

Plaza about to be bought

Kane Realty, under a different name, is buying North Hills Plaza. It remains to be seen what will be done with it.

By RENÉE DeGROSS
STAFF WRITER

RALEIGH — Local developer Kane Realty Corp. is poised to buy the shopping plaza across from North Hills Mall, renewing speculation about the future of the venerable mall and its companion plaza.

Kane Realty, doing business as Oberlin Acquisition LLC, has agreed to purchase 85,000-square-foot North Hills Plaza, located at the corner of Six Forks and Lassiter Mill roads, from WellsPark Group. WellsPark, of Newton, Mass., also owns 480,000-square-foot North Hills Mall.

Tenants at the plaza have received notification letters of the pending sale. But the letter, obtained by The News & Observer, did not outline what would happen to the shopping center, which was built in 1963 and is one of the oldest in the Triangle. Most of the tenant leases will expire at the end of next year.

John Kane, chairman of Kane Realty in Raleigh, confirmed that principals of his 28-year-old company make up Oberlin Acquisition. But he would not comment further.

First Citizens Bank, one of banks with a branch at the shopping plaza, has already made plans. Noel McLaughlin, a spokeswoman for the Raleigh-based bank, said the branch will continue to operate in North Hills Plaza until July 2001, and that the bank has secured a 2.8-acre site across the street, where an older apartment complex once stood.

Winn-Dixie officials insist that their grocery store will stay open, although its lease will expire at the end of 2000.

"We have no plans to close that store now or anytime in the future," said Paul Sabattus, a spokesman in Clayton. "Our intention is to keep that store open indefinitely."

Other tenants are worried that they'll have to leave.

"We're on pins and needles," said Bob Hilker, a Brothers Cleaners owner. "It's a real scary situation to



Triangle Resource Group, shows the Saf-T-Net software that automatically backs up data.

STAFF PHOTO BY JIM BOUNDS

n for data-save situations

Young firm pitches relief for clients that lose computer files

Data restoration can be both costly and crucial when it comes to business computers, but one Raleigh company has carved out a niche selling peace of mind to people by taking over the tedious task of backing up data and assuring people that the files on their computers can be restored.

"Everyone rushes out to assure their PCs, but the data on them is the valuable stuff. That's the reason the PCs sit there in the first place," said Robert Bruce, president of Triangle

evening before the hurricane hit and pulled the plug on all of the computer equipment in preparation for the worst. Turns out, the office wasn't flooded, but the hard drive crashed anyway.

Chas Kubasko, a chiropractor, said he had to get a new hard drive. But when he did, Triangle Resource Group, using its Saf-T-Net software, was able to restore all of the data — which included patient records and billing information — within minutes.

Saf-T-Net, a 2-year-old product from the two former telecommunications consultants who founded Triangle Resource Group, has a Windows interface.

Resource Group.

Glazener isn't a Triangle Resource Group customer. After looking at the quotes for data restoration, he decided that most of the information on the office hard drives was expendable. The chamber's membership information had been backed up on a tape; the rest was just old letters that could be rewritten.

At Crabtree Chiropractic, however, some information lost during Floyd was more crucial. The staff left the office the

SEE SAF-T-NET, PAGE 4D

o serve needs of Web surfers

is turned off, we work

Lynch of Draper Atlantic Venture Fund the venture-capital

launched. The launch is expected before the end of the year.

Maker of dietary supplement leads

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else they wouldn't have been devoting all these resources to rebutting a piece that they haven't seen yet," said Eileen Murphy, an ABC News spokeswoman. "It seems curious to us."

Ellis said a "20/20" representative called to talk to Metabolife 10 days after the company filed a defamation lawsuit against WCVB-TV, an ABC affiliate in Boston, for a story it ran about potentially harmful side effects to its products.

Metabolife fears the "20/20" story may be in retaliation for the lawsuit, Ellis said.

Murphy said WCVB's story was one of the reports that persuaded ABC to take its own look into

tion to it. A full-page ad directing people to a Web site with the interview ran in Wednesday's edition of The New York Times.

"What I'm concerned about is that the whole story won't be out there," Ellis said Wednesday. "20/20" may, and I'm not saying they will, have a different agenda on how they want this story to go."

An ABC spokeswoman confirmed that "20/20" is working on a story that examines health claims made by Metabolife for its products. No date has been scheduled for the program's airing.

"They clearly think this is as important an issue, as we do, or

The network has not aired the piece on Metabolife, but that hasn't stopped the damage-control campaign.

THE ASSOCIATED PRESS

NEW YORK — The maker of a dietary supplement is launching a pre-emptive strike against ABC News in advance of a "20/20" segment it believes will show the company in a negative light.

Metabolife International is posting on the Internet a videotape of an interview that its chief executive, Michael Ellis, conducted with ABC and is spending at least \$1.5 million in advertising to call atten-

tion to it.

While nothing is done to upgrade North Hills, the pool of available stores is thinning, raising further questions about the mall's future. Retailers that might have been interested in coming to North Hills, such as Borders Books & Music and Staples, an office superstore, are getting ready to open several miles away at Creekside Crossing.

At least two new malls are being built in the Triangle, including one in North Raleigh with a Dillard's, and an entertainment complex, called the Marq*E, is scheduled to open next year just two exits down the Beltline off Capital Boulevard. Officials with WellsPark could

corporate ISPs is the ability to offer a range of services, providing one-stop shopping for companies. "Outsourcing is the name of the game, so more companies are going to be looking for a service provider that can take care of it all for them," he said.

InterLan's vision includes turnkey services, said Addie Bourne, the company's new marketing director. "You can come to us with an idea for a site, and we can plan it for them and we can host it for it," Bourne said.

To support the services, the company plans to spend \$3 million to upgrade equipment and expand its Cary data center. About \$15 million will be spent on new data centers in Austin, Texas; Washington, D.C.; and Seattle to be able to offer the redundant service.

InterLan also is beefing up its marketing budget. Bourne came on board in September as the company's first marketing director, and the Raleigh advertising firm Rockett Burkhead & Winslow was hired.

Kaplan founded InterLan after leaving behind another ISP, Char-

acteristics of the market for the business ISP is less crowded given the growth potential," Prince said. "Most ISPs just focus around the consumer."

Prince said a key element for

NORTH HILLS

CONTINUED FROM PAGE 1D

enclosed malls in the Southeast. WellsPark, a part-owner of North Hills Mall & Plaza, took full ownership of both properties in August 1998 and had big redevelopment plans. WellsPark talked of tearing down parts of the mall and building a bookstore and furniture and linen stores. But no plans have been submitted to the city.

Most of the tenants at North Hills Mall, even Dillard's department store, are operating on temporary leases.

INTERLAN

CONTINUED FROM PAGE 1D

through revenue from clients that pay for the Internet services on a monthly basis. Not that venture firms haven't tried to get their foot in the door. Kaplan said the company gets numerous calls each week from firms looking to give InterLan a financial boost.

He'll take that boost in 12 to 18 months when he looks to a public offering to help fund expansion. Kaplan said he also hopes the lure of stock options will help retain and attract good employees.

Elliot Prince, managing director of Wit Capital, a New York-based Internet investment bank, said that while the consumer ISP business consolidates, the corporate market may still have room for additional players.

"The market for the business ISP is less crowded given the growth potential," Prince said. "Most ISPs just focus around the consumer."

	HIGH	LOW	LAST	CHG.
68.07	68.52	68.60	-52	
68.62	69.12	69.20	-55	
69.85	69.40	69.65	-20	
70.97	70.52	70.12	-10	
68.27	67.92	68.20	-10	
66.20	66.17	66.20	...	

	HIGH	LOW	LAST	CHG.
81.37	80.80	80.82	-65	
82.85	82.30	82.37	-53	
82.90	82.35	82.45	-52	
81.70	81.30	81.55	-40	
81.80	81.30	81.47	-35	
81.47	81.30	81.47	-28	
81.80	81.80	81.62	-18	

	HIGH	LOW	LAST	CHG.
47.60	46.70	46.80	-1.40	
46.30	44.30	44.70	-7.2	
45.20	44.20	44.92	-1.15	
51.20	50.55	51.05	-7.0	
58.65	57.85	57.85	-5.7	
57.70	57.00	57.30	-2.0	
56.05	55.80	55.80	-0.8	
53.05	53.00	53.02	-0.1	

	HIGH	LOW	LAST	CHG.
61.90	59.50	61.22	+37	
61.30	59.35	60.70	-27	
63.30	62.00	63.45	+45	
63.30	62.00	63.45	+45	

	HIGH	LOW	LAST	CHG.
49.25	49.10	49.25	+20	
51.80	50.80	52.05	+25	
52.70	52.05	52.85	-25	
53.63	52.70	53.47	-42	
54.20	54.00	54.20	-25	
55.05	54.60	55.20	-18	
55.30	55.30	56.65	-0.65	
56.00	56.00	56.00	-0.65	
56.00	56.00	56.00	-0.65	
56.00	56.00	56.00	-0.65	

	HIGH	LOW	LAST	CHG.
32.0	308.7	292.0	307.6	+8.9
10	316.1	307.1	316.1	+7.2
07	320.9	315.0	323.2	+5.2
15	325.0	322.4	322.4	+5.2
22	324.0	322.4	321.5	+2.7
22	327.5	321.8	316.7	+4.6

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lotte-based Cybernetx, which has since merged with other ISPs. Kaplan was 24 when he created the business in 1991, back when only diehard techies were looking for dial-up Internet connections.

Unlike Cybernetx, InterLan was created strictly to deal with the Internet needs of businesses rather than to pursue the less profitable consumer end of the business, as many of his competitors were doing.

Kaplan said he wasn't always a techie. When he founded Cybernetx, he had never even turned on a computer.

He built the company from his living room in Charlotte just months after graduating from Appalachian State University with a degree in mechanical design and a minor in physics.

"The reason he's been successful is that he's got a good head on his shoulders for business," said Bourne, a 15-year veteran of high-tech marketing. "He's a business man, not necessarily a technical type of person."

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