

UNION COUNTY NEWS

WORRALL COMMUNITY NEWSPAPERS

WEDNESDAY, JULY 3, 1996

SECTION B

From The Editor's Notebook

By Tom Canavan
Editor in Chief



Gov. Christine Whitman didn't take too long to appoint a replacement for outgoing Chief Justice Robert Wilentz. In a matter of weeks, Whitman appointed Attorney General Deborah Poritz to the spot that was left vacant by Wilentz.

If Whitman can make an appointment of this magnitude in such a short period of time, why is it taking her so long to appoint a full-time replacement for the late Union County Prosecutor Andrew Ruotolo Jr.?

Ruotolo died in October, and since then, Edward Neafsey has been serving as acting Union County Prosecutor. With no disrespect to Neafsey, nine months is too long a period of time for the county's top law enforcement office to be manned without a permanent leader.

Several names were released as possible candidates to replace Ruotolo shortly after his death. That "unofficial" list has been reduced, mainly, to Union County Counsel James Keefe, former Essex County Chief of Staff Ollie Hawkins of Scotch Plains and former Springfield Township Committeeman Jeffrey Katz.

It's been said that no official action would come before the November election, so it leaves us thinking that politics somehow will be involved in the decision. That stinks.

Seeking answers from the Governor's Office gets you the run-around, without anyone committing to anything. C'mon, governor, the budget is passed, the summer is here, and there should be no reason why the appointment can't be addressed.

Expect to hear rumors about a replacement for Union County Manager Ann Baran. They've already begun.

Baran's three-year contract expires in August 1997, but although that's a year away, that doesn't stop the politicians from talking.

In a recent conversation, Baran confirmed that she had heard talk already about whether or not she will return to the helm of Union County government next year.

One of the biggest catalysts for her return is the November election, when — again — control of the Board of Chosen Freeholders can shift.

The board is Republican-controlled by a 5-4 margin, and two of the three seats open for election are held by Republicans. Two Democratic victories can shift the majority.

Ironically, a Democratic-controlled board can leave Baran, also a Democrat, wondering what her future holds. It's been said that the Republicans are happy with Baran's performance, and the Democrats, not necessarily those on the Board of Freeholders, are not.

Just as with any appointment in government, let's wait until the next election.

In neighboring Essex County, County Executive Jim Treffinger is in a predicament.

Treffinger — and his family — have been receiving enough death threats to force him to obtain a permit for a gun. In a bizarre perspective, it shows that the man must know how to run good government without backing down to special interests.

Treffinger has made a number of enemies since assuming office almost two years ago.

Unfortunately, those who are feeling the brunt of the county executive's decisions don't like what he's doing — so they have taken it upon themselves to call his home and office, as well as a restaurant where he and 21st Legislative District Assemblyman Kevin O'Toole were dining, and threaten to kill him.

Anonymously, of course. Simply put, the people making these calls are cowards.

College to save \$2-M through UCIA bonds

Transaction may be first of many in county

Union County College will save \$2.8 million in debt service costs during the next 12 years because of an innovative refinancing transaction involving the Union County Board of Chosen Freeholders and the Union County Improvement Authority.

"The savings were made possible because we guaranteed principal and interest on the Improvement Authority bonds which were sold last week. This permitted the Improvement Authority to obtain a lower interest rate than traditional state options due to the county's Aaa credit rating from Moody's Investor Service Inc.," said Freeholder Linda Di Giovanni, liaison to the Union County College Board of School Estimate. "Part of the \$2.8 million results from not having to provide the \$2 million in reserves which would have been required if this transaction was done through the state."

Union County Freeholder Chair-

man Ed Force, liaison to the Improvement Authority, said the college would have saved only \$344,639 without the county's guarantee, and that "the \$2.8 million savings would not have been possible without the county's Aaa bond rating, the cooperation between the county, the Improvement Authority, their legal and financial affiliates, the William E. Simon investment banking firm that identified this specific financing idea, and Union County College. In addition to the debt service savings, the college will receive a cash infusion of \$691,577 for capital projects and other purposes. The average annual savings from fiscal year 1997 to 2009 is \$166,023, and \$367,987 in fiscal years 2010 and 2001."

Union County Manager Ann Baran also gave the transaction high marks for its innovation and teamwork, stressing that the efficiencies and sav-

ings that come from "sharing services" — whether it is equipment, manpower or financial investments — continue to benefit participants, and, ultimately, taxpayers. The added money from this cooperative effort will pay the college, the government, students and the citizens of Union County. Capitalizing on our Aaa credit rating seemed to do the trick, and we will not hesitate to make sound financial transactions like this again."

The bonds being refunded were issued by the New Jersey Educational Facilities Authority for \$6.6 million in 1989 and \$3.94 million in 1991, and financed improvements at the Cranford campus that included the student activities Commons Building, a book store addition and additions to the cafeteria, dining rooms and kitchen facilities, as well as computer facility improvements to the Elizabeth campus.

'Capitalizing on our Aaa credit rating seemed to do the trick, and we will not hesitate to make sound financial transactions like this again.'

— County Manager Ann Baran

"This is a great opportunity for the college. We will be saving substantial operating funds, and we are thankful to the county and the Improvement Authority for their hard work," said Thomas Brown, president of Union County College.

According to Union County Improvement Authority Secretary George Gore, the county and the Improvement Authority saw an opportunity to work with the college to provide a service with greater revenue return than could be done by other agencies. They set the wheels in

motion, went to the Board of Chosen Freeholders for concurrence, and formed a team that worked well together and achieved significant and meaningful results for the college in a short period of time.

The Union County Improvement Authority is also working with the county on a Capital Equipment Program for the county's municipalities and school districts, which allows them to take advantage of the county's fiscal strength and Aaa credit rating to purchase equipment at attractive, tax-exempt interest rates.

Activities offered for county disabled

A variety of recreational activities and instructional clinics for people with disabilities are being offered this summer by the County to Union through its Division of Parks and Recreation.

An introduction to using the fitness trail located in the Echo Lake Park Extension in Mountainside will be given on July 16 from 6:30 to 8 p.m.

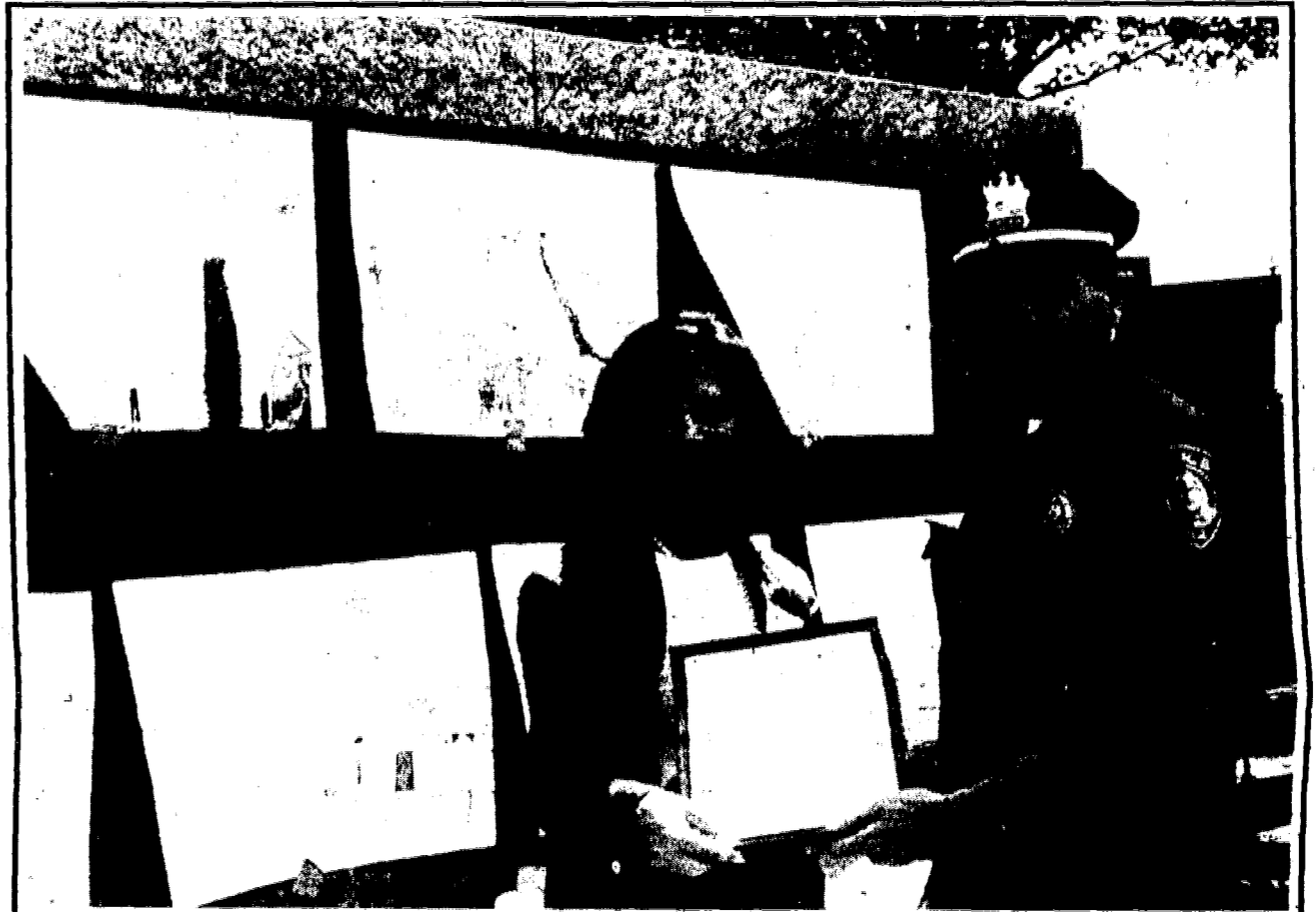
A team of exercise enthusiasts will be on hand to explain the course's stations, which are fully accessible by wheelchair. There is a \$2 registration fee and pre-registration is required by July 12. All ages and types of disabilities can be accommodated at this activity.

Ulrich Pool in Rahway's Rahway Park will offer a free recreational swim for people with disabilities on Monday evenings, from 6 to 8 p.m. through Aug. 29. Disabled individuals are invited to enjoy this fully accessible facility at their leisure. No pre-registration is required. Persons interested in this activity should note that

there is no swim instruction at this session. If personal assistance is required in the pool, or the locker room, individuals must have someone accompany them.

Learn to golf clinics will be given for people with developmental disabilities at Ash Brook Golf Course in Scotch Plains on Saturday mornings, Aug. 3 to 31, from 9 to 11 a.m. The last session will be a mini tournament for all program participants. Pre-registration is required by July 26, as is a \$5 fee. Registrants must be older than the age of six.

For more information on any of these programs, or to obtain a registration form, contact the Union County Division of Parks and Recreation at (908) 527-4900. Funding for these programs has been made possible by the N.J. Department of Community Affairs, Recreational Opportunities for Individuals with Disabilities, and the Union County Board of Chosen Freeholders.



Freeholder Linda Stender presents a resolution to Corporal Daniel McGrath of the Rahway Police Division, marking Police Appreciation Day.

County's equestrian camp opens

Union County's Equestrian Camp is now open, giving county residents the opportunity to learn how to ride a horse.

Equestrians of all abilities, especially beginners, are invited to enroll in one or two of the week-long sessions which include instructional riding, trail rides, learning general care of a horse and a barbecue.

Campers also will be able to participate in a Horse Show at the end of the summer.

Watching Stables, located at 1160 Summit Lane in Mountainside, is the site for this opportunity for fun, fitness and learning. Camp is open to boys and girls, aged 9-17. Enrollment is limited to a maximum of two weeks per child. Scheduled sessions will be through the week of Aug. 20. Sessions are Tuesdays through Fridays, 9 a.m. to 3 p.m.

Tuition is \$220 per session for county residents, \$260 for those from out of county. All registrations must be performed in person. Proof of residency and a birth certificate will be required.

For more information, call the Watching Stables at 789-3665.

Freeholders 'appreciate' county's police and honor them for their extra efforts

Many individuals go unsung when it comes to all the risks they take and the extra efforts they make on behalf of their fellow man. High on such a list of unsung heroes are local police officers.

"It was important that such a day be declared," said Freeholder Linda Stender, referring to Police Appreciation Day. "The relationship between the police and the public can be strengthened if the community can be brought together to meet the police officers in an off-duty capacity and get to know the officers on a more personal level."

"To help support this objective, the Union County

Board of Chosen Freeholders passed a resolution declaring June 8th 'Police Appreciation Day' in Union County and the Police Benevolent Association Local 31 in Rahway sponsored this special five-hour event."

"Because individuals and groups like the Rahway Police Benevolent Association view community involvement as a responsibility rather than an obligation, support youth activities in their community and work closely with the local school system and its students, they deserve more than just a day — they deserve the ongoing support of the public," Stender said.

Offering assistance



Freeholders Linda DiGiovanni, second from left, and Carol Cohen, third from the left, assist Andrea Domroe of Mountainside at the Union County Customer Information Booth at the Spring Art and Craft Show in Nomahegan Park. Domroe was assisted in finding the information about Union County and its facilities that she was seeking as Freeholder Chairman Edwin Force searched for additional material while Florence Wright, left, office manager of the Union County Customer Information Center at 300 North Avenue East in Westfield, looks on. The Customer Information Center set up a booth at the fair to provide the public with information on Union County's programs, services and facilities.

Skaters to be required to wear safety helmets

Roller skaters, roller bladers and skateboarders under age 14 would be required to wear approved safety helmets when skating on public property under the terms of legislation given Senate approval.

State Sen. C. Louis Bassano, R-Union, Essex, sponsor of the measure, said his bill is designed to be educational rather than punitive.

"The fine of \$25 would be waived for first-time offenders if they can show they subsequently purchased a protective helmet," Bassano said. "People who participate in this recreational sport need to be made aware of how protective equipment can prevent injuries and even save lives."

Bassano also said the number of children admitted for head injuries as a result of bicycle accidents has decreased by 50 percent since New Jersey enacted a bicycle helmet law for young riders. According to the State Division of Highway and Traffic Safety, the number of young bicycle riders wearing helmets has doubled since the 1992 helmet law.

"The National Center for Injury Prevention Control listed 30,000 emergency room visits for roller blading injuries nationwide between July 1992 and June 1993," said Bassano. "While wrist injuries are the most common in skating sports, a 33-year-old man in New Jersey died in June of 1994 of head injuries sustained in a roller blading accident."

"No law will ever prevent accidents, but if we can have half of the success New Jersey's bicycle helmet law has enjoyed, this legislation will be well worth the effort," he continued.

Under terms of the bill, a person who fails to wear an approved helmet may be fined up to \$25 for a first offense and up to \$50 for any subsequent offense.

Persons who sell or rent skates and skateboards would be required to place warning notices on the merchandise or on the boxes in which they are sold. The notice would warn of "the risk of serious injury" and that the equipment should be used only when the skater wears "full protective gear: helmet, wrist guards, elbow pads and knee pads."

The bill next moves to the General Assembly for consideration.

COUNTY NEWS

Tourney applications set

Applications for the 26th annual Union County Women's Public Links Tournament are available. The tournament, to be held July 13, will be at Ash Brook Golf Course in Scotch Plains.

The 18-hole, stroke play tournament promises to be an exciting event. Players must be female Union County residents, 16 years of age or older. Placement into one of three flights will be determined by handicap. Members of private clubs may not participate.

U.S.G.A. rules will govern play although local rules also will be enforced. Winner and runner up trophies will be awarded. Merchandise prizes from the Ash Brook Pro Shop will be awarded for all flights. First and second place winners will have the opportunity to represent Union County in the New Jersey Recreation and Park Association Golf Tournament to be held this fall.

Entry forms are available at all three county golf courses, Ash Brook in Scotch Plains, Galloping Hill in Kenilworth, and Oak Ridge in Clark. All entries must be filed by 5 p.m. on Sunday. A \$12 fee must accompany all applications. Regular green fees are to be paid the day of play.

Reptiles are topic

What are reptiles? How are they different from other animals and what makes them so special? What do they eat and where do they live? Visitors will discover the answers to those questions and more during a Wednesday matinee program on July 17 at 1:30 p.m.

Naturalist Ruth Yablonsky will present "Reptiles!" — a slide illustrated program featuring live snakes and turtles from Trailside's collection. The program is chock-full of reptilian fun facts and also explores "the Great Dinosaur Mystery."

Yablonsky, a naturalist at the center for almost 11 years, is Trailside's snake expert and cares for the eight snakes on exhibit.

"Reptiles!" is sure to give audience members an up-close and personal view of these cold blooded animals. Tickets, sold at the door, are \$4 per person. Children under 4 years old will not be admitted.

For more information or to make group reservations at a discounted fee, call Trailside at (908) 789-3670. Trailside Nature & Science Center is a facility of the Union County Division of Parks and Recreation and is located at 452 Providence Road in Mountainside.

Host families sought

Virginia Kessler is bringing the world to Union County — one inter-

national teen-ager at a time! Kessler is a volunteer area representative for ASSE International Student Exchange, a nonprofit, public benefit organization.

The primary goal of ASSE is to contribute to international understanding by enabling foreign students to learn about the United States through active participation in family, school and community life.

Kessler will be interviewing families in the Union County area to host exceptional high school students from France, Germany, Finland, Switzerland, Italy, Great Britain, Holland, Spain, Portugal, Czech and Slovak Republics, Poland, Japan, Brazil,

Thailand, Mexico, Canada, Australia and New Zealand.

Again this year, ASSE will include students from the Republics of the former Soviet Union to its international roster. The students stay with volunteer host families for an academic year and arrive with comprehensive insurance and their own spending money.

Kessler knows the Union County area is a great place for a curious foreign student to learn about life in the United States. Call Virginia for more information on becoming an ASSE host family at 654-1715 or (800) 677-2773.

Entrepreneurs awarded

Nine Entrepreneur Of The Year award recipients were announced at a banquet attended by 700 New Jersey business leaders. The banquet is the finale to an active search to identify and recognize New Jersey's outstanding entrepreneurs.

The banquet at the Brunswick Hilton & Towers in East Brunswick is part of the National Entrepreneur of the Year awards program founded and produced by the professional services firm of Ernst & Young, and sponsored nationally by the Entrepreneur of the Year Institute, the center for Entrepreneurial Leadership Inc. at the Ewing Marion Kauffman Foundation, USA

Today and the Nasdaq Stock Market, and locally in New Jersey by AT&T, Building American Television, The Chase Manhattan Bank, The Chubb Group of Insurance Companies and McCarter & English.

An independent panel of judges selected the award recipients from more than 60 nominations. The program honors and recognizes entrepreneurs who have demonstrated excellence and extraordinary success through innovation, financial performance, and personal commitment to their businesses and communities.

According to Bernie Leone, area director of Entrepreneurial Services, the award recipients included:

Emerging Entrepreneur — Companies five years old or less — Neil Rosoff, PC Help Services, in Clark.

The PC Help is a temporary service, providing technical computer services on an as needed basis. Founded in 1992, PC Help expects sales to exceed \$15 million in 1996, making it one of the fastest growing companies in the country.

Construction — Tony Singh, FINE Painting & Decorating Co. Inc., Roselle.

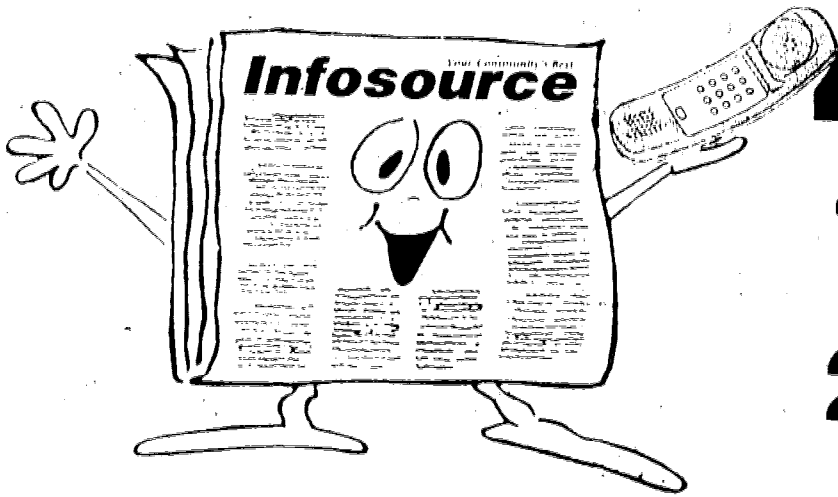
FINE Painting provides painting and decorating services to industrial, commercial and institutional clients in the North East.

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NOTICE TO ABSENT DEFENDANTS (L.S.) STATE OF NEW JERSEY TO: ARTHUR L. SMITH, et al.,

YOU ARE HEREBY SUMMONED AND REQUIRED to serve upon FEIN, SUCH, KAHN & SHEPARD, Limited Liability Partnership, whose address is 7 Century Drive, Suite 201, Parsippany, New Jersey 07054, telephone number: (908) 538-4700, an answer to the complaint, first and second amendments to complaint, filed in a civil action, in which FEDERAL HOME LOAN MORTGAGE ASSOCIATION, is plaintiff and ARTHUR L. SMITH, et al., are defendants, pending in the Superior Court of New Jersey, Chancery Division, Union County, and bearing Docket No. F-12517-92 within thirty-five (35) days after July 3, 1996 exclusive of such date. If you fail to do so, Judgment by Default, may be rendered against you for the relief demanded in the Complaint. You shall file your answer and proof of service in duplicate with the Clerk of the Superior Court, Hughes Justice Complex, CN-971, Trenton, New Jersey 08625, in accordance with the Rules of Civil Practice and Procedure.

This action has been instituted for the purpose of (1) foreclosing a mortgage dated April 22, 1985, made by the NEW L. SMITH and MARGUERITA SMITH as mortgagors to GARDEN STATE MORTGAGE COMPANY, INC., now known as NATWEST HOME MORTGAGE CORP., to FEDERAL HOME LOAN MORTGAGE ASSOCIATION, as mortgagee, by Assignment to be recorded in the Office of the Clerk/Register of UNION County, and (2) to recover possession of, and concerns premises commonly known as 536 Riverside Drive, Elizabeth, NJ 07208.

If you cannot afford an attorney you may communicate with the Legal Services Office of the County of venue by calling (908) 527-4769 or the legal services office of the county of your residence if you reside in New Jersey. If you are unable to obtain an attorney, you may call or communicate with the Lawyer Referral Service of the County of Venue at (908) 353-4715, or at the Lawyer Referral Service of the County of your residence, if you reside in New Jersey. If there is none, contact the Lawyer Referral Service of an adjacent county. YU. ARTHUR L. SMITH and MARGUERITA SMITH, are made party defendant(s) to this foreclosure action because you are one of the mortgagors and may be liable for any deficiency and/or any lien, claim, or interest you may have in, to or against the mortgaged premises by reason of the mortgage made by you. ARTHUR L. SMITH and MARGUERITA SMITH, as set forth above.

DONALD F. PHELAN, Clerk of the Superior Court of New Jersey
Dated: July 3, 1996
U6397 WCN July 3, 1996 (\$39.55)

NOTICE OF PUBLIC AUCTION PURSUANT TO FC 38-11-1-1
United American Lien & Recovery Corp will sell the following autos to highest bidder subject to any liens; 15% BUYER PREM Cash or Cashier's Check; any persons interested ph (305) 947-7922.
SALE DATE JULY 19, 1996 at 2:00 p.m., 1421 Oak Tree Rd., Iselin, NJ 08830
LOT 3305 1993 Pontiac 4 dr vin #: 1G2NES43XPM540584
Lienor: Sevall's Auto Body, 320 Windsor Ave., Westfield, NJ
LOT 3306 1979 Harley Davidson mc vin #: 3A13697H9
Lienor: Cycles Inc., 1301 US 1 South, Rahway, NJ
SALE DATE JULY 26, 1996 at 2:00 p.m., 1421 Oak Tree Rd., Iselin, NJ 08830
LOT 3324 1988 GMC 2 dr vin #: 1GKGT1825J8541162
Lienor: Aug's Auto Repair, 1052 Magnolia Ave., Elizabeth, NJ
LICENSED AND BONDED AUCTIONEERS APPRAISERS
June 27, July 3, 1996
U6352 WCN (\$30.80)

ARTS & ENTERTAINMENT



Talent coordinator Walt Gollender gives the thumbs up to Steve Ames, who'll be performing on Comcast Cablevision TV-32 Wednesday nights in July. Ames, a Hillside resident, hosts a music and variety show, taped in Woodbridge.

Hillside resident's variety show to air

By Bea Smith
Staff Writer

Steve Ames of Hillside, whose musical and variety show has been seen on Comcast Cablevision TV-32, will now be seen on Wednesdays at 8:05 p.m.

Ames is preparing for his second outdoor season, taping at Robert Prion's "spacious backyard patio, 'The Oasis' in Woodbridge. Joining Ames on the program will be talent coordinator Walt Gollender of Irvington, and special guests, Las Vegas magician Anthony Masi and rhythm and blues vocalist Delores Bernard.

Ames will sing George M. Cohan's "Yankee Doodle Boy" in honor of Independence Day. The program will be seen throughout July by viewers in the Comcast region. It was announced that TV-32 will soon change to TV-57. Accompanying Ames on the piano will be Joy Kaye. The show will be produced by Jerry Schonthal of Golden Star Video based in Montclair.

Gollender said he and Ames look forward to many years of collaboration together.

"We recently looked back at our many happy and nostalgic memories shared," he added. "Although the sad moments of losing pianist Marvin Lewis and guitarist Tony Santora hang heavy over the troupe," Ames and Gollender turned their thoughts to "the major accomplishments of days gone by."

Ames is celebrating his sixth season on cable television and recalled that "Walt Gollender was the first who booked me on television on a show called 'Talent Tonight' at the Villa Carini nightclub in Metuchen in 1980." The Ames-Gollender associa-

tion continued with the production of the Ames' vaudeville album, "The Roaring 20s Roar Again," under "the Gollender baton in 1986." Gollender is in his 19th year in the entertainment world and continues to book local organizations, community affairs and senior citizen parties. He has booked James E. Myers, co-writer of "Rock Around the Clock;" Jimmy Wisner, Columbia Records arranger and producer; Tony Christian, country pop singer; Sandy Renda, guitarist and vocalist of Sandy the Wanderers; and Al Alberts, former lead singer with the 1950s vocal group, the Four Aces.

Ames' first guest on his television show was Uncle Floyd in 1990. In 1993, Ames was featured as a comedic gangster in the Universal movie, "For Love or Money" with Michael J. Fox.

"There's no business like show business," is Ames' motto, as he and Gollender prepare for more shows on television.

Allen directs Sorvino to Oscar performance

The Video Detective

By Jim Riffel



"Mighty Aphrodite" begins with Lenny, played by Woody Allen, and his wife Amanda, played by Helena Bonham Carter, having a nice dinner with their married friends, Bud and Susan. Susan is a few months pregnant and Amanda, who's been thinking about having a child, suggests to Lenny that maybe the time has come to add to the family.

Lenny stammers a bit, but over the next few weeks the decision is made and they decide to adopt a son — Amanda says she's too busy with her art gallery to go through a pregnancy. Lenny is a sports writer and wants to name the child "Earl the Pearl" but Amanda chooses Max.

As the child begins school he's immediately ushered into higher education classes, and Lenny, realizing he has a special boy, becomes curious about the parents. When he's told by the adoption agency that the parents' identities can't be divulged, he steals the files. It's a classic Woody scene, with the comic bumbling through filing cabinets and papers flying everywhere.

Lenny is less than enthusiastic when he learns that the biological mother is an aspiring adult film star, Linda Ash, who also works as a call girl. Mira Sorvino delivers a hilarious, Academy Award-winning performance as Linda, who becomes the object of Lenny's devotion as the sportswriter tries to steer her into a more acceptable lifestyle.

The resulting situations include a blind date with an onion farmer, a near death occurrence with a psychotic gangster and a Greek chorus that pops into the film every now and then to offer Lenny wacky guidance.

In typical "Allen-esque" fashion, all of this high energy mayhem leads to a neat, crisp ending, complete with a philosophical message. But what really separates Allen from all other directors is his style of filming actors. When he sets up a scene he refuses to conform to the Hollywood style of editing, cutting back and forth from face to face.

He instead lets the camera roll and the actors act, allowing the audience to concentrate on the dialogue and players, instead of the editing. This is especially important in comedy, where an incorrect edit can ruin the scene's rhythm.

Woody facts: Woody began his career in the late '50s, writing jokes for television and newspaper columnists. In the early '60s he began a stand-up act and became one of the most sought after comics of the day, making numerous appearances on the

"Tonight" show. His first film as a writer was "What's New, Pussycat?" in 1965, and his first as director was "What's Up, Tiger Lilly?" a Japanese action film he re-dubbed as a comedy.

In 1987 he had a son with actress Mia Farrow and named him, Satchel — after Negro League baseball star Satchel Paige.

Allen has been nominated for six

Best Director Oscars: "Annie Hall," in 1977; "Interiors," in 1978; "Broadway Danny Rose," in 1985; "Hannah and Her Sisters," in 1986; "Crimes and Misdemeanors," in 1989; and "Bullets Over Broadway," in 1994.

Video Detective Trivia: What is Woody Allen's real name?

Answer: Stewart Allen Konigsberg.

Also just out on video: "Sabrina," a romantic comedy; "Leaving Las Vegas," a drama; and "Dracula: Dead and Loving It," a comedy.

A resident of Mountainside, Jim Riffel is the author of "The Video Detective's Guide to the Top 100 Films of All Time."

'Cinderella' children's auditions scheduled

Auditions will be held for Missoula Children's Theatre production of "Cinderella" July 15 at 12:30 p.m. at the Union County Arts Center in Rahway.

The Missoula Children's Theatre will be in residence at the Union County Arts Center from July 15 through July 20. The residency culminates in a public performance on July 20 at 3 p.m. and 7 p.m.

Among the roles to be cast are Cinderella, her two stepsisters, beggars, lords and ladies, mice and pumpkins. No advance preparation is necessary. Those auditioning should plan to stay for two hours and must have a clear schedule for the entire week if selected to attend all rehearsals for their role.

There is a \$5 registration/audition fee and a \$75 tuition fee for involvement in the six day theater residency. In addition to developing the play MCT will also conduct three workshops, Creative Dramatics, the Actor's Tool and Improvisation. The three acting workshops are open to anyone at the cost of \$10 per workshop. There is a discount for families with more than one performer.

To register or for more information on the Missoula Children's Theatre "Cinderella" residency or the acting workshops, call 499-8226.

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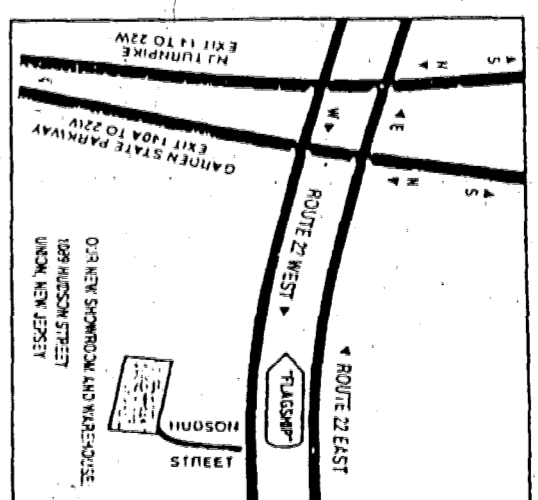
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HOROSCOPE

For The Week Of July 7-13

ARIES
March 21-April 20

Things could change quickly this week, so remain flexible and open to suggestions. With patience and dedication, a romantic commitment could deepen. Share your inner feelings to help someone understand your motivations better.

TAURUS
April 21-May 21

Look for a win-win solution to a thorny problem. You might not have to take a hard-line stance in order to get your way. Trust a loved one's advice when it comes to matters of the heart. Some news could change your life late in the week.

GEMINI
May 22-June 21

If money is a concern, reevaluate your budget. You may find some luxuries you can live without. Work toward achieving a major goal this week. Your ability to see both sides of an issue will work in your favor when it comes to resolving a conflict.

CANCER
June 22-July 22

To avoid escalating an argument, learn patience. Try an old-fashioned family dinner to strengthen ties. Trouble in a relationship may not run deep, but you should still work to resolve your differences. Be sure to prepare before an important meeting.

LEO
July 23-August 23

Think and plan for the future this week. You're in a position to know what's best, so don't leave any possibility unexamined. It might be time for a career change, a move or a change in a relationship. Communication is the key to gaining insight.

VIRGO
August 24-September 22

Focus in on the details in order to avoid simple mistakes. Watch yourself in traffic, or you could be on the receiving end of some unwanted attention. Drive defensively. To learn from someone's experiences, don't be afraid to ask difficult questions.

LIBRA
September 23-October 23

Even if their reasoning seems shaky, consider a friend's past history before second-guessing a decision they've made. Set your goals early to be sure you don't miss a single opportunity. Outdoor activities this weekend refresh you for a difficult time ahead.

SCORPIO
October 24-November 22

Before writing a goal off as impossible, try thinking about the reasons why it hasn't already happened. You might gain some useful insights. Put your social life in high gear by planning a party. An unusual mix of guests could generate some real excitement.

SAGITTARIUS
November 23-December 21

Things may take longer than usual to finish this week. Build some extra time into your schedule, and you'll eliminate a major source of stress. A younger person could be feeling lonely. Try adding some quality time with them.

CAPRICORN
December 22-January 20

If you're looking for good ideas, you'll have to sift through a few mediocre ones first. An old-fashioned brainstorm session will help. A blind date could lead to a relationship. If you're already attached, surprise your sweetie with a romantic evening.

AQUARIUS
January 21-February 18

Although it's tough, try to keep an open mind when having a discussion. If you don't listen, you'll miss out on an important idea. Focus on your family to build your strengths. A relative contacts you with a dilemma. Be prepared to make a tough decision.

PISCES
February 19-March 20

History is a fine teacher this week, so be on the lookout for situations with parallels in the past. An old friend offers a new take on romance. Be clear about what you want, and he or she will be equally open with you. Then, if it still feels right, go for it!

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Chorus wants volunteers

Area singers are invited to be a part of the Diamond Hill Summer Chorus when it presents a concert of Dvorak's "Te Deum" and Durufle's "Requiem" on July 25.

The chorus is an annual summer program sponsored by Summit Chorale. No auditions are required. Garyth Nail, music director of Summit Chorale, will be the conductor.

Rehearsals are held Tuesdays and Thursdays — except tomorrow — from 7:45-10:15 p.m. at Christ Church, at the corner of Springfield and New England avenues in Summit.

Dues will be collected and music will be available for an additional fee. For more information, call (201) 467-1454.

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DINING REVIEW
July 3, 1996

Alexus Steakhouse & Tavern
A large, happy eating place with a mix of people.

Alexus Steakhouse & Tavern invites you to enjoy "Outrageous Steaks, Great Burgers, Overstuffed Sandwiches and Cold Beer," but there's a lot more at this unpretentious, friendly but high-quality family restaurant in the big white building with the burgundy and beige sign and awnings.

The atmosphere is light, cheery and upbeat — families, groups and couples enjoying everything from a light meal or snack to a full dinner, all made with the freshest ingredients.

Every meal, lunch or dinner, starts with a complimentary bowl of pickles and cherry peppers and another of fresh-cut health salad. After ordering any of a wide variety of tasty appetizers and soups, many customers then go on to have one of the specialties of the house — the enormous 24 ounces Delmonico Steak or the 24 ounces N.Y. Sirloin Steak — cooked to juicy perfection with Alexis' special seasonings and accompanied by generous helpings of homemade french-fried potatoes for just \$10.95 each. MSG is never used. Doggy bags are often necessary because of the size of the servings.

Other choices are the baked or blackened swordfish, lobster or Chicken Alexis. In addition, black-board specials are available every day, and are priced reasonably.

The sandwiches are overstuffed, and are truly meals in themselves. The juicy hamburgers, made to order in true Alexis fashion with various trimmings, are a full 8 ounces of fresh ground beef.

As for the soups, the hearty Onion Soup is a crock filled with fresh onions cooked to perfection, then topped with slices of mozzarella cheese, and sprinkled with chopped bits of swiss cheese. The New England Clam Chowder is a meaty mix

The atmosphere is light, cheery and upbeat — families, groups and couples enjoy everything from a light meal or snack to a full dinner, all made with the freshest ingredients.

chock full of clams and fresh-cut chunks of potato.

Appetizers include house specialties like the Alexis Onion Flower, a colossal onion carved into a blossom shape and then deep fried to a golden brown to produce a sweet, delicate and truly delicious treat. The Hot Buffalo Wings are tangy, with just the right amount of bite for the starter to a meal.

Desserts, for anyone who still has room, includes Reese's Peanut Butter Pie, a delicious production, and the enormous Hot Fudge Sundae. Perhaps the most popular dish is the Strawberry Shortcake, a mountain of fresh red fruit on an angelfood cake base covered with whipped cream, and there is also a selection of daily dessert specials.

Beverages include a full assortment of hot and cold drinks. There is also a wide choice of domestic and imported beer, wine and spirits. For people who just want to have a drink and a snack, the bar in the lounge area has its own ambience.

Alexus Steakhouse & Tavern, 1246 Route 22 West, Mountainside, may be reached by calling (908) 233-5300. Hours are Monday through Thursday from 11:30 a.m. to 11 p.m.; Friday and Saturday from 11:30 a.m. to 12 p.m., and Sunday from 3 to 10 p.m.

This column is intended to inform our readers about dining opportunities in the area

Alexus Steakhouse & Tavern, above, is located at 1246 Route 22 West Mountainside.

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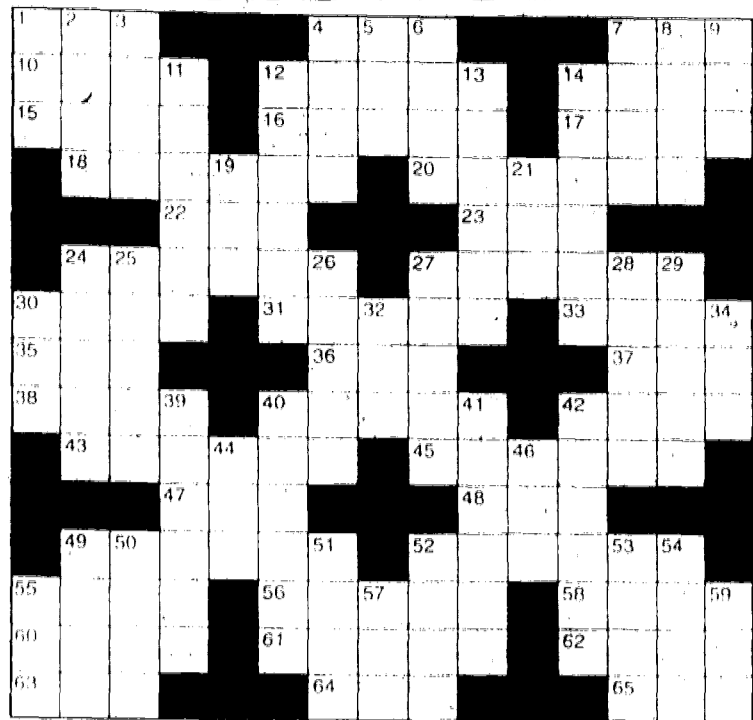
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- ACROSS**
- Keats subject
 - Not many
 - Cudgel
 - The House at Corner
 - Des Moines resident
 - Alto
 - Shooting need, for short
 - Farm implement pioneer
 - Singer Guthrie
 - Nacreous necklace items
 - Air Force equipment
 - Small deer
 - detector
 - Soft hat
 - Boring tool
 - Actors March and London
 - Wake Up Little
 - Pour messily
 - Cable option
 - Veterans mo
 - Rug
 - Diminutive ending
 - Aquatic animal
 - Civil-rights pioneer
 - Parks
 - Cuts ties
 - Most pleasant
 - Yale grad
 - Guy's partner
- DOWN**
- creek without a paddle (2 wds.)
 - Win easily
 - Seward Peninsula's commercial center
 - Opponents
 - Woolly mom
 - Distort
 - Uncover
 - Start of a Shakespearean title
 - "Never Late"
 - Stockpiles
 - Loafers
 - Nervous
 - TV groups
 - Kanga's baby
 - Intention
 - Abstains from food
 - Overjoy
 - Dorothy's Em et al
 - Donated
 - Pollster Hoper et al
 - Skaol e q
 - Coloring
 - Lush
 - School ap
 - In a balanced manner
 - Familiarize with surroundings
 - Challenges
 - Give in
 - Raised railroads
 - Aron's brother in East of Eden
 - Bird feeder treat
 - Humerus' neighbor
 - Fatigue
 - Looked at
 - Look at maliciously
 - Tall tale
 - Waging Peace author's monogram
 - Modernist
 - Scale notes

ANSWER TO PREVIOUS PUZZLE:



Hospital hosts three artists' exhibits in July

Children's Specialized Hospital is the site of three exhibits of artworks this month.

A display of landscape and nature photography by Richard A. Nelridge is on display at CSH.

Nelridge will host an opening reception on Sunday, from 2-4 p.m.

Nelridge's primary photographic subjects include nature, landscapes, wildlife, cityscapes, abstractions and fireworks. His works in these areas can be viewed in textbooks, at photographic trade shows and in *The Microsoft Encarta* computer encyclopedia.

Nelridge's most recent exhibits include the New Jersey Center for Visual Arts Members Gallery and the Reception Area Gallery.

In addition, Nelridge's works have been displayed in juried exhibitions throughout the state.

He is a member and past president of the Millburn Camera Club and has been affiliated with the New Jersey Center for Visual Arts since 1985.

A display of photography, titled "Blessings: Children of the World," by Pam Quayle Hasegawa is on display at CSH throughout July and August.

Hasegawa's photographs represent 20 years of observations and relationships beginning with the birth of her children in the early 1970s.

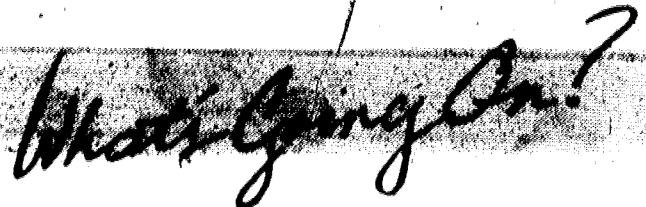
It is through her association with the Asian Rural Institute in Japan and her world travels that she has been able to meet and photograph many children of all ages.

A display of artwork by Elaine "Koo" Burgess is on display also throughout July and August.

Burgess began her art career studying under her mother Rosemary Mannino, an artist and china painter. She was educated at the Laboratory Institute of Merchandising in New York City, where she developed an interest in commercial art.

Since 1968, Burgess has been designing company and organizational logos including the "Heart Saver" logo used by the Westfield Rescue Squad.

Individuals or groups wishing to visit the display, which is open to the public daily from 8:30 a.m. to 8:30 p.m., may enter the hospital's East Wing. For more information about the displays, call Community Resource Coordinator Susan Baxter at 233-3720, ext. 379.



FLEA MARKET

SATURDAY
JULY 6, 1996
EVENT: Flea Market
PLACE: First Congregational Christian Church, 1240 Clinton Avenue, Elizabeth, NJ
TIME: 10am-3pm
PRICE: \$15 per space. Dealers wanted. For information call 201-373-6883.
ORGANIZATION: Fund Committee

FRIDAY
JULY 12, 1996
EVENT: Flea Market-Big Clearance Sale
PLACE: Redeemer Lutheran Church, 134 Prospect Avenue, Irvington, NJ
TIME: 10am-1pm
PRICE: No admission charge.
ORGANIZATION: Redeemer Lutheran Church

SATURDAY
JULY 13, 1996
EVENT: Outdoor Flea Market
PLACE: Immaculate Conception School, 417 Union Avenue, Elizabeth, NJ
TIME: 8am-4pm
PRICE: \$10 per space; \$15 with table
ORGANIZATION: Immaculate Conception School HSA

RUMMAGE SALE
THURSDAY MORNINGS, TUESDAY EVENINGS
MONTH OF JULY
EVENT: 63rd Annual Turnover Sale
PLACE: Morrow Memorial Church, 600 Ridgewood Road, Maplewood
TIME: Thursdays (except July 4), 9:30am-12:30pm, Tuesdays, 7pm-9pm
PRICE: Free Admission- Bargains in clothing, linens, housewares, luggage, books, jewelry, toys, etc. For information call 201-763-7676
ORGANIZATION: United Methodist Women

THURSDAY AND FRIDAY
JULY 11, 12, 1996
EVENT: Semi Annual Rummage Sale
PLACE: Beth Shalom, 2035 Vauxhall Road (Vauxhall Road and Plane Street), Union, NJ
TIME: Thursday, 12noon to 8pm; Friday 9am to 1pm.
PRICE: Free Admission. Excellent buys in clothing and houseware items for the entire family!
ORGANIZATION: Sisterhood Congregation, Beth Shalom.

What's Going On is a paid directory of events for non-profit organizations. It is pre-paid and costs just \$20.00 (for 2 weeks) for Essex County or Union County and just \$30.00 for both. Your notice must be in our Maplewood office (463 Valley Street) by 4:30 P.M. on Monday for publication the following Thursday. Advertisement may also be placed at 170 Scotland Road, 266 Liberty St., Bloomfield or 1291 Stuyvesant Ave., Union. For more information call 763-9411.

'Little' landscapes



"Little Wick," an acrylic on three panels measuring 42 inches by 20 inches, is among the works by Scott Wright in the "Color and Gesture Landscapes" exhibit at Swain Galleries through July 13. The show is open Tuesdays through Fridays from 9:30 a.m. to 5:30 p.m. and Saturdays from 9:30 a.m. to 4 p.m. Swain Galleries is located at 703 Watchung Ave. in Plainfield. For more information, call 756-1707.

Paper Mill's gallery holds premiere miniature art show

Gathering the finest examples of miniature art for the premiere exhibition of its kind on the East Coast, the Renee Foosner Art Gallery at the Paper Mill Playhouse opened its annual International Miniature Art Exhibition.

The gallery show represents an international view this year, with nearly 650 works from 10 countries, including Ireland, Hungary, South Africa, Portugal and Australia.

Miniatures are fine art on a small scale, tracing its roots all the way back to the time of cavemen. In the 17th century, British miniature portraits, described as "in little," were cherished, personal keepsakes of loved ones prior to the advent of photography.

With their trademark characteristic being an extreme attention to detail, today's miniature artists follow the one-sixth rule: The subject is depicted at a maximum of one-sixth its actual size. A true miniature is a painting which holds up well under a magnifying glass.

The contemporary miniature re-

val began in America in 1931 when Alyn Williams, founder of the Royal Miniature Society, organized the Washington Society. Since 1971, other groups have been formed, most recently the Florida-based Miniature Artists of America.

The Renee Foosner Art Gallery at Paper Mill Playhouse is open Wednesdays through Sundays, from one hour before performances through the intermission and on Fridays from noon to 3 p.m.

*Parking and admission is free, and visitors do not need a ticket to a Paper Mill performance to gain entry to the gallery. For more information, call (201) 379-3636, ext. 2272.

Music scholarship competition opens

Registration is now open for the 14th annual Sophie and Norman Goldblatt Music Scholarship Competition, which is held in conjunction with Delbarton School in October.

This year the competition is for string players 18 years of age and under who live or attend school anywhere in New Jersey. Contestants are divided into two age categories: 13 years and under; and 14-18 years of age. There are

first and second prize winners in both age groups, and they can receive up to \$1,000 and \$500 respectively, for an award total of \$3,000. Winners also perform in a concert at Delbarton in late October.

For applications and information on requirements, call Sophie or Norman Goldblatt at (201) 584-4130 or write to 112 S. Hillside Ave., Succasunna, N.J. 07876.

GRAND OPENING CELEBRATION

Balloon Arch and Face Painter 10am-2pm July 4th only

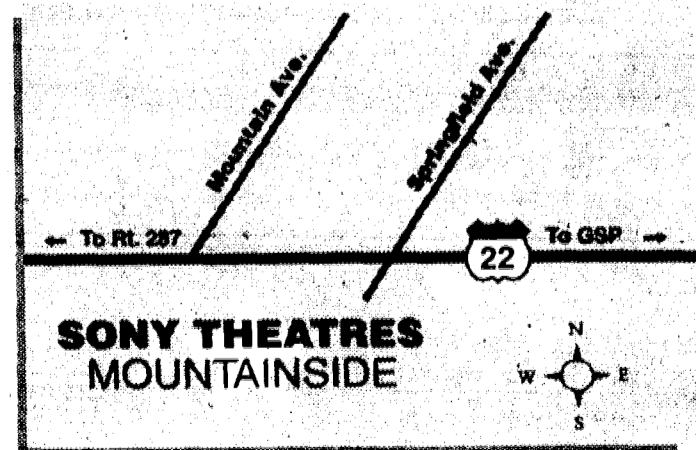
FREE T-Shirts to the first 200 customers July 4th only

- ▶ Today's Hottest Movies
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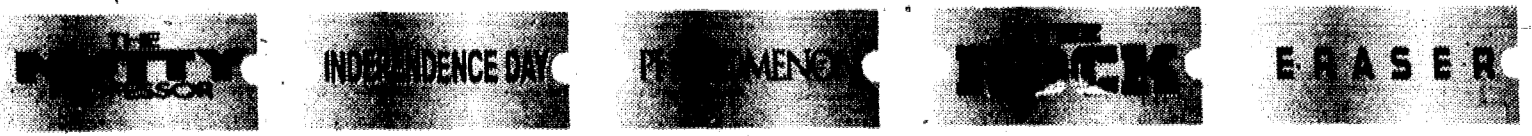
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MARCH OF TIME '96

Museum Guide

The Museum Guide is compiled by Worrall Community Newspapers. It is a list of museums and historic sites in Union County and the surrounding area. To add to the list, send the relevant information to Worrall Community Newspapers at 1291 Stuyvesant Ave., Union, NJ 07083.

- **Littell-Lord Farmhouse Museum & Farmstead** at 31 Horseshoe Road in Berkeley Heights. Hours open: 2-4 p.m. on the third Sunday of each month from April through December, or by appointment. Call 464-0961 for more information.
- **Dr. William Robinson Plantation Museum** at 593 Madison Hill Road in Clark. Hours open: 1-4 p.m. on the first Sunday of each month from April through December. Call 381-3081 for more information.
- **Crane-Phillips House Museum** at 124 Union Ave. N. in Cranford. Hours open: 2-4 p.m. Sundays from September through June, or by appointment. Call 276-0082 for more information.
- **Belcher-Ogden Mansion** at 1046 E. Jersey St. in Elizabeth. Open by appointment only. Call 351-2500 for more information.
- **Boxwood Hall** at 1073 E. Jersey St. in Elizabeth. Hours open: 9 a.m. to 5 p.m., Mondays through Fridays. Call (201) 648-4540 for more information.
- **Woodruff House/Eaton Store Museum** at 111 Conant St. in Hillside. Hours open: 2-4 p.m. on the third Sunday of each month, or by appointment. Call 352-9270 for more information.
- **Deacon Andrew Hetfield House** on Constitution Plaza, off Route 22 West, in Mountainside. Open by appointment only. Call 232-8608 for more information.
- **The Saltbox Museum** at 1350 Springfield Ave. in New Providence. Hours open: 1-3 p.m. on the first and third Sundays, and 10 a.m. to noon on each Thursday of each month. Call 464-0163 for more information.
- **Drake House Museum** at 602 W. Front St. in Plainfield. Hours open: 2-4 p.m. on Sundays. Call 755-5831 for more information.
- **Merchants and Drivers Tavern** at 1632 St. Georges Ave. in Rahway. Open by appointment only. Call 381-0441 for more information.
- **Abraham Clark House** at 101 West Ninth Ave., at Chestnut Street, in Roselle. Open by appointment only. Call 486-1783 for more information.
- **Osborn Cannonball House** at 1840 Front St. in Scotch Plains. Hours open: 2-4 p.m. on the first Sunday of each month. Call 233-9165 for more information.
- **The Cannonball House** at 126 Morris Ave. in Springfield. Open by appointment only. Call (201) 379-2634 for more information.
- **Benjamin Carter House** at 90 Butler Parkway in Summit. Hours open: 9:30 a.m. to noon on Tuesdays; 1:30-4 p.m. on Wednesdays; and 2-4 p.m. on the first Sunday of each month or by appointment. Call 277-1747 for more information.
- **Caldwell Parsonage** at 909 Caldwell Ave. in Union. Hours open: 2-4 p.m. on the third Sunday of each month, except December and January, or by appointment. Call 687-8129 for more information.

Jazz band to perform at Arts Center

The Jazz Series at the Watching Arts Center will continue July 21 with the return of the Red Lion Jazz Band at 2 p.m.

The seven piece group plays traditional jazz, led by cornetist Tex Wyndham and featuring New Jersey's Robbie Scott on drums.

Tickets cost \$15, including light intermission refreshments.

Wyndham, a nationally known jazz historian and writer, heads up the band with his silver cornet.

He researches tunes others have forgotten, resulting in a program of pieces the audience probably has never heard, but will want to hear again. Wyndham also has played solo dates for the Jazz Series with his other specialty, authentic ragtime piano.

The Delaware-based band has been a working unit for more than 30 years, with regular concerts on its home turf and invitations to many of the major festivals throughout the region. It was the first out-of-town band to play the popular Manassas Festival, and once shared a date with Count Basie.

Only the instrumentation is typical. In addition to Wyndham's cornet, the front line includes clarinet and trombone. They're backed by a full rhythm section: piano, tuba, banjo and drums.

Sometimes even a washboard.

Robbie Scott, a dynamo on the skins and cymbals, will sit in for Red Lion's drummer, who can't make the trip. His own swing band is a popular choice for dances, parties and concerts in the region.

This concert initiates a string of Sunday Specials, a subset of the Jazz Series featuring larger bands playing matinee concerts. Refreshments will include both hot and cold drinks, plus some baked items.

Future Sunday Specials include a stellar group being assembled by Ken Peplowski, on sax and clarinet, and featuring Randy Sandke, on cornet and trumpet, set to play Sept. 15.

On Oct. 27, the New Orleans Syncopators, a seven-piece Dutch band, will visit as part of a tour of America.

The gallery at the Watching Arts Center is a fine acoustic room, needing light amplification for vocals only. Seating is close up, with unimpeded sightlines. Given the nature of the hall, seating is limited.

Reservations can be made by calling 753-0190, and leaving a message if necessary. Tickets are held at the door for pick-up and payment. There is free parking adjacent to the building, or at nearby municipal lots.

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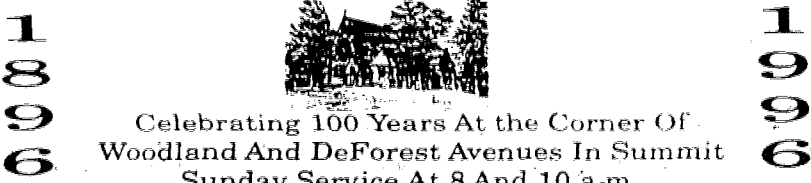


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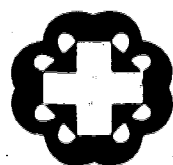
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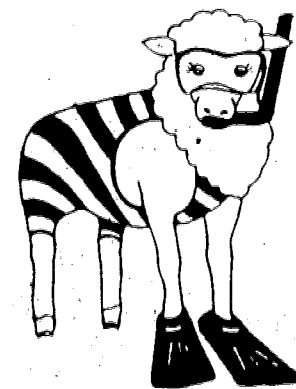
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MARCH OF TIME '96

Fireworks on the Fourth

Springfield

The Township of Springfield will hold its Independence Day picnic and fireworks display on July 4 beginning at 6 p.m.

For a \$2 donation, township residents may enter Meisel Field, located off Meisel Avenue to view the display. Food and beverages, provided by caterers, will be available.

In addition, entertainment, provided by Harry O will

lead up to the fireworks display, which will begin after sundown.

The fireworks will be handled by Garden State Fireworks.

Clark

The Township of Clark also has planned a fireworks display at Arthur L. Johnson Regional High School. The event will begin at 9 p.m.

A rain date has also been scheduled for Sunday.

Symphony Orchestra announces performances for summer '96

This summer, the New Jersey Symphony Orchestra will perform more than 20 concerts at various venues, parks, and music festivals across the state, including the return of the Amadeus Festival, as well as performances at the Waterloo Music Festival and the Garden State Arts Center.

The orchestra will perform a pops program of music from classic films at several venues in late June and early July, and a classical pops program in August of music to do with various myths, legends and stories.

Many of these performances will take place outdoors.

In August, a second pops program, "Music Tells a Tale," sponsored in part by Chemical Bank, will be performed at Echo Lake Park in Mountainside on Aug. 7.

The concert will celebrate the use of music to capture the spirit of a legend or myth, and is offered free to the public. Works such as "The Sorcerer's Apprentice" by Dukas, "Scheherazade" by Rimsky-Korsakov, and Wagner's "Ride of the Valkyries," as well as Rossini's "Overture to William Tell," and the "1812 Overture" by Tchaikovsky, will be featured on the program. Call (800) ALLEGRO for additional information about the NISO Summer Parks Concerts.

Artistic Director and Conductor Zdenek Macal and the NISO announced the second annual Amadeus Festival, a special summer concert series celebrating the music of Wolfgang Amadeus Mozart, will take place July 11-27 at the Temple B'nai Jeshrun in Short Hills.

The Mozart program will feature guest artists Horacio Gutierrez, piano; Mariam Fried, violin; and soprano Carolyn Blackwell. Additionally, two NISO members, Robert Wagner, bassoon; and Lucinda Lewis, French horn, also will be featured as soloists.

The festival will include the "Cafe Mozart," with Viennese pastries and live musical performances; pre-concert talks; a special buffet dinner one-and-a-half hours before the performance. All buffet dinner and picnic reservations must be made before Wednesday. Call NISO Special Event Coordinator Carol Schaffer at (201) 624-3713 ext. 214 for additional information. Tickets for the 1996 Amadeus Festival are available at the same price as last year, with a three-concert subscription for \$90, \$66, or \$39, and single tickets for \$35, \$25, or \$15. Call (201) 624-8203, Mondays through Saturdays from 11 a.m. to 5 p.m., for tickets and additional information.

The Rutgers Festival Orchestra, conducted by Richard Aldon Clark, will perform with soloist Ruth Laredo at Rutgers SummerFest on Saturday at 8 p.m. in Nicholas Music Center on Rutgers' Douglass Campus.

Orchestra will perform

For information or to charge tickets, call the Rutgers Arts Center in 908/932-7511.

Tickets are \$22, with discounts available for groups and student rush.

Grammy winning quartet to play

The Emerson String Quartet will perform music by Schubert, Janacek and Debussy July 19 at 8 p.m. in Nicholas Music Center at Rutgers University.

Dedicated to the performance of the classical repertoire,

the quartet has a strong commitment to the commissioning and performance of 20th century music.

Tickets are \$22, with discounts available for groups and student rush. For information or to charge tickets, call the Rutgers Arts Center at 932-7511.

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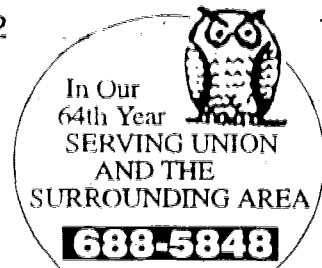
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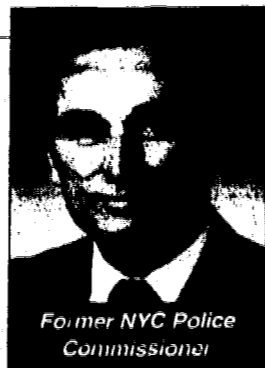
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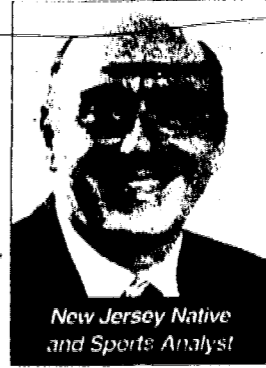
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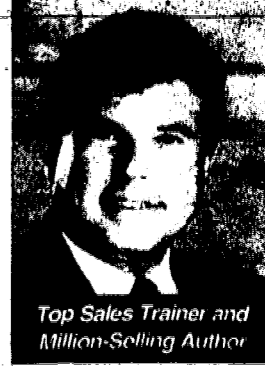
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HEALTH/FITNESS & MEDICINE

Cornell Hall honors its volunteers

For National Volunteer Week, Cornell Hall Nursing and Rehabilitation Center in Union honored its volunteers, ranging from a eucharistic ministers to a pet therapists, at a volunteer recognition ceremony.

Among those who gave their valuable time to benefit Cornell Hall residents was Irvington resident Pete McConnell.

McConnell, 82, has been a Cornell Hall volunteer for 25 years, and recently announced his retirement.

"It's been a pleasure for 25 years," said McConnell, who is retiring to spend more time with his wife, Catherine, of 55 years.

Cornell Hall residents depended on McConnell for weekly visits and communion. He started coming to the facility with his wife in 1970. "Her sister was a resident at Cornell Hall for 17 years, and while she visited with her, I started to visit with the other residents," he said. He spent time with them at lunch and during recreational activities.

In 1981, McConnell became a eucharistic minister with the Holy

Spirit Parish in Union, where he helped distribute communion at Sunday mass. Through the church, he also delivered communion to Cornell Hall residents on Wednesdays and Sundays.

"I liked the people and residents, and they looked forward to my coming. When I would go away on vacation, they would holler at me and give me heck, because they hadn't received their communion," he recalled.

Though he is Catholic, McConnell treated all religious affiliated residents equally. "To me everyone is a human being. I just didn't go to the Catholics. I was a volunteer for all denominations," he said.

"People barely have time to sit and take a break from their family, work and home responsibilities. It is so easy to forget the little things that mean so much, like spending time with an elderly person," said Recreational Director Shani Britt.

"We're grateful for Mr. McConnell's 25 years of involvement. I

know he will be dearly missed." Residents, administration and staff presented him with a certificate of appreciation.

To ease the transition, McConnell helped train Union resident Mae Lopina to help give communion to residents. "Mae followed me for two years. I broke her in, and she'll do a good job," he said.

When not volunteering, McConnell likes to spend time with his wife and visit his daughter in Michigan, and grandson Glenn in Illinois. "I have a good life and good family. I am blessed," he also said.

Previously, he worked at Pathmark, in Union, as a manager. He also co-owned a deli, Tully and McConnell, in Newark. "Tully and I were in the same business together and married sisters together," he joked. He retired in 1980.

Cornell Hall Nursing and Rehabilitation Center is an affiliate of the Saint Barnabas Health Care System.

Overlook becomes first in state to win OK of children's group

Overlook Hospital has become one of nine stereotactic radiosurgery centers in the country and the only one in New Jersey to receive approval from the Children's Cancer Group to use their protocol to treat children with brain tumors.

The group approved Overlook's use of their protocol, which is a plan for the treatment of recurrent brain tumors after the child has been treated with surgery, chemotherapy and radiation.

The Children's Cancer Group is a group of 130 hospitals that administer to children with cancer and the approval is a recognition of Overlook Hospital's medical and technical expertise in the delivery and care to these children.

A protocol is an outline of medical treatment that also serves as a collection process for continuing research on the effectiveness of the treatment.

"Until the development of this protocol, there were no good treatment options available for children after surgery, chemotherapy and traditional radiation therapy were used," said Dr. Louis Schwartz, director of Radiation Oncology and co-director of the Overlook Stereotactic Radiosurgery Center. "The patients we will see are those thought to have been cured and have had subsequent recurrence."

The plan is based on experience with adults, where the treatment of tumors with radiosurgery has met with some success, often prolonging life for several years. Tumor response has been experienced in about one-third of all cases where radiosurgery has been used.

Stereotactic radiosurgery uses a highly focused burst of radiation to treat a recurrent or inoperable tumor. The focused radiation beam is directed at the tumor, sparing normal healthy tissue surrounding it. Radiosurgery is performed if the tumor is small, or after neurosurgery has eliminated most of the growth.

If the remains of the tumor are

deemed inoperable by the neurosurgeon, the child is then a candidate for radiosurgery. While gliomas are the most common, radiosurgery can be used on any brain tumor. The dosage of radiation is the same for children as it is for adults.

"Radiosurgery is a way of treating tumors in a much less invasive manner," said Dr. Brian Beyerl, an attending surgeon and co-director of the Overlook Hospital Stereotactic Radiosurgery program. "The results of radiosurgery have been encouraging; it gives the physician another option in cases where further neurosurgery may be damaging to the brain."

According to Beyerl, the advent of radiosurgery treatment means that surgeons may be less likely to perform traditional surgery and now have a treatment option for areas of the control centers of the brain where tumors are deemed inoperable, such as the hypothalamus and the brainstem.

The radiosurgery is coordinated by the hospital's Valerie Fund Children's Center for Cancer and Blood Disorders, which provides specialized treatment and planning for children with cancer. The center, under the medical direction of Dr. Steven Halpern, sees between 20 and 30 new patients every year with another, 75-100 on active treatment.

The center acts as the contact point, with patients coming to the center for evaluation, treatment planning and oversight, and referrals.

"The approval to perform radiosurgery on children recognizes Overlook Hospital's Valerie Center and Radiosurgery Center as leaders in the treatment of childhood cancers," Halpern said. "The Children's Cancer Group is a major organization that acknowledges Overlook Hospital as a Center of Excellence."

Treatment with radiosurgery is non-invasive and takes approximately

one hour. Children undergoing radiosurgery are fitted with a frame to keep their head still and may require sedation depending upon their age. Most require a one night stay in the hospital. Adults requiring radiosurgery receive a local anesthetic and most are discharged the same day.

Overlook Hospital, a founding member of Atlantic Health System, was the first hospital in New Jersey to offer radiosurgery to oncology patients.

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Pediatrics group expands

The Valerie Fund, New Jersey's largest provider of comprehensive care for children with cancer and blood disorders, has announced the addition of a sixth center to its growing network of pediatric oncology/hematology centers — one of the most advanced in the country. The new Valerie Fund Center is located at the Saint Barnabas Health Care System in Livingston.

The center will be a joint partnership of United/The Children's Hospital of New Jersey and Saint Barnabas Health Care System. The Children's Hospital of New Jersey is the largest and most specialized provider of care to the children of New Jersey. Saint Barnabas Health Care System is the largest health care provider in the state, treating nearly 1.5 million patients annually. The alliance will be called the Children's Health Network.

Richard Sills, director of the new Valerie Fund Center, as well as director of the Valerie Fund Center at United/The Children's Hospital of New Jersey, said between 20 percent and 40 percent of pediatric patients in the immediate catchment area of Saint Barnabas Medical Center need-

ing hematology and oncology services travel to New York City for care. In an effort to continue the mission upon which The Valerie Fund was initiated, this new center at Saint Barnabas will spare patients and their families the added anxiety of having to travel long distances in order to receive the finest state-of-the-art medical care.

The new Valerie Fund Center at Saint Barnabas is staffed by six pediatric hematologists and oncologists, a dedicated nursing staff, psychological support including social services and play therapy, as well as administrative staff. Building on the comprehensive services in place for adult cancer patients at Saint Barnabas, the Valerie Fund Center at Saint Barnabas will provide a range of services addressing the medical needs of patients and families.

In addition to state-of-the-art medical care, The Valerie Fund offers emotional support and counseling to children and their families, and operates Camp Happy Times for children with cancer. The Valerie Fund Children's Centers are located at Children's Hospital of New Jersey/United Hospital Medical Center in Newark, Cooper Hospital

UMDNJ researchers find 'alcoholic' gene

Researchers at the University of Medicine and Dentistry of New Jersey announced they have identified a genetic abnormality in alcoholics that may account for millions of cases of alcoholism.

The gene studied produces an enzyme that plays a role in regulating a biochemical substance in the nervous system. The researchers discovered the genetic abnormality in the alcoholic patients creates a defective enzyme with reduced activity. Based on the findings of the study, this enzyme is 12 times more likely to occur among alcoholics.

Paul Manowitz, associate professor of psychiatry and neurology at UMDNJ-Robert Wood Johnson Medical School and principal investigator of the study, said the genetic finding is important because it gives medical science a new track for understanding alcoholism.

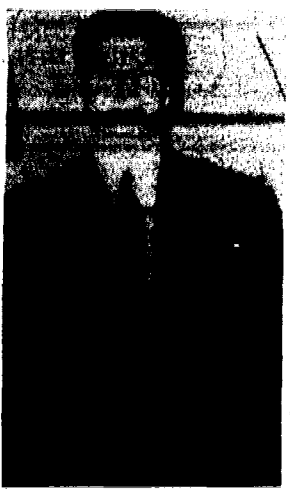
"We have opened a new path of study; but it must be explored further if we are to realize any clinical gain, such as methods of early detection of at-risk individuals and prevention and treatment strategies for those identified as at-risk," Manowitz said.

In two papers published in the journal "Alcoholism: Clinical and Experimental Research," the researchers described their studies of an enzyme called arylsulfatase A.

The deficiency of this enzyme has been shown to result in behavioral problems, such as attention deficit, impulsivity, hyperactivity, emotional instability, and poor judgment — the same symptoms often found in alcoholics.

The defective enzyme has been shown to be unstable in the cell, resulting in reduced activity. The research team estimates arylsulfatase A is found in 25 million-100 million individuals worldwide.

Dr. Michael DeGeorge



Dr. Michael DeGeorge was born July 17, 1965 in Orange, N.J., the youngest of seven children. Raised in Livingston, he is the son of Mrs. Rose DeGeorge and the late Gabriel DeGeorge.

Dr. George is a 1983 graduate of Seton Hall Prep School, and a 1987 graduate of Seton Hall University, where he earned a bachelor of science degree in biology. He received his Doctor of Chiropractic degree from the New York Chiropractic College in 1991. He associated with Dr. Jody Serra at Cokesbury Chiropractic Center in Lebanon until January 1993. From Cokesbury he then associated with Dr. Edward Chesney at the Affiliated Sports Clinic in Newark and North Arlington through March 1996.

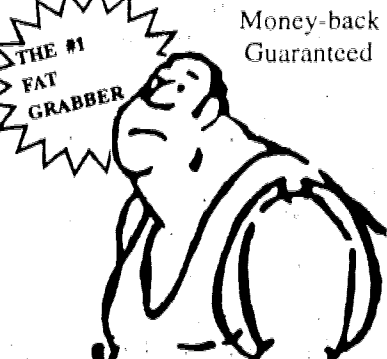
The Doctor has spent the last few months establishing the DeGeorge Chiropractic Center located at 2204 Suite 205B Morris Avenue, Union.

Dr. George and his wife Linda reside in Roselle Park. They enjoy staying in shape by participating in various sports, in particular softball and basketball. They have 14 nieces and nephews which keep them very busy.

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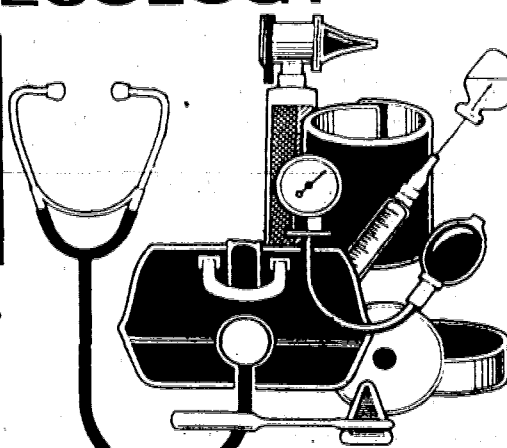
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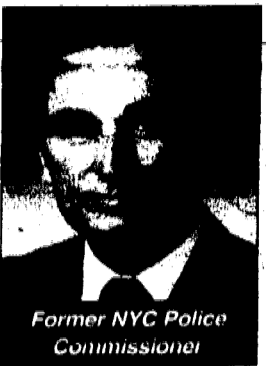
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- ▲ How to Maximize Your Energy Level for Peak Performance



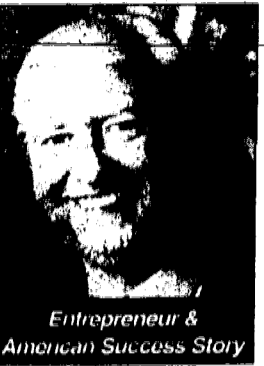
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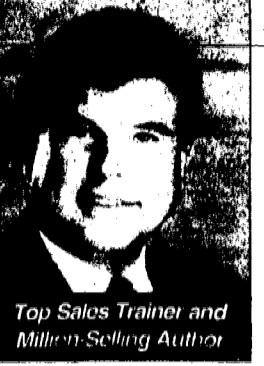
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"Her sister was a resident at Cornell Hall for 17 years, and while she visited with her, I started to visit with the other residents," he said. He spent time with them at lunch and during recreational activities.

In 1981, McConnell became a eucharistic minister with the Holy Spirit Parish in Union, where he helped distribute communion at Sunday mass. Through the church, he also delivered communion to Cornell Hall residents on Wednesdays and Sundays.

"I liked the people and residents, and they looked forward to my coming. When I would go away on vacation, they would holler at me and give me heck, because they hadn't received their communion," he recalled.

Though he is Catholic, McConnell treated all religious affiliated residents equally. "To me everyone is a human being. I just didn't go to the Catholics. I was a volunteer for all denominations," he said.

"People barely have time to sit and take a break from their family, work and home responsibilities. It is so easy to forget the little things that mean so much, like spending time with an elderly person," said Recreational Director Shani Britt.

"We're grateful for Mr. McConnell's 25 years of involvement. I know he will be dearly missed." Residents, administration and staff presented him with a certificate of appreciation.

To ease the transition, McConnell helped train Union resident Mae Lopina to help give communion to residents. "Mae followed me for two years. I broke her in, and she'll do a good job," he said.

When not volunteering, McConnell likes to spend time with his wife and visit his daughter in Michigan, and grandson Glenn in Illinois. "I have a good life and good family. I am blessed," he also said.

Previously, he worked at Pathmark, in Union, as a manager. He also co-owned a deli, Tully and McConnell, in Newark. "Tully and I were in the same business together and married sisters together," he joked. He retired in 1980.

Cornell Hall Nursing and Rehabilitation Center is an affiliate of the Saint Barnabas Health Care System.

Overlook becomes first in state to win OK of children's group

Overlook Hospital has become one of nine stereotactic radiosurgery centers in the country and the only one in New Jersey to receive approval from the Children's Cancer Group to use their protocol to treat children with brain tumors.

The group approved Overlook's use of their protocol, which is a plan for the treatment of recurrent brain tumors after the child has been treated with surgery, chemotherapy and radiation.

The Children's Cancer Group is a group of 140 hospitals that administer to children with cancer and the approval is a recognition of Overlook Hospital's medical and technical expertise in the delivery and care to these children.

A protocol is an outline of medical treatment that also serves as a collection process for continuing research on the effectiveness of the treatment.

"Until the development of this protocol, there were no good treatment options available for children after surgery, chemotherapy and traditional radiation therapy were used," said Dr. Louis Schwartz, director of Radiation Oncology and co-director of the Overlook Stereotactic Radiosurgery Center. "The patients we will see are those thought to have been cured and have had subsequent recurrence."

The plan is based on experience with adults, where the treatment of tumors with radiosurgery has met with some success, often prolonging life for several years. Tumor response has been experienced in about one-third of all cases where radiosurgery has been used.

Stereotactic radiosurgery uses a highly focused burst of radiation to treat a recurrent or inoperable tumor. The focused radiation beam is directed at the tumor, sparing normal healthy tissue surrounding it. Radiosurgery is performed if the tumor is small, or after neurosurgery has eliminated most of the growth.

If the remains of the tumor are

deemed inoperable by the neurosurgeon, the child is then a candidate for radiosurgery. While gliomas are the most common, radiosurgery can be used on any brain tumor. The dosage of radiation is the same for children as it is for adults.

"Radiosurgery is a way of treating tumors in a much less invasive manner," said Dr. Brian Beyerl, an attending surgeon and co-director of the Overlook Hospital Stereotactic Radiosurgery program. "The results of radiosurgery have been encouraging; it gives the physician another option in cases where further neurosurgery may be damaging to the brain."

According to Beyerl, the advent of radiosurgery treatment means that surgeons may be less likely to perform traditional surgery and now have a treatment option for areas of the control centers of the brain where tumors are deemed inoperable, such as the hypothalamus and the brainstem.

The radiosurgery is coordinated by the hospital's Valerie Fund Children's Center for Cancer and Blood Disorders, which provides specialized treatment and planning for children with cancer. The center, under the medical direction of Dr. Steven Halpern, sees between 20 and 30 new patients every year with another 75-100 on active treatment.

The center acts as the contact point, with patients coming to the center for evaluation, treatment planning and oversight, and referrals.

"The approval to perform radiosurgery on children recognizes Overlook Hospital's Valerie Center and Radiosurgery Center as leaders in the treatment of childhood cancers," Halpern said. "The Children's Cancer Group is a major organization that acknowledges Overlook Hospital as a Center of Excellence."

Treatment with radiosurgery is non-invasive and takes approximately

one hour. Children undergoing radiosurgery are fitted with a frame to keep their head still and may require sedation depending upon their age. Most require a one night stay in the hospital. Adults requiring radiosurgery receive a local anesthetic and most are discharged the same day.

Overlook Hospital, a founding member of Atlantic Health System, was the first hospital in New Jersey to offer radiosurgery to oncology patients.

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Pediatrics group expands

The Valerie Fund, New Jersey's largest provider of comprehensive care for children with cancer and blood disorders, has announced the addition of a sixth center to its growing network of pediatric oncology/hematology centers — one of the most advanced in the country. The new Valerie Fund Center is located at the Saint Barnabas Health Care System in Livingston.

The center will be a joint partnership of United/The Children's Hospital of New Jersey and Saint Barnabas Health Care System. The Children's Hospital of New Jersey is the largest and most specialized provider of care to the children of New Jersey. Saint Barnabas Health Care System is the largest health care provider in the state, treating nearly 1.5 million patients annually. The alliance will be called the Children's Health Network.

Richard Sills, director of the new Valerie Fund Center, as well as director of the Valerie Fund Center at United/The Children's Hospital of New Jersey, said between 20 percent and 40 percent of pediatric patients in the immediate catchment area of Saint Barnabas Medical Center need-

ing hematology and oncology services travel to New York City for care. In an effort to continue the mission upon which The Valerie Fund was initiated, this new center at Saint Barnabas will spare patients and their families the added anxiety of having to travel long distances in order to receive the finest state-of-the-art medical care.

The new Valerie Fund Center at Saint Barnabas is staffed by six pediatric hematologists and oncologists, a dedicated nursing staff, psychological support including social services and play therapy, as well as administrative staff. Building on the comprehensive services in place for adult cancer patients at Saint Barnabas, The Valerie Fund Center at Saint Barnabas will provide a range of services addressing the medical needs of patients and families.

In addition to state-of-the-art medical care, The Valerie Fund offers emotional support and counseling to children and their families, and operates Camp Happy Times for children with cancer. The Valerie Fund Children's Centers are located at Children's Hospital of New Jersey/United Hospital Medical Center in Newark, Cooper Hospital-

UMDNJ researchers find 'alcoholic' gene

Researchers at the University of Medicine and Dentistry of New Jersey announced they have identified a genetic abnormality in alcoholics that may account for millions of cases of alcoholism.

The gene studied produces an enzyme that plays a role in regulating a biochemical substance in the nervous system. The researchers discovered the genetic abnormality in the alcoholic patients creates a defective enzyme with reduced activity. Based on the findings of the study, this enzyme is 12 times more likely to occur among alcoholics.

Paul Manowitz, associate professor of psychiatry and neurology at UMDNJ-Robert Wood Johnson Medical School and principal investigator of the study, said the genetic finding is important because it gives medical science a new track for understanding alcoholism.

"We have opened a new path of study, but it must be explored further if we are to realize any clinical gain, such as methods of early detection of at risk individuals and prevention and treatment strategies for those identified as at risk," Manowitz said.

In two papers published in the journal "Alcoholism: Clinical and Experimental Research," the researchers described their studies of an enzyme called aryl sulfatase A.

The deficiency of this enzyme has been shown to result in behavioral problems, such as attention deficit, impulsivity, hyperactivity, emotional instability, and poor judgment — the same symptoms often found in alcoholics.

The defective enzyme has been shown to be unstable in the cell, resulting in reduced activity. The research team estimates aryl sulfatase A is found in 25 million-100 million individuals worldwide.

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Dr. Michael DeGeorge

Dr. Michael DeGeorge was born July 17, 1965 in Orange, N.J., the youngest of seven children. Raised in Livingston, he is the son of Mrs. Rose DeGeorge and the late Gabriel DeGeorge.

Dr. George is a 1983 graduate of Seton Hall Prep School, and a 1987 graduate of Seton Hall University, where he earned a bachelor of science degree in biology. He received his Doctor of Chiropractic degree from the New York Chiropractic College in 1991. He associated with Dr. Jody Serrá at Cokesbury Chiropractic Center in Lebanon until January 1993. From Cokesbury he then associated with Dr. Edward Chesney at the Affiliated Sports Clinic in Newark and North Arlington through March 1996.

The Doctor has spent the last few months establishing the DeGeorge Chiropractic Center located at 2204 Suite 205B Morris Avenue, Union.

Dr. George and his wife Linda reside in Roselle Park. They enjoy staying in shape by participating in various sports, in particular softball and basketball. They have 14 nieces and nephews which keep them very busy.

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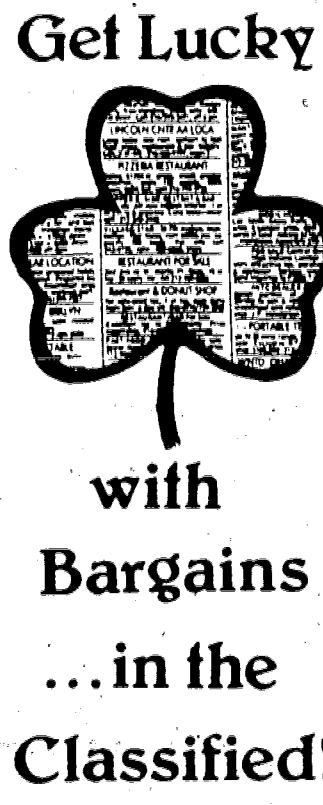
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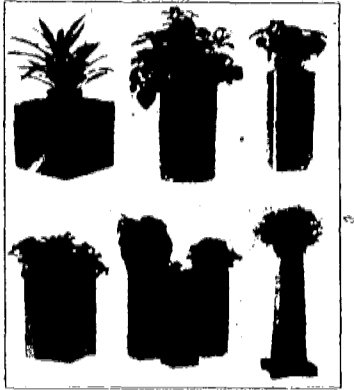
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Real Estate

TRANSACTIONS

Real estate transactions are recorded in the office of the county clerk. Worrall Newspapers publishes an abbreviated version of all transactions recorded in the 12 Union County municipalities the newspapers cover. The information is provided by TRW Property Data, a Fort Lauderdale, Fla., information service, and is published approximately six weeks after it is filed in the county clerk's office. Worrall Newspapers publishes the transactions on the first and third Thursdays of every month.

Clark
 Rosario and Marlene Castro et al sold property at 69 Schwinn Drive to David Francisco for \$230,000 on April 13.
 Alfred E. Watts sold property at 141 Thomas Drive to Christopher Didonato for \$222,500 on April 15.

Elizabeth
 Luigi and Elizabeth Pinto sold property at 36 Smith St., to Manuel Gaspar for \$105,000 on March 27.
 Maria F. Santos sold property at 1047-9 Fairmount Ave., to Mary E. Duffoo for \$71,000 on March 28.
 Bristol Oaks LP sold property at 109-11 Elmora Ave., to Esther J. Borges for \$98,500 on March 28.
 Jerome Danish et al sold property at 819 Van Buren Ave., to Aida Y. Habeeb for \$90,000 on March 28.
 Jose M. and Emelina Diaz sold property at 514 Franklin St., to Jose L. Sanchez for \$141,000 on March 29.
 Fermin L. Hernandez sold property at 171 Jacques St., to Gonzalo Quesada for \$100,000 on March 29.
 Daniel Barca sold property at 1351-53 Alina St., to Paulo Silva for \$165,000 on March 29.
 Kumud Jhaveri sold property at 559-561 Morris Ave., to Madeline Cumba for \$160,000 on March 29.
 Luis Manuel et al sold property at 735-739 Vine St., to Julia E. Corbo for \$126,000 on March 29.

Hillside
 Julio Moreira et al sold property at 348 Sanford Ave., to Jasbir Ghotra for \$13,673 on April 4.
 Robert H. and Mary E. Harris et al sold property at 1420-22 Franklin St., to Wanda Whetston for \$85,500 on April 5.
 Victor Varandas et ux et al sold property at 160 Silver Ave., to Jose L. Sousa for \$215,000 on April 8.

Kennilworth
 James J. and Donna M. Saeger sold property at 25 S. 21st St., to Linda F. Murphy for \$195,000 on April 1.
 Robert J. and Patricia J. Marconi sold property at 335 Boulevard to Michael Gaffey for \$153,500 on April 1.

Linden
 Sheriff and County of Union sold property at 520 Van Buren St., to Mike Gerardo for \$70,600 on April 2.
 Stephanie J. Will sold property at 509 N. Park Ave., to Joseph O. Principato Jr. for \$127,500 on April 3.
 Jan and Janina Kwiatkowski sold property at 110 W. Munsell Ave., to Andrzej Sliwa for \$165,000 on April 4.

Rahway
 GE Capital Mortgage Services Inc. sold property at 920 Randolph Ave., to Ernest Hundley for \$129,000 on April 3.
 Marshall Fine sold property at 466 Cornell Ave., to Brenda Johnson for \$95,000 on April 9.

Springfield
 Frieda W. Khapp sold property at 87 Kew Drive to Craig Koref for \$156,000 on April 1.
 Julia R. Johnson sold property at 155 Pitt Road to Reginold W. Hackett for \$168,500 on April 1.

Summit
 Jean F. Brady sold property at 8 Cedric Road to Patrick M. O'Malley for \$650,000 on April 1.
 Hubert N. and Doris K. Fiaccone sold property at 35 Dale Drive to David E. Quint for \$514,000 on April 3.
 Helga Seecer sold property at 79 Beekman Road to Ralph Grishman for \$545,000 on April 4.

Union
 Esther Minnici et al sold property at 837 Hobson St., to Walter Kuczynski for \$190,000 on March 12.
 Louise V. Cerami sold property at 1515 Rose Terrace to Mohamed Z. Ashrafally for \$121,000 on March 12.
 Richard J. Magerkurth et ux sold property at 912 Galloping Hill Road to Patricia Vanhise for \$152,500 on March 12.
 Sheriff and County of Union sold property at 932 Potter Ave., to JNH Funding Corp. for \$60,000 on March 14.
 Milkwood-Liberty Associates LP sold property at 968 Liberty Ave., to George M. Barton for \$158,000 on March 14.
 Anthony B. Shans sold property at 2088 Tyler St., to Virginia Hoeftle for \$120,000 on March 15.
 Jerome Lapides sold property at 1225 Oakland Ave., to Aaron Red-sicker for \$153,000 on March 15.
 Robert and Sharon D'Angelo sold property at 2639 Jullat Place to Fer-nando Daconceicao for \$150,000 on March 18.
 Donald R. and Barbara A. Schmid sold property at 347 Newark Ave., to Carlos Rivera for \$160,000 on March 21.
 William Strazza et al sold property at 130 Headley Terrace to Frank J. Chiappetta for \$169,900 on March 22.
 John J. Leitner sold property at 1073 Pine Ave., to Gerardo Guardado for \$160,000 on March 22.
 Robert A. Roth et al sold property at 967 Moessner Ave., to Arelys Gregoires for \$129,000 on March 22.
 Mark and Barbara Donaldson sold property at 649 Summit Road to James E. Healey for \$153,000 on March 25.
 James R. and Joyce C. Cook Jr. sold property at 620 Thoreau Terrace to Randall W. Thompson for \$152,000 on March 25.
 Michael P. and Marlene A. Calleo sold property at 348 Meade Terrace to Mark Donaldson for \$230,000 on March 25.
 Alvin and Barbara Sirota sold property at 596 Evergreen Parkway to Richard L. Fletcher for \$211,500 on March 26.
 Christine C. Bayuk et al sold property at 198 Hollywood Ave., to Ella Daguindeau for \$76,000 on March 27.
 Elderly Adults sold property at 1944 Hillside Ave., to Mitchell J. Honbrat for \$100,000 on March 27.
 Steven M. and Catherine G. Tighe sold property at 1738 Kenneth Ave., to Tracy Young for \$162,000 on March 28.
 Steven and Vicky Davies sold property at 116 Wyoming Ave., to Angel Londono for \$125,000 on March 28.
 Marian Shuhala sold property at 1203 Harding Ave., to Tho C. Nguyen for \$137,000 on March 28.
 Esther K. Wilshaw sold property at 170 Tenner Ave., to Elizabeth Desa for \$113,000 on March 29.
 Maria DiBlasi et al sold property at 501 Scotland Road to Frank P. Arace for \$50,000 on March 30.

Roselle
 Lak Associates sold property at 103 Floral St., to Marilyn Tate for \$119,800 on April 4.
 Marion E. Juels sold property at 404 W. 6th Ave., to Michelle Reese-Covington for \$90,000 on April 11.

Roselle Park
 Thomas A. Wood Jr. sold property at 431 Seaton Ave., to Victor M. Gumabao for \$107,000 on April 1.

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APARTMENT TO RENT

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ELIZABETH. FURNISHED apartment to rent. All utilities paid. Convenient to laundry, transportation and shopping. Reasonably priced. 908-352-4621, before 6PM.

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HILLSIDE. 4 ROOMS. 1, 2 bedrooms, dining room optional. 1st floor, one month rent, one month security. September 1st. 908-355-6952.

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MAPLEWOOD. MODERN 3 room apartment, 1 bedroom, in excellent area, Union border. \$650 plus utilities. Must pass credit check. No pets. Includes storage, laundry room and parking. 201-471-8717.

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UNION. 3 ROOMS. Available August 1st. \$675 monthly. All utilities paid. Non-smoker, no pets. 1 month security. 908-687-1296.

UNION. 3 ROOMS. excellent condition. Near Union Center. Must see. Available immediately. 908-851-9493.

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CEMETERY PLOTS HOLLYWOOD MEMORIAL PARK

Gethsemano Gardens, Mausoleums. Office: 1500 Stuyvesant Ave., Union. 908-688-4300.

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(A) 1 Yr Arm (B) 30 Yr Jum (C) 5/1 Arm (D) 30 Yr Biweekly (E) 5/1/30 (F) 7/1 Arm (G) C.O.F.I. Arm (H) 10/1 Arm (I) 1 Yr Jumbo (J) 30 Yr home prog (K) 5/25 (L) 5 Yr Bal (M) 3/1 Arm (N) Eq Line (O) 3/3 Arm (P) 1% Fixed Rate (Q) 15 Yr Fixed (R) 15 Yr Jumbo (a) includes appraisal & credit rep (b) 150 app fee/5 yr Bal. (c) pts ref at closing (d) 75 day lock (e) free float down (f) app fee ref at closing (g) \$175 credit at closing (h) 30 day commitment. A.P.R. - Contact lenders for calculated Annual Percentage Rates. APP FEE - single family homes. Minimum 45-60 day rate lock. Rates are supplied by the lenders and are presented without guarantee. Rates and terms are subject to change. Lenders interested in displaying information should contact Cooperative Mortgage Information @ (201) 762-8313. For more information, borrowers should call the lenders. Contact lenders for information on other mortgage products and services. Cooperative Mortgage Information assumes no liability for typographical errors or omissions. Contact institutions for additional fees which may apply. Rates listed were supplied by the lenders on June 26-28, 1996. N/P - Not provided by institution. Copyright, 1996. Cooperative Mortgage Information - All Rights Reserved.

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Advertisement for MANGELS & CO. Realtors featuring photos of three properties: ROSSELLE PARK GREAT STARTER, LINDEN COZY CAPE, and UNION BATTLE HILL SECTION. Includes contact information for 367 Chestnut St. Union, N.J. 688-3000.

Automotive

This fall, Cadillac introduces the all-new sporty '97 Catera

When the new Catera goes on sale this fall, Cadillac will become the first U.S. automaker to introduce a vehicle into the entry-luxury market. The entry-luxury market, which is now made up of European and Japanese sedans in the \$25,000 to \$40,000 price range, has emerged as one of the fastest-growing segments in the automobile market. As recently as 1991, entry-luxury cars accounted for just 25 percent of the U.S. luxury car market. By 1995, they had captured 39 percent of the U.S. luxury car market. By 1995, they had captured 39 percent of the luxury market in the United States, and 46 percent of the luxury market worldwide. Competing head-to-head with BMW, Lexus, Mercedes-Benz and other luxury carmakers requires a serious commitment. As Cadillac's first entry-luxury car, Catera represents just such a commitment. Catera was jointly developed by Cadillac and Adam Opel AG. It is based on the highly successful Opel Omega MV6, and it will be manufactured in Germany by Opel. To support

Catera, Cadillac will continue to improve its class-leading Ownership Privileges program. The company will also unveil a number of innovative customer relations programs for Catera, which will be discussed in more detail as the car's fall 1996 debut approaches. This change in the luxury market is being driven by a major shift in demographics. Baby boomers, many of whom started out driving small import vehicles, are entering their 40s and 50s and beginning to buy and lease luxury vehicles in significant numbers. Though these customers are often affluent, they also tend to be value-conscious. "They like the idea of luxury, but they don't want to go overboard," says Dave Nottoli, Catera brand manager. Catera will play a critical role in bringing this new generation of luxury car buyers to Cadillac. Meeting the expectations of these demanding new customers will require continuous improvement on the part of Cadillac and its dealers.

Customers for entry-luxury cars tend to be among the best educated and most affluent of the baby boomers. The average age of entry-luxury customers is 44, and 73 percent are college graduates. More than 57 percent have professional or managerial careers. Women are the principal drivers of at least half of entry-luxury cars. Changes in the luxury market are being driven by a number of forces. One of the most important is the change in buyer demographics, the move of a huge wave of people born between 1946 and 1964 — people often referred to as baby boomers — into their prime car-buying years. Significant numbers of baby boomers who own businesses or work as professional and managers are entering their peak earning period, a time when people typically begin to consider luxury cars. The tastes and preferences of this group are driving the growing entry-luxury market, and

reshaping the rest of the luxury car market as well. Through extensive research, Cadillac has developed a solid understanding of what these new luxury car customers need and want from their cars. This research has become an integral part of the customer-driven strategy developed by the Catera Brand Team. "These new over-40 customers will be unlike any previous generation," says Nottoli. "Their expectations for quality and service are much higher, and they are much less brand loyal than the generation before." While customers born before 1946

tend to find a brand they like and stick with it, baby boomers don't feel as much loyalty. They are also less likely to favor American brands than those who experienced World War II. The boomer generation is well educated, and boomers consider themselves smart shoppers. Baby boomers also constitute more diverse group of car buyers. In the previous generation of luxury car buyers, 86 percent of those who made the purchase decision were white men. In the new generation, the buyers are far more ethnically diverse, and 51 percent are female. Customers for entry-luxury cars tend to be among the best educated and most affluent of the baby boomers. The average age of entry-luxury customers is 44, and 73 percent are college graduates. More than 57 percent have professional or managerial careers. Women are the principal drivers of at least half of entry-luxury cars. Using focus groups, ride-and-drive programs and other research tools, members of the Catera team have developed and refined their understanding

standing of these demanding new customers. Most entry-luxury buyers are new to the category. They are coming out of non-luxury vehicles, particularly mid-size cars. And while they have the income to buy or lease a variety of luxury vehicles, they are also value-conscious and want to feel that their money is well-spent. The phrase "rational indulgence" sums up their attitudes towards cars. These entry-luxury customers want cars that come with a lot of extras. But they don't want a car that seems excessively expensive. "These customers tend to be sophisticated shoppers," said Nottoli. "They are the ones who take time in the grocery store to read the labels. They shop around, read magazines like Consumer Reports, and talk to their friends and associates. And they are highly sensitive to how they are treated during the sales experience. A subscription to your newspaper keeps your college student close to hometown activities. Call 908-686-7753 for a special college rate.

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Buick strengthens its market position

Building on a successful 1995 model year, Buick strengthens its market position for 1996 with the all-new Riviera and significant improvements in Regal and throughout its product line.

Buick is also continuing to build its relationships with current customers, and developing new ways to bring additional customers into the Buick family, according to Michael J. O'Malley, Buick's general marketing manager.

"Traditionally, we have focused on developing the product and then figuring out ways to sell it," O'Malley said. "Today's winning companies are those that also focus on the customers and the relationship they have with those customers."

The key is to use new methods of communications, better market research and "old-fashioned common sense" to build and maintain relationships with individual customers, he said.

"The best analogy is that of a general store," he said. "In a small-town general store, the owner meets individual customers on a daily basis. That makes it easier to stay in touch with what they need and want, and to resolve any problems quickly and informally."

However, as the number of customers increases, the relationship becomes more distant as the marketer shifts to classic mass marketing, O'Malley said. "With mass marketing techniques, companies focus on one brand at a time, and try to sell that product to as many customers as possible during a given sales period."

Today, Buick is working to come full circle, back to the individual approach, sometimes referred to as relationship marketing, that was more typical of the small-town general store.

"In relationship marketing, you focus on one customer at a time," O'Malley said. "The goal is to sell that customer as many cars as possible over the lifetime of that relationship. This requires an interaction with the customer -- a dialogue, not a monologue."

The 1995 model year sees a continuing effort to enhance the Buick brand, while also building the value of individual car brands.

"The Buick Tri-shield brings new customers to us, and keeps many traditional buyers with Buick," said O'Malley. "However, new buyers tend to be more attracted by the brand character of individual models."

"We need to build these individual brands, to emphasize what makes each model unique, what gives each a competitive advantage. The Buick brand becomes an umbrella over everything. It tells customers that we offer premium American motor cars -- cars that are substantial, distinctive, powerful and mature."

Under this umbrella, individual car lines are designed to meet the needs and desires of well-defined groups of customers.

Skylark, for example, is a well-appointed small Buick with expressive styling and spirited performance. It offers Buick quality and reliability in a small car, and at an affordable price.

Skylark buyers tend to be baby-boomers, often female, who work as middle managers, or in technical trades. They want the quality and reliability of a Buick. But they also want a car that stands out from the cookie-cutter competition and is fun to drive as well.

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