Francis J. Collini, et ux, .66 ac. parcel A, Kingston Twp., \$225,000.

Mellon Bank NA, to Robert H. Gober, et ux, 131 Inman St., Kingston Twp., \$60,000.

Matthew Berger, et ux, to Michael Cramton, et ux, Lot 28 Sun Slope 4.99 ac., Kingston Twp., \$107,000.

Grace E. Laux, to Jeffrey C. Carder, et ux, see deed, Kingston Twp., \$112,500.

Patricia Hanson, et ux, to Daniel J. Blessner, et ux, Lots 232-237 Hillcrest, Kingston Twp., \$76,500.

Harry P. Blessing, et ux, to Angela Grundowski, see deed, Kingston Twp., \$10,000.

Angela Grundowski, to Robert E. Masemer, et ux, see deed, Kingston Twp., \$22,500.

Woodridge Associates Partners to John Trombetta, et ux, Lot 35 Woodridge II, Kingston Twp., \$100,000.

Daniel L. Tuck, et ux, to Allison L. Smith, 5 S. Pioneer Ave., Kingston Twp., \$67,000.

Lucinda A. Lohmann, to Vincent A. Carboni, 3 parcels, Kingston Twp., \$95,000.

Margaret W. Graue, to Eric Miles, see deed, Lake Twp., \$20,000.

William H. Naugle, Sr., estate to Donald G. Casterline, et ux, Lot 2, 12.52 acres, Lehman Twp., \$35,000.

Gene E. Pios, executor, to Mark J. Bullock, et ux, Lots 19-21 Shady Slope, Lehman Twp., \$58,700.

Raymond Bogdon, et al, to Andrew Kopczynski, et ux, 39 acres, Lehman Twp., \$132,000.

Darlene A. Cragle, to Theodore Smith, Lots 61, 62 Cease Terrace, Lehman Twp., \$36,500.

Gene E. Pios, executor, to Mark J. Bullock, et ux, 175 Pearl St., Lehman Twp., \$58,700.

Joseph M. Ryan, et ux, to Katherine M. Facey, 2.19 ac. Lot 2 Rondinella, Lehman Twp., \$135,000.

Stephen P. Thonus, et ux, to William Evans, et ux, 2.953 ac. Lehman Twp., \$6,000.

Raymond C. Hall, to Henry J. Zielinski, Jr., 7.705 ac Deer Meadows L2, Lehman Twp., \$25,626.

Archbishop Herman, to John s.

Spencer, see deed, Lehman Twp., \$36,000.

Bernard F. Defranco, et ux, to Bradley W. Defranco, Sylvan Lake Rd., Ross Twp., \$96,000.

Lillian Rogers estate, to Wayne D. Thomas, Lots 17, 18, 19, Ross Twp., \$110,000.

Sylvan Lake, Inc. to Joseph Zimack, Lots 361-64 Sylvan Lake, Ross Twp., \$77,000.

George B. Wood, et ux, to Fred G. Goodrich, et ux, 15 acres, Ross Twp., \$60,000.

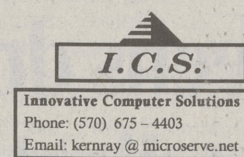
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