

# Daton County

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WORRALL COMMUNITY NEWSPAPERS

THURSDAY, MARCH 26, 1998 - SECTION B

### http://www.localsource.com

### Never was l alone with Dr. Spock

The scream ripped me out of a sound sleep and onto my feet. Blearly, I powed at the besside clock — 3:20 a.m. I stumbled into my 3-year-old son's room and found him sitting up in his crib screeching like a ban-shee, his usually mischlevous hazel eyes open wide in terror. "No! No! No! Stop it!" he shricked.

snnexed.

I picked him up and hugged him.
"Henry, wake up. You're having a
bad dream. Everything's okay," I

said.

The little boy clung to me, trembling. He was more asleep than awake, caught in the web of a termifying nightmare that he would not even recall a few hours later.

I patiod him and murmured control web as a second of the control web.

forting words. Slowly, the fear los its grip and Henry was his usua

cheerful self.

"A bad doggy was trying to climb in my window," he confided sipping the cup of orange juice brought him. Soon he was asleep

brought him. Soon he was saleop, our big striped cat carded up and purring contentedly in the hollow made by Henry's bent knees.

Threathed a sigh of relief and olid what thousands of parents before me have done when faced with a roublesome facet of childhood behavior that was beyond their understanding — I consulted Dr. Benjamin Spock.

### County Seat

By Jill Hand Regional Editor

Night terrors are normal, nothing to worry about, according to my well-thumbod paperback copy of "Baby and Child Care." Relieved, I

went back to sleep.

Spock, who was 94 when he died
March 15, comforted and informed generations of parents, beginning with those who read his first book, "Common Sense Book of Baby and Child Care," in 1946. His book described what to do

about thumb-sucking and bedwet ting. It covered rashes and common childhood diseases. Later edition discussed child abuse and sures

discussed child abuse and stress over nuclear war. The seventh updated edition of "Baby and Child Care" is sched-uled to be released on May 2, on what would have been his 95th

what would have been me binhday. Spock was a wise, grandfatherly mance at a time when grandpa presence at a time when grandpa rents were becoming less accessi-ble. As society became increasingly mobilized following World War II fewer multi-generational families could be found living under the same roof. Grandpa was likely to be living in a retirement community in Florida while the grandchildrer lived in New Jersey; Spock, howev-er, was always close at hand on the bookshelf or bedside table.

Spock, with his insistence on a humanistic approach to parenting, was a revelation to his first genera-See SPOCK. Page B2

### Freeholders mull transportation funds Elizabeth, Rahway, Linden would benefit

By Sean Dally
Staff Writer
Towns along Routes 1 and 9 could soon be getting county money to help them take advantage of a transporta-

tion initiative.
The county Board of Chosen Freeholders are to vote on a resolution tonight that, if approved, would make \$150,000 available to Rahway, Eti-

zaceth and Linden.

The three municipalities lie along the Routes I and 9 corridor, where the county is in the process of creating a Transportation Development District, or TDD.

According to Freeholder Donald Ooncalves, the money will be available to help the three towns identify what "land resources" within the boundaries they can use to their benefit.

benefit.
"I think there's a lot of exciting things happening in Union county, but you have to have a plan," said Concalves, who is also chairman of the county's Department of Economic

Development.

Right now, the county is working on the TDD to improve the infrastructure, particularly roads, in Rahway, Linden and, eventually, Elizabeth.

Goncaives said there has to be a plan for development in order for these cities to take advantage of the TDD.

The funds, divided three ways — \$50,000 each — for Rahway, Linden and Elizabeth, would be used to deve-lop a TDD plan and identify the vari-ous needs and requirements for deve-lopable land in all three cities. The funds will come out of the county's budget. budget.

consideration the unique characteris-ties of each city, Goncalves said. Rah-

way is working on creating an arts district in its downtown area while Elizabeth will need an inventory of available real estate.

Linden, which Goncalves said has 600 acres of developable land, has been the "first out of the gate with this because they have a particular need to do the." do this.

The TDD is one of several transportation projects that the county announced in June.

amounced in June.

Among these are commuter rail lines connecting the east and west sides of the county and Elizabeth-Newark commuter rail lines ending in Newark's Penn Station. The county is

also trying to rehabilitate the heavier freight rail lines that cross the Arthur Kill into Staten Island.

Goncalves said the TDD would concentrate on roads instead of rail lines.

Whatever plan is adopted would coordinate the efforts of local governments, private business and agencies thise the New Jersey Tumpike Authority and the Port Authority of New York and New Jersey.

The goal is to encourage ec development by preventing gridlock and giving private businesses more access to rail transportation.

### Fanwood's mayor to try for Franks' seat

By Philip Sean Curran Saying that Washington has lost touch with the concerns of working familes, Fanwood Mayor Maryanne S. Connelly last week announced her

S. Connelly last week amounced her acandidacy for the congressional seat held by Republican Bob Franks. Connelly, who is currently serving her first term as mayor, said she has wanted to run for the congressional seal for 10 years and believes now is her best chance to win it. Without directly attacking Franks, Connelly questioned his record and said he has not in his three terms helped the district.

not in his three terms helpoe the district.

"I don't think Congress is representing the needs of this district," she said. "I'm going to bring reality, the real world. to Washington, to Congress."

In a written statement released Tuesday, Franks expressed confidence that he will retain his seat for another term.

"I welcome the opportunity debate the issues of importance to the people of Central New Jerzey, I look debate the issues of importance to the people of Central New Jerzey, I look may be considered to the control of control our state's transportation network, said.

Her key issues include ensuring that social security can support a rapidly aging population; guaranteeing young, often single parent fami-lies the chance to carve out a decent living and giving voters under 21 more access to education funding.

more access to education funding. Connelly said the poople most affocated by those issues are "working families who are concerned about schools, concerned about their taxes, they are concerned about their taxes, they are concerned about their taxes and also concerned about their taxes in the classic role of David versus Golish, she admiss that unseating the popular incumbent will be difficult because she comes from a small town and Franks enjoys wide-spread recognition.

recognition.
"I know it's not going to be easy,"

she said.

Connelly said Franks has done a poor job of bringing federal dollars into New Jersey. Although the state sends more money to Washington than most, it ranks almost dead hast in getting money back, she noted.

That disparily countibutes to the state's high property taxes, she said.

"We are one of the not me time."

"We are one of the top ten states ...
in sending money down there, yet we
are forty-ninth when it comes to getting money back. I think there is
something wrong with that," she said.

Connelly's political carrer began nine years ago when she becar od council member. Serving also as police commissioner during that time, Connelly said she has seen



Maryanne S. Connelly the 103-year-old town, undergo tremendous growth.

One significant moment occured when Connelly led a legal challenge against the Commission on Affordable Housing. COAH had determined that Furwood mast provide more affordable housing units than the town had room for.

Courselly and her fellow council members fought against an attempt by COAH to destroy existing housing units in order to build new one in 1992, their efforts paid off when the state passed a law forbidding COAH from doing as much.

"I stood up for what I believed."

Connelly forsees difficulty in raising enough money to wage a credible campaign against Franks. She antici-pates that she will need to raise \$1

## Congress okays state ISTEA refill

New Jersey's bid to keep drinking from the ISTEA well for the next six years was boosted by a recent vote in Congress. The Senate Voted 94-6 to

Congress. The Senate Voted 94-6 to page a revamped renewal of the Inter-modeal Surface Transportation Effi-ciency Act March 15.

"The Senate passed a bill that calls for spending \$314 billion over the next sit years on mass transist and highway improvements nationwide," said Congressional Bob Franke, Whiten, "I will be fighting for a better deal in the House."

Union. "I will be fighting for a better deal in the House." ISTEA is seven-year-old national funding program for highway, bridge and mass transportation, projects. Funding for ISTEA comes from the federal gasoline tax. New Jersey is among several north-eastern states to benefit from ISTEA funds.

funds

funds.

Improvements to the Midtusm rail-road station in Elizabeth is one of the more recent ISTEA-funded projects. Congessional delegations from southern and western states, however, balked at renewing ISTEA tast fall and wanted a change in the way the funding formula is determined. The Senate and House granted an ISTEA program extension to May 1. Both houses have since been working on renewal versions.

The Senate edition guarantees

states a 91 percent return on every gas tax dollar collected within the state. Other features include \$26 billion drawn from the budget surplus.

drawn from the budget surplus. New Jersey, under the Senate plan, would receive about \$1.05 billion a year, Sen. Bill Lautenberg, D-NJ, said the altocation would increase by an annual \$871 million over the pre-sont formula. "The bill has enough investments

to quench New Jersey's thirst for transportation," said Lautenberg, "I will fight hard to make sure no one tries to force a half-empty glass on New Jersey again."

Franks, however, sees "a mixed bag" in the Senate version.

Franks, however, soes "a mixed bag" in the Seniate version.

"While funding would increase every year, including an additional S100 million amoustly for mass transit improvements, our state's share would decline." said Franks. "Our federal transportation dollars would go from 28 percent to 2.5 percent, has a result, we would get back loss money than we send to Washington." Franks and his House collegeness.

money than we send to Washington." Franks and his House colleagues are working on a \$181 billion version of the 18TEA funding plan. The \$38 billion difference owner from not dipping into the surplus. Republican party leaders in the House are concerned that the additional spending in the Senate bill will exceed limits for a balanced budget.

## FAA hopeful new routing will end noise complaints

By Sean Daily Staff Writer

Staff Writer
The Federal Aviation Administration has started a new and controversial airplane routing plan at Newark
International Airport.
This "260-turn" plan was put into
operation March 15. It is an experi-

operation March 15. It is an experimental routing plan for planes leaving the airport's Ranway 22 and its supposed for reduce airplane engine noise on the ground.

Due to weather conditions, the PAA has not yet had much of a chance to use the new routing.

Jerome Feder of the Holinon County Air Traffic Noise Advisory Board said Monday that most planes have been taking a more northerly route from Ranway 22 due to the direction the prevailing winds have been blowing.

As a result, Feder said, planes have only followed the 260-turn plan for a total of 24 hours since March 15.

FAA spokesman Jim Petersen would not confirm this information. He said the FAA is still in the process of putting together its observations on the new routes.

According to Feder, there have been reports that aircraft noise has worsened under the 250 turn plan.

Petersen said, "This office hasn't received any complaints. I don't know if any other office has received complaints."

Feder said that there hasn't been much time to evaluate the change in noise, if any. The longest time that the planes appeared to be following the 260-turn plan was Sunday and Mon-

Reports from Scotch Plains, peording to Feder, say that the noise "the worse noise they"ve ever

Feder, a Westfield resident, said Feder, a Westitied resident, said that the noise in his town on Sunday and Monday was a "preity bad experience. I don't know if they were following (the 260-tum plan). I went down today (Monday) and they seemed to be following it," he said.

Feder pointed out that Westfield and Scotch Plains were two of the towns that were supposed to get noise relief with the 260-turn plan.

New Jersey residents criticize the plan because they say it results in noise reduction for Staten Island at their expense.

Prior to March 15, aircraft leaving tunway 22 were supposed to follow a

routing plan called the Solberg Miti-

rouning plane tattee on solventy min-gation Plan.

This requires planes taking off from the ranway to make an immedi-ate turn onto the Arthur Kill, which separates Staten Island from New Jersey.

Planes would follow a heading of 220 degrees — south-sough-west— along the relatively unpopulated kill for several miles before turning west and inland toward Solberg Airport, Under the 260-turn plan, one-quarter of the planes leaving Runway 22 would instead urn to a heading of 200 degrees, almost due east, fight

22 would instead turn to a heading or 260 degrees, almost due east, right after leaving the airpon. According to the FAA, this would bring noise relief to the Rahway. Colonia section of Union and Mid-

diesex Counties.

But Feder has said that the 260-turn

plan would increase noise above Linden, Rahway and Clark. He also said the FAA is required to do an Environmental impact Study, similar to the medium for the Solberg plan, before it can change airplane routing at Newark International.

The 260-tum plan would also tummer planes way from the Arthur Kill and Staten Island.

At the beginning of the year, the FAA had told New Jersey residents that it would not implement the 500-tum plan. But it changed its mind after a meeting with Staten Island after a meeting with Staten Island politicitians, which has entaged some New Jersey legislators.

UCATNAB met on Monday to discuss how they would respond to the

cuss how they would respond to the the 260-turn plan. According to Fed-er, UCATNAB is "still pretty much in a watch-and-wait mode."



### **COUNTY NEWS**

### Preservation commended

The Union County Board of Cho-sen Freeholders presented five awards at the Eleventh Annual Historic Pre-servation Commendations March 11 at the Elizabethtown Gas Company in

The projects include the restoration ntral Railroad of New Jersey Station completed by the City of Elizabeth; the alterations to the Rosell Fire House; the continuing mainte-nance of the Robert Gordon School in Roselle Park, and the preservation of the Shakespeare Garden of Cedar-brook Park in Plainfield by the Plainbrook Park in Plainfield by ure ..... field Garden Club in cooperation with the county's Division of Parks and

Robin Reed of Summit was honored for her contributions to the restoration of the Reeves-Reed Arboretum

ration of the Reoves-Read Arboreum, and her leadership in preservation intailves in the municipality. The program also featured a prestation by Linda Waller, president of the Lawraide Historical Society, who has been instrumental in the restoration of the Peter Mott House for use as a museum in Lawraide. The community is believed to be the oldest incorporated black municipality in the nation.

nation.

For more information on historic preservation, contact the Division of Cultural and Heritage Affairs, 24-52 Rahway Ave., Elizabeth, N.J., 07202, Rahway Ave., Elizabet or call (908) 558-255

### Realtors sponsor drive

The Greater Union County Associ-ation of Realters is sponsoring a blood ation of Realions is sponsoring a blood drive on Wednesday, April 15, from 9:30 a.m. to 3:30 p.m. The mobile blood vans will be parked at 44 Elm St., Westfield, outside Rorden Realty, and also in the parking lot of Mangel & Co., 357 Chostnut St., Union, nea

& Co., 337 Chestnut St., Union, near Five Points.

All denors will be given a free cholesterol check.

The drive is in conjunction with the Blood Center of New Jersey. It is a semi-annual event coordinated by the Realtor Community Service Committee of the Oreater Union County Association of Realtors. Blood is available to the members of the community should medical need arise. munity should medical need arise.

Reservations may be made by call-ing Doris Kopil at (908) 233-0065.

### Seminars scheduled

Union County College will offer two single-session seminars focusing on resume preparation and overcoming the stress of job interviews. The seminars will be conducted from 10 seminars will be conducted from 10 a.m. to noon April 25 and May 2 at the College's Cranford Campus. Enrol-lees can take one or both seminars. The programs are geared for not feetingle.

In programs geared for professionals.

"Make Your Resume Work for You" will onable participans to learn effective resume writing. The class will review the mechanics believe will review will review will read to participans will learn how to balance saleability with accuracy, and gain some tips on making their resume "scannable" for employers who rely on computerized screening.

"Developing Confidence for the Job Interview" will teach participants how to prepare for interviews, how to appear confident during interviews. how to conduct preliminary research and the importance of networking. Through role-playing, students will learn how to handle "trick" questions, negotiate a salary, and close the inter-

negotiate a salary, and close the interview to their advantage.

For more information about the seminars, call (908) 709-7600.

### Vendors sought

Union County College's Alumni Association is seeking vendors for a flea market to be held from 9 a.m. to 4 p.m. on Saturday, May 9 in Parking Lot 1 of the Cranford campus. The rain date is May 16.
According to Suzanne Covine, floa

market chairperson, this year's event will feature traditional flea market will feature traditional flea marke items such as furnishings, china, and antiques. New merchandise will

antiques. New merchandiss will include t-shirts, toys and crafts. Vendors interested in renting space should call Ann Poskocil, UCC direc-tor of development, at (908) tor of 709-7505.

### Homesharing available

Homesharing available
The Home Share Program of Union
County is an alternative way for poople to meet their housing needs with
benefits to homeowhere and renters
alike. In simple terms, homesharing is
an arrangement by which two unrelated people share a dwelling within
which each retains a private space. Homeshares can arrange a regular
agreement to exchange services for
part or all of the rent. No two homesharing arrangements are alike, each
is tailroad to the needs of the people
involved.

For more information, contact fri-cia Lobdell, Coordinator of Informa-tion and Referral, at Community Access Unlimited, 80 W. Grant St., Elizabeth or call (800) 354-3096 extension 27.

### Sale benefits charity

The 34th Annual Spring Rummage Sale at the Community Congregation-al Church in Short Hills, located at the

at Church in Short Hills, located at the comer of Harshorn Drive and Parsonage Hill Road, will take place Saurday from 9 a.m. to 3 p.m. Admission is free.

As in the past, the proceeds will be donated to chargiv, Among the organizations to benefit from the sale are Tillmes House in East Crange, a shelter for tenage gifts in crisis and Island Health Care Services in Jamaica.

Jamaica.

The merchandise will be displayed throughout the church's classrooms and meeting halls. There will be four rooms of men's and women's clothing and a separate area for children's wear and tows. Books livers ren's wear and toys. Books, linens, furniture, jewelry, hardware, housewares, sporting goods, computers and other items will be displayed in the

main fellowship hall. Bargain hunters can expect to find everything from antique toys to anti-que quilts, and fur coats to lawn furni-ture at discount prices. Among items



Freeholder Mary P. Ruotolo congratulates Roselle Coun-cil President Elroy Darden, left, and Fire Commissioner Bill Burns during the Eleventh Annual Historic Preserva-tion Commendations earlier this month in Union. Darden and Burns accepted the award for the renovation of the Roselle Fire House.

### Live wolf at event

A live wolf will be the headliner at Union County's 9th Annual Wildlife Sunday at Trailside Nature and Sci-ence Center in Mountainside April 5

ence Center in Mountainside April 5 p.m.
Viñnie Reo, a representative from Wolf Visions, an organization dedicated to protecting wolves, will discuss myths and legends about the "Big Bad Wolf." Reo also will explain the importance of wolves to the accountain. explain the ... the ecosystem.

County Manager Michael Lapolla said Wildlife Sunday is dedicated to all kinds of wildlife, with a variety of demonstrations, nature walks, plantarium shows, and ongoing activit

Renee Thomair from Born Free Wildlife Care will discuss what homeowners should do if they find an injured wild animal. She will explain role of wildlife rehabilitators are licensed by the state to care for and release orphaned and injured

and release orphaned and injured wildlife.

Crant Stiles of Stiles Apianes will bring a colony of honeyboes for up-close observation.

The Newark Bait and Flycasting club will present a hands-on fishing clind estigated to show participants a variety of different fishing techniques, bait and lures.

Turtle Back Zoo of West Orange will bring arimals to touch, and hawks and owls from the Avian Wildic Center of Wannge will be on display. The state department of Fish, life Center of Wantage will be on dis-play. The state department of Fish, Game and Wildlife, the Nature Con-servancy, and Jenkinson's Aquarium of Point Pleasant will be represented with displays stocked with free information.

During Wildlife Sunday, families can go on nature walks, go birdwatch-ing with members of the Greater Watchung Nature Club or discover what they can do to attract birds and

The Flying

in Sharps, Flats and Accidentals

Karamozov Brothers

will appear at

Kean University

butterflies to their own backyards.
Children's activities will include face-painting, wildlife crafts, and the opportunity to have their pictures

taken while posing as a hanging bat.
Admission to Wildlife Sunday is \$2 per person. Children 6 and younger are admitted free. Trailside, 452 New Providence Rd., Mountainside, is a facility of Union County Division of Parks and Recreation.

centry of Union County Division of arks and Recreation. Call (908) 789-3670 for informa-on on this special event, or for proming spring and summer

### Robinson elected

HODINSON elected
Rahway Valley Sewerage Authority
Commissioners unanimously elected
Baward Robinson, former Crasinori
Mayor, to serve as chairman for a oneyear term ending February 18, 1999.
The action took place at the Authority's anneal roorganization meoting,
during which Allen Chin, former
Westfield Mayor, was also elected to
sorve as vice chairman of the
10-member Board.

I'd like to see the Authority con-tinue to maximize its cost efficiency without sacrificing its safe environ-ment," commented Robinson. "Although I don't think that the Com-missioners should get involved in the ers should get involved in the lay operations of the Authoriday-to-day operations of the Authority; however, in the budget process, we would like to see cost-cutting options presented to us by the staff."

presented to us by the staff."

"Running a small family business
makes you fiscally conservative,"
said Robinson, owner/president of the
69-year-old, family-owned M. Robinson
on & Son, a landscape design
nursery. "In a small businest, you
can't balance your budget by raising
taxes, and you learn to live within that
budget. or you'f you fould businest." budget, or you're out of busin

He was voted the U.S. Small Business Administration's "1997 Business Person of the Year "1997 Small

### Spock's advice reassured countless young parents

(Continued from Page B1) tion of readers, who had been raised by strict Victorian standards encouraging corporal punishment and discouraging hugs and good-night kisses. Childcare experts iting in the 1890s recommen fathers and sons show affection by exchanging manly handshakes to discourage boys from becoming

"soft." In the pre-Spock era, new mothers were discouraged from running to pick up their baby whenever it cried. Instead, the popular wisdom of the time discused parents should teach their newborns who had the upper hand by lesting them cry.

The first revision of Spock's book, in 1957, stressed the benefits of permissiveness. That raised

book, in 1957, stressed the benefits of permissiveness. That raised hackles among the conservative ranks who believed children should obey their ald ranks who believed children snownoos wheir elders instead of questioning the established order.

ics such as former Vice President Spiro Agnew, who branded him as the "father of permissiveness" responsible for creating a "Spock-marked" generation of hippies. "Well, at least nobody could accuse me of raising Spiro Agnew."

Spock retorted.

Spock believed in practicing what he preached. There was an what he preached. There was an enormous outers when he was photographed with the Chicago 7. His book's third edition, in 1968, encouraged parents to engage in political activism on behalf of their

He was a vocal opponent of the Viemam War who was senten two years in prison for conspiring to aid young men in avoiding the draft. The verdict was reversed on

To me, the best thing Spock taught me was to be secure in my instincts about raising a child.

When my husband and I would get together with other new parents and the conversation would turn to our kids, Spock was frequently quoted. He gave us confidence when we felt overwhelmed by the demands of a newborn.

Even at 3:20 in the morning, faced with an inexplicably screaming toddler, I never felt alone when

### Republicans prepare to name candidates

By Philip Sean Curran Staff Writer

On Saturday, Union County Repu-blicans will select candidates for the office and congressional representa-tive at the party's convention in

With only Rep. Bob Franks' nomi-nation secure, Republicans are expected to choose from possibly five candidates to fill the three freeholder

Albert D. Dill Ir., a form Albert D. Dill Ir., a tormer counci-man in Summit, is joined by Andy MacDonald of Fanwood and Juan Fernandez of New Providence as Republicans attempt to break a nine-seat Democratic majority. All three

could not be reached for com press time.
in less than one year, the Freehol-

der Board has witnessed tremendous upheaval as five members who started 1997 with the board are no longer

Last November, Republican incumbents Edwin H. Force, Henry W. Kurz and Frank H. Lehr were defeated. None are expected to run

defeated. None are expected to run again.

This year, Freeholders Carol I.
Chon and Waller D. McNeil Ir, resigned and were replaced by Democrass Levis Mingo Ir. and Mary P.
Rudoloi Cobrac, lawyer, ruo wserves as county counsel, and McNeil is as county counsel, and McNeil as as county counsel, and McNeil as as county counsel, and McNeil as a county counsel, and incumbent participations of the county of t

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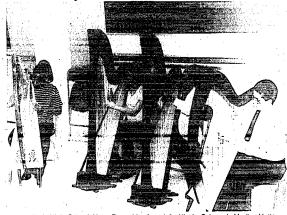


### **ARTS & ENTERTAINMENT**

## Union County Teen Arts Festival, March 18-19, 1998



Photos by Barbara Ke High School Guitar Ensemble, from left: Jim Topoleski, guitar and vocals; isenkerch, acoustic guitar lead.



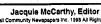
Elizabeth High School Harp Ensemble, from left; Nicole Palmaeri, Martha Motta, Kenya Arnold and Nelson Motta.



Students from Columbia Middle School in Berkeley Heights perform 'Together Again,' a dance routine.



Gregory Zimmerman of Deerfield School in Mountainside sings out with accompaniment by music teacher Jeannetter Maraff, Zimmerman will play the Barker in the school production of 'Barnum' tomorrow and Saturday.



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Linden High School dancers invite the audience to 'Be Our Guest.'



Rahway High School Flute Ensemble, from left Christine Mongiello and Mistica Stevens.



HANDLE WITH CARE — Dancers from Oak Knoil School in Summit 'Handle' their ballet rou-tine with a flourish. The Union County Teen Arts Festival is a two-day celebration of the ans. It

celebration of the ans. of is held on the campus of Union County College in Cranford. Approximately 3000 students attend annually, and are counseled and critiqued by 50 professional arists. The event is sponsored by the Union County Division of Cultural and Heritage Affairs.

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### **ARTS & ENTERTAINMENT**

### 'School House Rock' rocks middle school

How can there be about 85 stars in

It's true. You better believe it What this reviewer witnessed Satur-day night at Burnet Middle School in Union was a phenomenal production Union was a phenomenal production of the musical, "School House Rock." presented by the Burnet Middle School Drama Club. Every seat in that huge auditorium was occupied, and those who came after 7 p.m. had to park blocks and blocks away — in that cold rain!

that cold rain!
One could call Candace and Sam
Caponegro, those murvelous directors
— who were able to keep everyone
and every movement co-ordinated —
the stars; or Mark C. Filan, musical
director, the star, or Karen Silve the
choreographer, the star, or even Bob
and Donna Merc Burkhardt, who
were in charge of seas and props,
designs and production, or Pat Koesa,
seenic designer, or Pat Shumsky, who
provided real professional lighting
red, blue and green, or many others
who had to do with the exchinical
aspects of the show — all stars.
But then, there are those really
talented principal players, such as
Steel Burkhardt, Kris Cotter and
Shum Saunders; the equally siatened
members of the ensemble; the chorus,
the dancers. They, too, can be called
stars. One could call Candace and Sam

ars.

In this entertaining, educational coduction, reminiscent of the televi-

### Theater View

By Bea Smith Staff Writer

sion show, "The Electric Hour."
"School House Rock" was orginally
an off-Broadway show, conceived
and directed by Scott Ferguson in the

and directed by Scott Rerguson in the 1970s, with a book by Ferguson, Kyle Hall and George Keating and music and lyrices by Lynn Attens, Bob Dor-ough, David Frishberg, Kashy Man-dry, George Newall and Tom Yols. In words and music, "School House Rock" teaches youngsters the basic of speech, math, history and science, and begins with Tom, a new teacher, who is apprehensive about going to echool to teach a classroom. Tom is played by the verry funny, very played by the verry funny, very school to teach a classroom. Tom is allyade by the very funny, very talented Cotter. Among the musical numbers are "Verb." That's What's Happening." "A Noun is A Person, Place or Thing." "There is a Magic Number," "Mother Necessity." "Sufferia" Till Suffrage. "Unpack Your Adjectives," a good rendition of "Just A Bill." "Rigure Eight," "A Victim of Cravity." "Zero, My Hero," "Conjunction Junction," "Great American Melling Poi," "Interplante Junet," "Interplante", "Interplanted on "Bows." A powerful voice visits Union County Arts Center

By Jacquie McCarthy
Associate Editor
The social power of music is

most inspires singer/songwriter Indy Collins. A prolific writer and an untir-ing performer, this Grammy Award ing perfor winner will grace the stage of Uni-

Saturday.

Collins spoke proudly of the three
congs on her newest recording

Collins spick proudly of the three new songs on her newest recording, "feverer," which encompasses 24 years of recording history and includes three original songs. According to the renowmed artist, one of the new songs is based upon a poem written by husband Louis Nelson, an industrial designer and planner, inspired by the new Veters Wall in Weshington. Collins calls be song, "an anthem for peace," "Forever" is a compliation of classic Brandway songs, such as "Don't Cry For Me, Argentium" from "Evita" and "My Punny Valentine." Also included are classic Collins, such as the familiar "Both Sides Now." With the familiar "Both Sides Now." With orchestrated showtunes juxtaposing her traditional folk music, the album represents both a departure and a

the treditional took music, the atourn represents both a departure and a retrospective.

"I've been wanling to put a box set together of the Electra years for some time now," said Collina, stating that "Forever" represents 24 years of recording history. Collina plans to perform some of her new work at tife arts center, along with "some sumprises."

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Early Bird



Singing since the age of two, Col-lins was raised in a musical family. She recalled being inspired by classical composer.

As a songwriter, Collins is inspired by "life, and a lot of discipline. You get inspired by everything around

"I think good songs, stories about people, are very powerful," said the performer, citing examples ranging from Stephen Sondheim to The Beatles.

ic means," she continued. "I've been able to carve out a repertoire that's distinctly mine."

And with that repertoire, Collins

has been devoted to using the "power" of her music to help others. She spoke of Elton John's "Candle in the Wind" or biton forms. Cutation in a white tribute to England's Princess Diana as an example of this kind of effort. Col-lins has campaigned to end produc-tion and distribution of anti-personnel landmines, a cause Princess Diana was devoted to.

"I don't really know what folk musing others does not end there. As 499-8226.

UNICEF's Special Representative to the Arts since 1994, Collins has traveled the world in support of UNICEF's medical, educational, and

traveled the worfd in support of Windowship and School of Collias recently received the Distinguished Service Award from UNICEF.

Collias recently received the Distinguished Service Award from UNICEF.

Collias authored "Shameless" in 1995, which was released with an excompanying CD. She is currently working on two new records and a new television special. Her most recent book, "Singing Lessons," published by Simon and Schutter, is due to hit bookstores in September. Her many accomplishments may seem like much work, but none of it is out '6-this artist, only a part of giving book.

back.
"To be an artist is the best," Collins said simply. "To do what you love in life is the best thing you can possibly

he is the dest thing you can possibly hope for.

"My most rewarding experience is having had such a long career," she added, "and feeling right now as if I'm just at the beginning."

The best and most rewarding part

of this weekend will be the profe performance in store for those visiting Union County Arts Center in Rahway to catch a glimpse of this busy,

to catch a guarantalented lady.

UCAC is located at 1601 Irving St.,

Ear information, call (732)



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Cafe Z

You'll never want to leave

By Jacquie McCarthy
Associate Editor
For a sumptuous Italian meal, VIP treatment and an intimu con a sumputous italian meal, VIP reatment and an intimate, cosmo-politan atmosphere, you need not prepare for a journey into New York City, Union's own Cafe Z can provide all of this, and more, within a reasonable driving distance from home.

My dining commandment of the distance from home.

politan amosphore, you need not prepare for a journey into New York City. Union's own Cafe Z can provide all of this, and more, within a reasonable driving distance from home.

My dining companion and I had the option of ordering from both the daily specials and the vast menu, all appealing but difficult to decide. I chose the Cassar saled special as an appealing but difficult to decide. I chose the Cassar saled special as an appealing but difficult to decide. I chose the Cassar saled special as an appealing but difficult to decide. I chose the Cassar saled special as an appealing but difficult to decide. I chose the Cassar saled special as an appealing with clasmas with heavy chunks of seafood in decilious garlie sauce. She enjoyed the meal tremendously, even though the portion was to large to eat at one string. My enrore was the Linquini Marcchirov, which consisted of linguistic tossed with large shrimp and sweet clams sauteed in garlie and olive oil. Frest tomato accented this dish perfectly.

In between courses, our attentive waiters provided small cones of semanthem to the complex without a bottle of wine, and the White Zinfandel we chose was perfect for the meal.

Cafe Z offers many daily homemade Italian dessert salections, so rich that you don't know how you will enjoy one after such a delicious and—but you will, guaranteed. I also recommend the cappuccino, served absolutely frothing with, milk, a fine compliment to a lovely meal.—Cafe Z in New York-underground acts atmosphere is complexely relaxing after a long day at the office, and the perfect place to gather with friends and family for a social evening. The jaczy, buttery milk you terestaurant's fine staff do their job, they will confirm this feeling with their excellent service. You'll never want to jeave.



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110 Incompetent trainment's state?
112 Stupid cryptographer's state?
115 Lending a hand
16 Poem of lamentation
117 Grandpa, in Genoa
118 With little fanfare
119 Certain portions
120 Dead Souts author (See ANSWERS on Page B10)

1 Burgundies
2 Samoan port
3 Sent away
4 Gord, agey
5 Set apart
6 Skelton role
7 "— the fields we
go..."

## What's Going On?

SATURDAY March 28, 1998 EVENT: Flea MarkeVindoors & Out-

EVENT: Pea Market/Indoors & Outdoors
PLACE: Arthur L Johnson High School,
SS Westfald Avenue, Clark, NJ
TMB: Sam-Sym.
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SATURDAY
SATURDAY
EVENT: 89 Indoor Flas Market
PLACE: Peach Catholic High School.
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chool. SATURDAY April 4, 1998 IVENT: Flee Market and Rummage EVENT: Flas Market and Rummage Sales Second Reformed Church, 132 Elimood Avanua, Inriggon, 171 TIME: 10:00am-4:00pm PRICE: Free Admission Bake Sale, Clothes, Books, Racords, Electrical Ap-plances, Collectibles, Javelly, Linens and Household Items.

April 5, 1998 EVENT: Flea Market/Indoors & Out-

PLACE: Belleville High School, 100 Passaic Avenue, Belleville (off Joralemon Street)
Titld: 9am-5pm.
PRICE: Free Admission, Over 100 Quality Dealers. For more information call 201-927-9535
ORGANIZATION: Sponsored by BHS Senior Class

### RUMMAGE SALE

RUMWIAGE SALE

SATURDAY

March 28, 1998

EVENT: Gant Rummage Sale

PLACE: Community Congregational
Crutch, Passange Hill Road (comer of
TME; so Coults, 2004)

PRICE: Face Admission, Planty of parting, Samething for everyone
ORGANIZATION: Community Congregational Crutch.

AUCTION

SATURDAY April 4, 1998 EVENT: St. Demetrios PTA Spring Auction.

PLACE: St. Demetrios Greek Orthodox
Church, 721 Rahway Avanue, Union, NJ.
TIME: 1:00pm-5:00pm
PRICE: 85:00 Includes 25 free price
tickots and refreshments. For information
please call 973-564-965.

ORGANIZATION: St. Demetrios PTA.

ORGANIZATION: St. Demetrics PTA THURSDAY
EVENT: Spring Auction
PLACE: Chief the King Ouren Hall. 72:
TME: 100pm-5.00pm
PRICE: \$50 thouldos 25 free price bickes and refreshments. For information please cell 97:65-6558.
ORGANIZATION: Chief the King School HSBA

### WORKSHOPS EDUCATIONAL

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### OTHER

### HOROSCOPE

### For the week of March 29 to April 4

## Aries March 21-April 20

mental at-April 20
Looking for love in all the wrong places? Take a step back — it might just be closer than you think. Losy yourself open for great possibilities. Be receptive to changes coming at work. Who knows! it might all work out better for you in the end.

### Taurus April 21-May 21

Take an aggressive approach to handling a persistent problem. Stand up for yourself at work to earn some-one's respect. Plan time away for you and your partner. With so much going on, the two of you haven't had much

### PUBLIC NOTICE

NOTICE TO ABSENT DEFENDANTS (L.S.) STATE OF NEW JERSEY TO: KEITH E. RHODEN AND THELMA H. RHODEN, and each of their heirs, devisees, and presonts representa-tives, and his, her, their or any of their successors in right, title, and dervieres, and personal regressive that a successive in right, life, and VOL ARE HERREY SUMMORED AND RECORDS IN THE PROPERTY OF THE PROPERTY O

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time for each other. Now is your big

### Gemini

95 Gr. malignant spirit 96 Do to do? 98 Nasty tennis player's state? 99 Björn of the co 101 Thrashed 102 Sound in the ni

and in the night

Gemini
May 22-June 21
Don't keep putting of menial tasks.
The sooner you get them out of the way, the better you'll feel about your-self, and the sooner you'll be about you've delayed is exercise and do something about your dist. Focus on both this wock.

Cancer June 22-July 22

An idea his seemed uterly useless at first may turn out to be a great success. So don't dismiss anything as sil-by the first time you review it. This weekend, let business take a back seat to family matters. Your family needs your understanding and attention.

### PUBLIC NOTICE

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Leo
July 23-Aug. 23
Don't be a wallflower at social
gatherings. By stepping out and talking to others, you may find social
skills you didn't know you had. You
may also meet someone who could be
valuable to your career. Clear your
desk to make room for an\*exciting
project coming soon.

state?
17 Arrow poison
18 Bushy clump
23 "Weep — my lady"
24 Miler Sebastian's

Virgo
Aug. 24-Sept. 22
Invite a close friend to do something adventurous with you. You both
will unwind and put some pretty
heavy cares behind you. Back at
work, when a sicky situation comes
up, you will be able to deal with it
with a new attitude.

Libra Sept. 23-Oct. 23

Sept. 23-Oct. 23

Don't let work get you down. Even if things seem like they continue to get worse, keep your chin up. Think of this time as an opportunity to make a change. Think about taking a chance this week. You could play the slots, the stock market or take a chance on low.

## Scorpio Oct. 24-Nov. 22

Oct. 24-NOV. 22

Before the week gets too far along, set aside some funds for the weekend. That way you'll be able to enjoy yourself without the pressure of money worries. Think about something special you could do for someone near and dear to you.

Sagittarius
Nov. 23-Dac. 21
This is the week you should look before you leap into anything. Be especially earthil not to jump to conclusions concerning things going on behind the senes at work. Outside of work, be cautious about taking on more because it may spread you too thin.

Capricorn
Dec. 22-Jan. 20
Pur your family first this week. A difficult situation will make things sursaful for family members. Be there for them. Take a tep back and a long look at your financial situation. It may be time to start thinking about profession advice for help on your finances.

### Aquarius Jan. 21-Feb. 18

Spring fever may be in the air but be careful about going off the deep end to Don't make light of things at work; it could work against you when you go for a promotion. Be sure not take a long-standing relationship for granted. Put some effort into it.

## Pisces Feb. 19-March 20

Feb. 19-March 20
With that big project wrapping up at work, it's up to you to make sure you get credit for all your hard work. Start by writing a report on what you did and how it helped the project. Document everything. Don't become impatient, concerning situations at home.

### Are You Having An Event? And Would Like To Let Every One Know.

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### What's Going On

and just \$30.00 for both Counties. Your notice must be in one of our Offices and just \$30.00 for both Counties. Your notice must be in one of our Offices at 430 P.M. on Monday for publication the following Thursday, Offices our loca at 463 Valley St., Maplewood. 170 Scotland Rd., Orange. 268 Liberty Bloomfield or 1291 Stuyvesant Ave., Union.	PRE-PAID and costs just \$20.00 (for 2 weeks) in Essex County or Ur.		
4:30 P.M. on Monday for publication the following Thursday, Offices our loca at 463 Valley St., Maplewood. 170 Scotland Rd., Orange. 266 Liberty			
	4:30 P.M. on Monday for publication the following Thursday. Offices	our loca	ate
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### Getting through the winter of one man's discontent

What's Going On is a paid directory of events for non-profit organizations. It is prayaid and costs just \$50.00 for 2 weeks/ for Eases County or Unon County and \$50.00 for beth Your notice must be in our Majewood office 4-69 Valley Street; by 4.00 P.M. on Monday for publication the following Thursday. Advertisement may also be placed at 170 Sociating Raof, Orange, 256 Liberty, Bloomfield or 1291 Stuyvesant Ave., Union. For more information call 763-9411

Of ONE Man'S

Recently I have experienced some professional disappointment and discontent, marinly with myself. The resultant introspection had led me to thinking about how more significant doubts or weariness with the world are managed in a number of recent literary efforts.

Nobel Prize-winning author Isaac Bashevis Singer makes doubt about a benevolent God among Jewish book catast survivors in New York City the very ossence of his postshumous novel, "Shadows on the Hudson." The lead male character, a Pole transported to New York who has lost family and all cles to the Nazis, says, "Before the war! believed that there were laws in life and that human conduct was sublife and that human conduct was subject to a little order. . . but after September 1939 I became aware that there was absolutely no madness that people would not perpetrate."

### On The Arts

Laier, Singer adds "They had only one desire: to kill. to kill. they lined us up in a row and shot every brid person. Ohers had to dig their own graves. . I raised my eyes to the heavens, but they were blue and the sun shown. . the Master of the Universe was silent."

Cleatly there is no silver lining to sooth Singer's doubts or allay his monumental disappointment with his God. "I don't expect leves to forget so quickly," Singer wrote, and indood many among us haven't.

Happy Birthday

If you would like everyone to join in the celebration at your child's birthday, just clip out the coupon below and send us your child's photo along with the information requested and we will print it as near the big day as possible. Photos must be received how experience for to publication. Only children 12 and under are eligible.

Enclose a 2 x3 or larger photo (black & white is best, but we'll take color shots) with your child's name on the back. Relatives or their parents must put return address on the back of the picture. Fill out the following form. Clip and Mail to:

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Stepping Out is a weekly calendar designed to guide our readers to the many arts and entertainment events in the Union County area. The calendar is open to all groups and organizations in the Union County area. To place your free listing, send information to Associate Editor Ja-cuite McCattly. Worrall Community information to Associate Editor Jac-quie McCarthy, Worrall Community Newspapers, P.O. Box 3109, Union, New Jersey, 07083.

### ART SHOWS

TOMASULO ATT CALLERY will dis-play works by figurative painter Mary Bath McKenzie through April 9. Gallery hours are 1 to 4 p.m. Mon-day through Thursday and Saturdeya, and also from 6 to 9 p.m. Tuesdy through Thursday. The gallery is located at Junion County College, is information, call (908) 709-7155.

information, casi (eds) 709-7155.
HELLA BAILIN fol Union will open an exhibit "doys of Travel," featuring her expressionist paintings through April 23 at Donald B. Parmer Museum of the Springfield Public Library, Hours are Mondey, Wednesday and Thursday from 10 a.m. to 8:30 p.m., Tuesday, Friday and Saturday from 10

Tuesday, Frinday and Saturday from 10 a.m. to 4:30 p.m. and Sunday from 10 a.m. to 3:20 p.m. The library is located at 66 Mountain Ave., Springfield, For information, call (973) 376-4930.

GOLDILOCKS AND THE THREE PIGS, a four-foot-high oil painting by Union artist Kathy Kornish Is on display at the Westfield Community Room. The room is located in the Westfield Municipal Building, 425 E. Broad St., Westfield

789-400.
ADOBE EAST GALLERY in Summit will display 'Reinventing Traditions' leaturing the works of award-winning Native American artists tomorrow through April 9. A reception will be held tomorrow from 7 to 10 p.m. and on Saturday from 100 p.m. and on Saturday from 100 p.m. and to 5 p.m. and to

DISNEY INK AND PAINT TOUR will make a special appearance at Toon-Cel-Town animation art gallery in Westfield on Saturday.
The gallery is located at 105 Quimby St. in Westfield, For information, call (800) 432-TOON or (973) 831-7933. (800) 422-TOON or (973) 831-7933. WESTFIELD HADASSAH Fine At and Crafts Show will take place on Saturday from noon to 9 p.m. at Temple Emanu-Li in Westfield. Adminssion is \$3, \$1.50 for seniors. Students are admitted free. The temple is located at 756 East Broad St., Westfield, For information, call (908) 233-5531.

(909) 233-6511.
CHILDREN'S SPECIALIZED HOSPI-TAL in Mountainside will display "Second Look," a collection of over 100 pieces of artwork by members of the local community throughout April. The exhibit may be viewed daily from 8-30 a.m. to 8:30 p.m. in the East Wing, via the Ambulance Enryo, CSH is localed at 150 Naw Providence, Call (908) 561-6185.
ROBERT KILSHADE - S. Vest Ad

call (908) 561-6185.

ROBERT KUSHNER: 25 Years of Making Arr will be on display from Agril 5 through May 31 at New Jersey Center for Visual Arrs. A reception will take piace on Agril 5 at 5 p.m. Galley house are weekdays from 70 p.m. and Thursdays from 70 p.m. and Thursdays from 50 p.m. and 50

a. 00 Em St., Summit, ion, call (908) 273-9121.

### **AUDITIONS**

FUNCTION TEN will hold auditions for adult singert-and dancers today from 7 to 9 p.m. at St. Paul's Evangelical Lutheran Church in Elizabeth. Singes should bring an audition piece. Dancers should bring a recording or plano music. Also welcome are writers, directors and lechnical people. The production, "A Feast For the Senses," will make yield a 33 Galloping Hill Road in Elizabeth, For Information, call (732) 002-2173.

tion, can (132) 602-21/13.

THE FORUM THEATRE in Metuchen
will hold auditions for a non-equity
chorus on Sunday from 2:30 to 5:30
p.m. for "A Tree Grows in Brooklyn."
Auditioners should prepare one

p.m. for 'A Tree Grows in Brooklyn.'
Audisioners should prepare one
uptempo and one ballad. Neede are
four men and tou women ages 20-35,
and children ages 10-15. Rehearsals
begin April 4. Showdates are April
24-May 24.
The Forum is located at 314 Main S.
Mainthen

St., Meluchen.

CIRCLE PLAYERS in Piscataway will hold auditions for summer stock season on Saturday and Sunday at noon.

All auditioners must be at least 18 years old, must prepare a two-minute monologue. If auditioning for musicals, must prepare 16 bars of music. Circle is located at 416 Vidoria Ave., Piscataway. For information, call (732) 983-7555.

968-7555.

CARNIVAL PRODUCTIONS will hold auditions for "A Shayna Maidel" by Barbara Lebow on Sunday, Wednesday and April 247-30 pm. at El Bodgon Restaurant in Rahway. Needed are 3 women age 20-30, one woman age 40-50, one woman age 40-50, one man age 52-53 and one man age 60-70. The restaurant is located at 169 W. Main St. in Rahway. For Information, call Wendy Cinquanta at (732) 888-0647. SPARTAN PRODUCTION COM-PANY seeks men, women and teens

## Stepping Out

be held on Sunday from 4-8 p.m., and Tuesday, Wednesday and April 2 from 6 to 9 p.m. at the VA Nedicai Center in Lyons, NJ, in Building 5 auditorium. Also needed is a stage manager, sel designer, clance ochreographer and all backstage craws. SPC is seeking a director for a Greek comedy/drama. For Information, call (973) 752-4231.

For information, call (973) 762-4831.

Sing, dance, play spoons? Your act is needed for Hillside's 85th anniversary celebration TALENT SHOW.

Especially wanted are novelty acts.

For information, call Nathalle Yafet at (973) 926-3000.

(973) 926-3000.
THE PHILATHALIANS OF FAN-WOOD needs technical help for ongo-ing season. For information, call Bob Peiser at (908) 688-0312.

CEMIN GROUP Is seeking camera-men and technicians for filming original works for broadcast on local cable stations. For information, call Scott Coffey at (908) 554-1054 or write to; Gemini Group, 569 Trinity Place, Westfield, 0709.

O7090.

RAHWAY VALLEY JERSEYAIRES barbershop quartet rehearses in the First Baptist Church Hall, 170 Eim Westfield, every Monday evening at 7.30 p.m. Men of all ages are invited to stop by. For information, call (908) 233-7188 or (908) 382-2870.

233-7185 or (908) 382-2870.

SANGERCHOIR men's chorus rehearses Friday evenings at 8:30 p.m. Schwablecher Sangsrbund mixed chorus rehearses Thursday evenings at 8:30 p.m. at the Deutscher Club in Clark. New members are welcome. For information, call Manhad Schneider at (908) 382-4900.

er at (908) 382-4900.

UNION HARMONICA BAND holds practice sessions at the Senior Citizen Building, Caldwell and Morris avenues, Union, every Friday from 7 p.m. to 9:30 p.m.

p.m. WESTFIELD GLEE CLUB invites male singers to come and sing at rehearsals on Mondays at 8 p.m. at the Presbyterian Church Parish Building Assembly Hall, 140 Mountain Ave., Westfield.

Interested male singers are invited to call Dale Juntilla at (908) 232-0673.

CAFES
VANGOGH'S EAR'CAFE presents an arty coffeehouse atmosphere. Laze centraliment is presented on Suday evenings. On March 28. Hal Hirsch, Ogan Mile Night is presented every Tuesday from 7:30 to 10 p.m., with signup at 7 p.m.
Van Gegh's Ex is located at 1017. Van Gegh's Ex is located at 1017. Suyvesant Ave. in Union. For further information, call (808) 810-1844.

information, call (908) 810-1844.
AMORE DI CAFFE is Jocated at 455
Springfield Ave, Barkeley Heights. For information, call (908) 855-8356.
BANNES & NOBLE CAFFE in Springfield emulates a coffeebouse atmosphere with a literary spin, appealing to young and old alike.

The Cafe hosts a wide variety of lamily-criented entertainment, ranging from folk singers to jazz ensembles. In addition to other programs, the Cafe holds Open Mike Poetry Night on the hid Sunday of the month at 7:30 p.m.
Brans & Noble is located at 240
Route 22 West in Springfield, For Information, call (201) 376-3544.
MINSTREL COFFEEHOUSE is a

mation, call (201) 3/0-65---MINSTREL COFFEEHOUSE is a

MINSTREL COFFEEHOUSE is a coffeehouse content series run by the CPUR Project, a non-profit folk music and arts organization. April 3 — Cettly Pink and Marce Manzer, and Bob Norman. April 10 — Open Stage, 8 p.m., sign-up for 15-m-nute set from 630 to 7 p.m. April 17 — Hugh Blummelited and Adoutse Food Chân. April 24 — Jan Pillottie and The Wasphoscalime Reunion. May 1 — pulsar monitar Martin Simpson Way 6 — Tolk Project Spring Frederick, May 15 — Woods Tea Company, May 2 — Marce Marce Sanders. Ma, 22 — Ha May 29 \* Sa

May 25 — Margo Hennebach and Mark Saunders.

The Project is located at the Some-test County Environmental Center, 190 Lord Stirling Road, Basking Ridge. Shows are held every Pridgy year, output produced the service of the Sound Project Service of the Sound Project Service of the Sound Service of the Service of the Sound Service of the Service

(908) 755-2499. WISC CAFE of the Donald P. Palmer Museum Is located in the Springfield Free Public Ubrary, Musical and other entertainment is presented on scheduled days. Those Interested in performing at the Music Box Catle should submit a resume or letter of introduction to Susan Permahos, Springfield Free Public Ubrary, 68 Mountain Ave., Springfield, 07081.

CLASSES
TOON-CEL-TOWN in Westfield will
offer 'How to Draw Mickey Mouse' for
perfoipants of all ages on Saturday.
The gallery is located at 108 Culmby
St., Westfield. For Information, call
(800) 432-TOON or (973) 831-7833.

Union artist Kathy Kornish will teach fine art classes on beginning color drawing and non-toxic oil painting with water for adulta, seniors and children at the Westfield Community Room

Cost is \$30 per student, supplies included. Classes run ten weeks. Adult included. Classes run ten weeke, Adult classes are held from 10:30 a.m. to noon on Fridays, and children's clas-ses are held from 3:30 to 4:30 p.m on Wednesdates

Wednesdays.
The room is located in the Westfield Municipal Building, 425 East Broad St., Westfield. For information, call (908) 789-4080.

79-8-4050.
SOREENVRITING CLASS will be sonatored by Playwights will be sonatored by Playwights will be sonatored beyoning April 2. Advanced Playwint ing Measter Classivorkishop will take place on April 18. Also, Creative Dramatics will be hed in three two-week daily sessions beginning July 6, July 20 and Aug. 3, for grades 4-9. Playwights Theatr's is located at 33 Green Village Road in Medison. For Information, call (979) 514-1787, ext. 32.

LINDEN ART ASSOCIATION is offerng visual arts classes on Wednesdays n five-week segements. The schedule s as follows: April 29, May 6, 13, 20, 27. Classes will be held at Sunnyside

is as follows:
April 29, May 6, 13, 20, 27.
Classes will be held at Sunnyside
Recreation Center, on Metrose Ter-race at Orchard Terrace, Linden. For information call (908) 486-1408. AMERICAN PERFORMANCE STU-DIOS Rome Festival Choral Institute

wasstcrook, performed by local bands. Weekend performances include blues, roots and rock music. An upscale and traditional blues brunch is presented every Sunday. The Crossreads is located at 78 North Ave., Garwood. For (nformation, call (908) 232-586.

292-0566.
PHYL'S PLACE presents live musical entertainment on weekends.
The tavern is located at 836 Elizabeth Ave., Linden, For information, call (908) 925-8990.

SHOUT! presents live musical enter-tainment on weekends. The tavern is located at 116 Watch-ung Ave., Plainfield. For Information, call (908) 769-5860.

TAVERN IN THE PARK features popular comedians on Fridays. On March 27, B.B. Mat and Ray Sollmeno. On April 3, Ed Ryan. On April 10, Jerry Diner.

iner. Admission is \$8 for show only. \$25 near nackage is available. Tavem in dinner package is available. Tavern in the Park is located at 147 West West ld Ave., Roselle Park. For informa-n, call (908) 241-7400.

CASUAL TIMES restaurant features comedians on weekends.



'Swiss Family Robinson' by TheatreWorks USA will be presented on Saturday and Sunday at Paper Mill Playhouse.

will offer a Choral Theater course in April, May and June. The studios are located in Westfield. For Information, call (908) 233-7214. UNION MUSIC SCHOOL is holding mail-in registration for courses in music performance, dance, theater and fine arts, for students pre-K through

fine arts, for students pre-K through-grade 12. Classes run from June 29 through July 31 from 9 a.m. through 12:16 p.m. daily at Kawameeh Middle School in Union Township. Planned musical the-ster productions are: Voseph and The Technicolor Towamoost; grades 3-7. Grades 8-12 are to be determined. Musical productions, art exhibits and dance, music and drama perfor-mences will be held at Union High School. For a brochure, write to Union Music School, P.O. Box 3566, Union, NJ 97033-1895, or phone (908) 851-4478.

NJ 0708 851-6476

851-4476.

UNION HARMONICA BAND provides free harmonica lessons. For those who play, but do not read music, lessons will also be given. The only expense will be purchasing a harmonica. Practice sessions are held at the Science Section Building, Caldwell and Morris avenues, Union, every Friday from 7 p.m. to 9:30 p. to 9:30 p. to 9:30 p. to 9:30 p.

CLUBS
CLUB BENE Dinner Theater show
cases popular entertainers on
weekends. Dinner-and-show, as well
as show-only loteds are available.
Club Bene is located on Route 35 in
South Amboy. For Informatión, call
(909) 727-3000.

(908) 727-3000.

COVE LOUNGE presents live music by alternative bands every weekend. The taven is located at 114 Chestnut St., Roselle. For information, call (908) 241-1225.

(908) 241-1226.
CROSSROADS in Garwood presents a weekly lineup of musical roador: Tuesdoys — Acoustic Open-Mei. Only the Business of the Charles of the Char

welcome. uredays — Psychedelic Thurs-presents the greatest sounds of

The restaurant is located at 1085 Central Ave., Clark For Information, call (908) 388-6511.

CONCERTS
BROWN BAG CONCERTS will feature sopraro Susan McDartiel tomorrow at 12:15 pm. at Central Presbyte-fian Church in Summit.
Admission is free. The church is located at 70 Maple St, Summit. For information, cell (308) 273-0441.

ARBOR CHAMBER MUSIC SOCIE-TY welcome Patrick Binford, principal celliat of the Montreal Symphony, on Saturday at 8 p.m. at Christ Church in Summit.

Summit.
Tickets are \$17, \$14 for seniors and \$7 for students. The church is located at 551 Springfield Ave., Summit. For information, call (908) 232-1116. JUDY COLLINS will perform in con-cert on Saturday at 8 p.m. at Union County Arts Center in Rahway. UCAC is located at 1601 Irving St., Rahway. For information, call (732) 499-8226.

MUSIC AS AUTOBIOGRAPHY will be presented by The Ying Quartet or Saturday at 8 p.m. at New Jersey Youth Symphony Music Center in Mur-

ray Hill.
Tickets are \$25. The center is located at \$70 Central Ave., Murray Hill. For information, call (908) 771-5544.

AFTERNOON MUSIC will present The Tomas Rodriguez Group on Sunday at 3 p.m. at The Unitarian Church In irrerat. The church is located at Springfield

The church is located at Springfield and Weldron eventues in Summit. For information, sell (2009, 273-3265.
FIRST BAPTIST CHURCH OF WEST-PELD Youth Choir and Youth Group will present a musical cabaret of songs by Rodgers and Hammerstein on Surdey at 1130 a.m.
Tücksis are 33 per person, \$10 per family. The church is located at 170 Em St., Westligt, For Information, call 233-2278.

233-2278.

KEAN UNIVERSITY will present soprano Katherine Harris ort Sunday at 3 p.m.

Tickets are \$20 for orchestra, \$15 for mezzanine, Faculty, staff, alumin and senior citizens are \$10, \$7 for stu-

dents. The performance will take place in Wilkins Theatre. Kean is located on un wilkins Theatre. Kean is ico Morris Avenue in Union. For tion, call (908) 527-2337. tion, call (908) 527-2337.
UNION MUNICIPAL BAND will present a Spring Concert on Monday at 7:45 p.m. in Burnet Middle School

Auditorium.

Admission is free. The school is focated on Caldwell Avenue in Union. For Information, call (908) 277-3433. For Information, call (905) 277-34-33.

FLEUR DE LIS, a baroque chamber music group, will perform from noon to 12:30 p.m. on Wednesday for Mid-Day Musicales at First Congregational Church of Westfield.

Church of Westfield.
Administon is free. The church is located at 128 Elimes St, Westfield, For information, call (908) 233-2494.
NEW JERSEY STATE MUSEUM PLANETARIUM will present 3D Laser Concerts on Fridays and Saurudays through April 28.
Laser Beastles Anthology, 7 p.m. Plank Floyd: Dark Side of the Moon, 1815 p.m.

15 p.m.
"Laser Zeppelin," 9 p.m.
"Pink Floyd: The Wall," 10:45 p.m.
"Laser Show Stoppers," 2 p.m. and

"Laser Sturr Copperation of the April.
Ticksta set of for adults, \$5 for children age 12 and under. "Show Stoppers is \$4 por person. Ticksts are evalable at the Planetarium box office and at Tickstmaster locations. The museum is located at 205 West State St, Trenton. For information, call (509) 292-6464.

DANCE NEW JERSEY PERFORMING ARTS CENTER Will present the following

dance programs:
Batsheva Dance Company, Saturday at 8 p.m. and Sunday at 8 p.m.
Paulo Ribeiro Dance Company,
April 9 at 7:30 p.m. and April 10 at 8

p.m. Bate Folclorio da Bahia, April 11 at 8

p.m. Ballet Gulbenkian, April 24 at 8 p.m., April 25 at 8 p.m. and April 26 at 3 p.m. Cliga Roriz Dance Company, May 15 at 8 p.m. and May 16 at 8 p.m. NJPAC is located at One Center Drive, Newark, For information, cell (888) GO-NJPAC.

SWINGIN' TERN DANCES will be held on the following Saturdays:
April 4 — Chart Guthrie and Please
and Thank You String Band.
April 18 — Donna Hunt and Brave
Hambo.

May 2 — Beverly Francis and Hopscotch.

Hopscotch.

May 16 — Fish Family.

Dances are held at Ogden Memorial
Church on Main Street in Chatham.

Dances begin at 7:30 p.m. Admission
is \$7 per person. Sneakers only
required. For information, call (973)
539-6286 or (973) 228-9729.

FILMS
SPEAK OF ME AS I AM, a sneak preview of a new work-in-progress documentary of Paul Robeson, will be screened on Tuesday at 7 p.m. at New Jussey Performing Arts Center.
Tickels are \$12 for adults, \$7 for Adition under age 1-4, NIPAC is located at One Center St. Newark, For information, call (88) GO-NIPAC.

SPRINGFIELD PUBLIC LIBRARY will screen "Santa Clara" on April 23 and
"Life on a String" on May 14.

Admission is free to all films. Space

Admission is tree to all times. Space is limited to 60 people at each showing. The Springfield Free Public Library is located at 66 Mountain Ave., Springfield. For information call (973) 376-4930.

### KIDS

CHILDREN'S THEATRE at Paper Mill Playhouse will present "Swiss Family Robinson" on Saturday and Sunday; Peter Rabbit on April 4 and 5; 'Char-lotte's Web' on April 25 and 25; 'Gulit-er's Travels' on May 2 and 3, and 'The Princess and The Pea' on May 9 and 1

10. All shows start at 11 a.m. Tickets are 8 for orchestra, \$7 for mezzanine. The playhouse is located on Brockside Drive in Millburn. For information, call (973) 376-4343,

MORGAN, TORGAN AND TERI SHOW will take place on Saturday from 11 a.m. to noon at Millburn Middle School.

School.
For preschool through second grade Tickets are \$6 in advance, \$7 at the door. The school is located at 25 Old Short Hills Road in Millburn. For information, call (973) 457-0667.

Information, call (973) 467-0667.

SPRING STARS planestum entow at Traisaide Nature and Science Center in Mountainside will explore the constellations of sping on Sundey at 2 mm. For ages 6 and up. Admission is \$30 per pero, \$2.5 for seniors. Traisaide is located at 452 New Providence Road, Mountainaide. For Information, call (909) 783-3670.

DOMALD 38-79ALMER MUSEUM of the Springfeld Public Library will present livia. Feria Colla Pobla and Traisaide present livia. Feria Colla Pobla and Traisaide Palariting Drasens For Children, on April 19 at 2 p.m.

The Interry is located at 68 Mountain Aes. Spiringfeld- For Information, cell (973) 376-4630.

LECTURES

TOON-CELTOWN in Westfield will present ink and paint demonstrations by artists of Disney lik and Paint tour on Saturday from 6:30 to 9:30 p.m. The gallery is located at 109 Culmby St., Westfield. For information, call (800) 432-TOON or (973) 831-7933.

(80), 422-TOCN or (973) 831-7933.
PAUL ROBESON: The Artist and The image, "a multi-media presentation by the artist, will take place on Monday at 7 pm. at New Jersey Perforring Arts Centler.
Trickels are \$12 for adults, \$7 for children under age 14. NJPAC in Contract and the Central St., Novard. For information, call (888) GO-NJPAC.
MUSICAL GRAND TOUR, a series of lectures expibring the music of three countries of the western herrisphere, will be held Webneday at 73 pm. at Suburban Community Music Center in Murray Hill.

Murray Hill.
Total cost per ticket for the series is \$50. The center is located at 570 Central Ave. in Murray Hill. For information, call (908) 570-0700.

call (908) 570-0700.

NEW JERSEY CENTER FOR VIS-UAL ARTS will host an lecture by exhi-biling artist Robert Kushner on April 5 at 3 p.m.

NJCVA is located at 68 Elm St., Summit. For information, call (908) Summit. 273-9121.

Summit Terminimation, Confection 273-3121. SUMMIT LIBRARY confinues discussions by Jon Plaut on "Great 20th Century American Books." April 8, J.D. Salingers "Franny and Zoop' and "Raise High the Roof Beam Carpenters' will be discussed. Discussion will take place in the Janet Whitman Community Room on the second floor at City Hall. The time will be 24-pm. Per-egistration is not required. For more information, stop by the library, or call the reference desk at the library, or call the reference desk at (908) 277-9449.

DISTINGUISHED GUEST LECTURE DISTINGUISHED GUEST LECTURE Series at New Jersey Center For Vis-ual Arts will present "Reflections on Contemporary Painting" on April 16 from 7:30 to 9 p.m. Registration is required. Admission is \$10. NJCVA is located at 68 Elm St., Summit. For information, call (903) 273-9121.

MUSEUMS
DRAKE HOUSE MUSEUM will exhibit
Plainfield's Ragtime Era: 1900-1920\*
through June 30.
The 1746 Drake House chronicles
New Jersey History from colonial stress
through the Chil War and Vicential
eras. The house is located at 602 W.
Front St, Plainfield. For further details,
call (908) 755-5831.

MILLER-CORY HOUSE museum feature spinning and weaving

Sunday.

Built in 1740, the Miller-Cory House Museum stands on the froad to the mountains' in Westfield. The Miller-Cory House was named in honor of its not pre-Revolutionary owners, both descended from the earliest settles in this area. Today, the Miller-Cory House Museum is a nationally recognized fining museum. It has been certified as an historic-site and has been entered on both the State and Hatinan Registers of Historic Places. Visitoria are introduced to a variety of colorial skills as trained artisans and costumed occusts recreate the everyday life, the craits and tasks of the 18th and 19th craits and tasks of the 18th and 19th century farm farrally in Westfield. unday. Built in 1740, the Miller-Cory House

century farm family in Westfield.
For Information about the museum and its schedule of programs, call 232-1776

TEEN ARTS
TEEN ARTS FESTIVAL of Berkeley
Heights, New Providence and Summit
ili be held Saturday and Sunday at
Governor Livingston High School,
located on Watchung Boulevard in
Berkeley Heights.

## **TELEVISION**

A LLE V I DIUN

CTN cable television will broadcast
"Art Beat, tomorrow at 4 p.m. Every
Monday, "Art of the Western World," 11
am. Every Tuesday, "American Cinema," 10 a.m.; "Faces of Culture," 11
am. Every Saturday, "Music and You," 6 a.m.

YO-YO MA: Inspired By Bach," a six-part series, will be aired on April 1, 8 and 15 on Thirteen/WNET.

THEATER

DEATH OF A SALESMAN will be presented at Paper Mill Playhouse through April 5.

The playhouse is located on Brookside Drive in Milburn. For Information, call (973) 376-4343.

ELIZABETH PLAYHOUSE will pre-ELIZABETH PLAYHOUSE will pre-sent The Actor's Nightmars' and The Real Inspector Hound' through April 5. Tickets are 58, \$6 for sentors and students. Showlines are 7:30 p.m. Fri-day and Saturday, and Sundays at 2 p.m. The playhouse is located at 1100 Early Students, Showlines, Showlin

mation, call (909) 355-0077.

ONCE UPON A MATTRESS will be presented tomorrow through April 5 at Union High School.

The school is located on North Third Street in Union. For information, call (909) 851-6780.

(909 BS1-6780. ALL AMERICAN, anner play by Ossic Cavis, will be presented by Theatre-WorkerUSA on Wednesday at 7 pm, at New Jersey Parforing, Arts Center, Tokate are 1818 for sicultifs \$7 for children under age 114. NUPAC is located at One Center SL. Newact For information, cell (1985). GO-AIPAC.

## Homeowners should take care when choosing

Homeowners si
Much of the natural envisely homeowners feel in embarking on a home remodeling or repair project can be relieved if they take the time to select the right contractor.

"Homeowners should give this decisin at least as much care as they give to choosing products," advises Jane Thompson, president of Sears Home Services, which performs more more improvements and repairs than any other contractor nationwide.

"Consumers depend on the contractor's expertise to guide them through all the technical issues and count on his integrity on working within their budges," Thompson explains. "Consumers need no working within their budges," Thompson explains. "Consumers need to remember that the contractor's crew will be in their home and around their family for the life of the project, so they should check out his company with care."

• Check for complaints. Check whether any complaints have been registered against the contractor you are considering. Call the local Better Business Bureau to learn if any customers.

mould take care
tomes have written letters or filed
complaints with the BBB.
Your state's Attemey General's
Office can tell you if there are any
unresolved complaints filed against a
contractor, and your local police
department can steer you clear of
"scan maria" contractors facing crimiplaint in his file, find someone else.

• Check for rapport. When you
meet with the contractor's salesperson, ask yourself if you are comfortble with this person. Do you trust the
company he' represents? Do you
believe he knows, what he's talking
aboun? Based on those answers, do
you believe his company will send
you installers who also will be knowlidgeable and pleasant? Will you be
comfortable having this contractor in
degable and pelesant? Will you be
comfortable having this contractor in comfortable having this contri your home and around your family for the life of this project?

 Check out the company. Will the contractor give you a complete, writ-ten description of any warranties cov-

### a contractor

ering the installation portion of the project? Has the company been in project? Has the company been upon business long enough to assure you it will be around to honor those warranties? Can you obtain business references, and when you check them, does the contractor have a long-standing history of honoring his chilarations?

Check out the products. Are the products the contractor wants to install in your home covered by warranties? Are they quality products, and are they what you want?

 Check customer references. Ask for 10 to 15 references. A reasonable number of completed jobs indicate an established company. Then call three or four of these references to ask about the contractor's integrity and quality.

Ask if they would hire him again, if he linished the job on schedule, if he was responsive to their phone calls, and if he kept them informed about the progress of the project.

Check his license and insurance. Make sure your contractor knows the local building codes and is licensed to perform the work. Make sure he has properly damage, liability and worker's compensation insurance—but don't take his word for it.

don't take his word for it.

Ask to see each individual policy,
note the policy numbers, the dates the
policy is in effect and the names, and
addresses and phone numbers of the
insurance companies. Then call the
carriers to make sure the insurance
policies are current. Again, if you find
any problems, find someone else.

"Your home is too big an invest-ment, and too important to your fami-ly's well-being, to take chances," Thompson concludes. "Make sure you choose someone with a good his-tory, whom you know you can trust."

Consumers can obtain a free booklet "Choosing a Contractor" by writ-ing to Sears Home Improvement, 3333 Beverly Road, BC116B, Hoff-man Estates, IL 60179.

### Author tells how to make vour house work for you

"A house that worke" is my theme in building a house. My impression after rouring hundreds of houses is that they lack imagination. Most houses are trumendously dull concepts involving little more than boxes sacked on top of each other. You can change this. By forethought, you can put all kinds of things into the design and inside the walls that will make your house more usable and comfortable.

As an owner-builder you have the unique opportunity — I consider it a stewardship — to make your homes into a facilitative environment for better living. Winston Churchill captured the thought when he said, "We shape our buildings, and our buildings shape us." Your house has a job, and that is to facilitate your life and those of your successors in the house. Some ideas to put your house to work:

Let it process the water with which you will cook, clean and drink.

 Let it process the water with which you will cook, clean and drink-his can be through water filteration, water softening, water distillation or a combination

Let your house improve the air you breathe. Through a variety of air filteration systems, humidifiers, and air-to-air heat exchangers you can improve the healthfulness of your inside environment, and the cleanliness of your surroundings. Housewraps reduce dust infiltration.

Let your house feed you. Through forethought you can simplify the process of preparing and storing food in your new house. You can land-scape for a place to grow food and herbs; you can provide a root cellar or fruit room to store the produce.

Let your house give you a workout. You can build a sports court in to your design. You can adapt a room into a workout room by providing appropriate soundproofing, and electrical service and cable TV to facilitate the use.

ate the use,

Let you'r house stimulate your mind. Provide spaces conductive to two-person conversations. Create libraries and reading spots with natural and artificial light and privacy. Pre-wire for electric Internet and computer sharing pathways from room-to-room. Locate students desks; in bedrooms, Pre-wire for telephone and data access to many points.

Let your house clean itself. Build in a dust-free whole-house vacuum system. Bring wash facilities to points of use. Avoid designs and surfaces that catch dust. Use scrubbable, cleanable, renewable finish materials.

Let your house warm and cool itself. Provide for air flow; orient your structure to capture morning and winter sun; design to shade from the high sun of summer. Provide means of thermal storage and insulate to

high sun of summer. Provide means of thermal storage and insulate to protect your found resource.

• Let your house care for you. Make provisions for handicap access if you have immediate need or if you will say long enough to experience the raveges of unexpected injury or advancing age. See that your hall-ways are wider, your baths, laundry and entrances are accessible, and your kitchen is open and adaptable. Design in considerations for children and for pets. Make play spaces, gathering spots, and storage for toys and personal articles.

personal articles.

Let your house entertain you. Prewire for whole house audio and home theater video. Provide for luternet, satellite, and computer connections to televisions. Create spaces for guests and gatherings. Design your house for separate activities and permit privacy. Provide for musical promances and instruments, for formal meals and holiday celebrations. Facilitate your hobbies thoughfully.

Let your hosbies thoughfully.

Let your hosbe make a living. Create and equip space for shop or office, craft or livelihood. Anticipate the necessary utilities and facilities. See that storage, display, delivery and communication flexibility are built in whether you choose to activate them later or not.

Mark A. Smith is the author of "The Owner-Builder Book: How You Can Save More than \$100,000 in the Construction of Your Custom Home."

### New laminate flooring has covered much ground

You might say it's thit be ground running. Laminate flooring, a trend that so the footing in Europe more than 20 years ago, has recently swept across the Allantic to become one of the fastest growing easgories in the home-flooring mutarity, and is projected to capture as much as 10 percent of the US flooring market in the next 10 years.

The first truly revolutionary flooring product North American consumers have seen in nearly 30 years, laminate flooring offers fashion and function at an affordable price. With its vest array of patients and colors as well as its durability and low maintenance, the new product is an increasingly popular choice for today's homes, appearing in living rooms, kitchens and family rooms alike. "Laminate flooring's style and performance features address today's consumer needs," says Santiago Montero, publisher and editor-in-chief of "Floor Covering Weekly," "Also, it's a natural product, annufactured from wood products, and that appeals to the consumer."

Laminate flooring can set the stage in any room. Manufacturers are replicating wood and inlaid wood looks, as well as stone-look patterns such as terrazzo, slate, grature and marble in a rich variety of colors.

The design possibilities are endless—you can mix and match woodgrains.

same, gratue and maroie in a nch variety of colors.

"The design possibilities are endless — you can mix and match woodgrains and abstracts to create a handsome, unique floor," says Donald Raymond, vice president of marketing for Uniboard Canada Inc.
Today's savy consumers expect good design at an affordable price. Laminate flooring answers the call with an average cost of an installed laminate flooring the control of the

"Laminate flooring's price points are positioned at the high end of vinyls, and the low end of solid hardwood, making it a nice bridge product for consumers,"

The product's ease of installation also helps cut costs. For example, it normally takes only eight hours for two professionals to install a laminate floor in a hughest of the proper of flooring, supposed to despect of flooring, according to Curi Haffner, director of marketing for Wilsonar International.

We're finding that laminate flooring is particularly attractive for families because of its durability." says Donna Proudfit, marketing director for Pickering Incorporated. "It's tough enough for everything from Hot Wheels to high heels, and it never needs to be waxed."

heels, and it never needs to be waxed."

How is this high-style, hard-working product made? High-impact liminate flooring is an engineered wood product, constructed by fusing several layers of material under tremendous heat and pressure. Typically, the product 's surface layer — consisting of a high-pressure or low-pressure laminate with a clear, durable melamine finish over a printed design — is bonded to particleboard or a high density floreboard core. A bottom layer helps balance and stabilize the floor.

This process allows for more affordable fashion options than ever before, plus the durability and easy maintenance demanded in a floor surface. As commercially the surface of the surface is the flooring of choice in the North American market.

### can be perfect together Your home and the environment

With a few simple steps, you can benefit the environment while making benefit the environment while making your home more comfortable and energy efficient. Home experts estimate that up to \$350 a year of heated and conditioned air literally go out the window. . . and doors and other spots in homes that aren't properly sealed. If you totalled all the areas around the

house that need caulking and weath-ersuripping, you'd have the equivalent of a three-foot gaping hole in the wall. These helpful doi-jovurself up from the experts at DAP, a leader in home improvement and repair, can help cut your home energy costs. • Leaky windows cause 15 to 35 percent of total home heat loss. Use

insulating foam sealant or caulk to seal cracks and gaps around window frames and where glazing meets the sash and the sash meets the jambs on

 Seal around door frames and add weather-stripping at the bottom or sides if needed. Use insulating foam when installing or replacing storm windows or doors. For addi-tional draft protection, tightly fit shrink film over windows.

• Seal and insulate inside and out.

 Seal and insulate inside and out.
 Fill in tiny cracks and big gaps. While most people routinely check windows and doors, exterior leaks also demand attention. Use foam sealant to fill gaps around your foundation.

• additions &

new constructions

new & old work

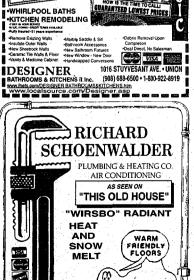
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## HEALTHY LIVING

## Drug courts prove effective in the fight against abuse

Many of the crimes committed on our streets today have their roots in alcohol and drug addictions. Yet, too often we simply lock the offenders away in juit and do not try to treat problems that lead them there. This oversight is really at our sepanse. When we release criminals with addictions back to our stone of the Prevention of Stance Abuse communities, they usually pickup with a new crime spree and new prison sentences. Essentially, our prison sentences. Essentially, our safety and our tax dollars are at

Safety and totheir quercy.

Consider that by the end of the
1980s, about one-third of people in
state prisons were there because of
drug offenses — and 60 to 70 percent life a history of substance
abuse. Yet, despite this, in 1991,
nly 13.5 percent of state prisoners
were enrolled in drug programs.
This gap simply does not make
sense when you consider that it
costs less to provide treatment than
to keep an immate in jail for a year.
Outpained migu reaament averages
about \$5,000 to \$10,000 per person,
while housting an immate in jail for a
vear costs close to \$50,000. Studies while housing an inmate in jail for a year costs close to \$30,000. Studies year costs close to \$30,000. Studies confirm that jail alone increases the likelihood of further crimes, while substance abuse treatment decreases it.

Some communities have started

Difference By The Union County Coali-tion for the Prevention of Sub-stance Abuse

alternative programs, such as drug courts, that make their streets safer and save taxpayers money. They also give offenders a closely supervised chance to become responsi-ble, law-abiding taxpayers. Drug courts steer addicts who commit non-violent crimes, such as larceny or drug dealing, to treatment instead of jail. Studies have indicated that every dollar spent on treatment leads to a \$7.46 reduction in crime-related spending and lost

When community groups and criminal justice agencies join together to provide treatment for offenders, the rate of success is high. According to Drug Strategies, an organization dedicated to prom-oting effective approaches to the nation's drug problem, early research has shown promising results:

### A good breakfast proves important to weight loss

Eating a better breakfast is better for your body and can help you main-tain or lose weight, according to a recent study by the Center for Clinical and Lifestyle Research and Wellsour-

With regard to breakfast eating researchers were curious as to the effects of breakfast on an individual's effects of braghtast on an individual! so body mass index, which is a person's ratio of weight to height. A 41-item survey was distributed to 1.5 million people during 1994 and 1995, with a total of 202,770 valid surveys returned. Body mass index was com-puted for each survey that contained self-reported height and weight. The definition of eating breakfast meant more than a sweet roll and coffee. The research soonword by Soffee.

more than a sweet roll and cottee. The research, sponsored by Smith-Kline Beecham, was conducted among participants in the Ecotrin Health & Lifesyle National Tracking Study, a major, multi-year initiative created to provide information con-cerning health-related lifesyle practices among a large sample of autices among a large sample of autics are supplementative of the supplementation of the con-trol of the supplementation of the supplementation of the con-trol of the supplementation of the

throughout the United States.

The survey rated breakfast eating as often (1), sometimes (2), or seldom (3). When the average BMI for each breakfast eating category was observed, those who reported eating breakfast "often" (33 percent) had a BMI significantly less than the people who reported eating breakfast "sometimes" (25 percent) or "seldom" (22 percent).

Health experts recommend a BMI lass than 27. The average BMI for "often" breakfast eaters was 26.38. The average BMI for the "sometimes" and the "seldom" breakfast eaters were 27.58 and 27.08 respectively.

were 27.58 and 27.08 respectively.

"The results proved that eating breakfast is a positive behavior that can excually help an individual maintain or lose weight," says James M. Rippe, M.D., co-director of the study with Dr. John B. Gobble and Dr. Donald R. Hall. "Those participants who are breakfast "often" versus "sometimes" or "seldom" maintained better body weights. The findings also show that daily nutritional habits impact strongly on body mass index."

Entitle Of the Developer, the Developer of the property of the

Results of the breakfast eating research were published in an issue of the "American Journal of Health Desembles"

### Correction policy

It is the policy of this newspaper to correct all significant errors that are brought to the editor's attention. If you believe that we have made such an error, please write Tom Canavan, coltier in chief, 1291 Suyyesant Ave., Union, 07083, or call him at 686-7700, ext. 329 on weekdays before 5 p.m.

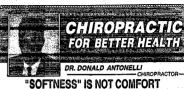
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Softmes is not confer & chair to the conference of the

functioning of your body. The true test of chair comfort is being able to sit for long periods without feeling fairness.

### Great hair contributes to great health

Hair growth takes place in the roots and follicles, where healthy cells divide and multiply, pushing the hair strands outward.

strands outward.
Unfortunately, some treatments for cancer inhibit the growth of healthy hair cells. Feelings, especially positive feelings, play a vital role in the restoration of health. The way you think and feel about youself each day often begins with looking in the mirror. Hair accessories and wigs can become an important expect of perbecome an important aspect of per-sonal appearance.

sonal appearance.

Horizon Wigs and Beauty Supplies, located at 705 Jersey Ave. in Elizabeth, specializes in wigs and hairpieces for chemotherapy patients. For a free consultation, call (908) 354-9096.



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You've probably tried a medicine cabinet full of ointments and antiseptics. You've bandaged it. You've soaked it. You've even elevated your legs.

And though it may seem to get better for a while, your stubborn leg wound keeps coming back. And, along with the swelling and redness, comes persistent pain, inconvenience and frustration.

Fact is, typical home remedies usually won't heal a chronic wound that's a result of circulatory problems. And until a skilled medical specialist analyzes and treats the problem, chances are it will only get worse

But now, there's a special place where you can get the special medical care you need. Delivered by professionals who understand the misery and suffering caused by a chronic wound.

At the Wound Healing Center, we're experts in the treatment and prevention of non-healing wounds Our team of specialists includes physicians and nurses who utilize the most advanced programs and treatments in wound care.

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UNION COUNTY 1291 Stuyvesant Ave., Union

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ESSEX COUNTY

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Orange Transcript - The Glen Ridge Paper
Nutley Journal - Bellevüle Post
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Business Directory 4 PM Thursday Display - Space reservation 5 PM Friday

Ad Copy 12 noon Monday In-column 3 PM Tuesday

ADJUSTMENTS -

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25 words \$21.00 or \$28.00 combo Garage Sale signs, price stickers, balloons, helpful hints, inventory sheet and Rain Insurance

### =ECONOMY CLASS

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### \_\_AUTOS\_FOR\_SALE-

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calls please.

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BANQUET STAFF, full or part time. \$10 pe hour. Call Sam or Richard, 973-731-4300. ndly Union Township office: Computer lence helpful, billing, collections and all its of office work. Full-time (35 hours per Please call 908-686-7700, for an

CAFETERIA. FOOD service company in Linden school district needs part time funch aides and substitutes, \$5.25 per hour. Call

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CHILD CARE. Professional couple seeking experienced enthusiastic, reliable person to live in to care for 9 year old daughter and 7 year old spn. Must be an experienced ordiner, non smoker and like dogs. Competeive salary, use of car, other extras. Call Ethelyn at 212-841-4379. References required.

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CHID CARE needed Loving, experienced, reliable, Fullstree, 8:30am-7:50pm; for 4-month old in South Grage, Une-oat, Escolent relevences required. Non-smoker. Call 973-378-3445. Leave message. CIERICAL PART Time. Collections and general odice responsibilities. Maplewood. Call

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are a furniture distribution facility located in an Center, looking for derical associates, me day positions are available, with some inight pours available as well, responsibilities for these positions include assing protoces, auditing, customer ser-and data entry. Candidates must have ledge of computers, typing, good less the selfs and possess in eability to work.

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ns, maintenance of records and pre-of financial statements. 3 days' week, I. Send resume to: Reeves-Reed Ar-165. Hobart Avanue, Summit NJ

FLORAL DESIGNER wanted for disanctive shop in Maplewood. Must have expenence Part time driver position also available. 973-762-3525, between 10am-6pm.

NERAL OFFICE Help, Filing, phones, etc. t sime, 8am-3pm, Kenilworth location. Con Johnston Supply 908-298-1212, between

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Morrall Community Newspapers has one full time opening in its Mantewood office for an audgoing, motivated inside sales representative who enjoys working with people. You should possess exceptional verbal and written communication skills, along with planning should possess exceptional viribital and written communication sitis, along with planning and organizing ability, strong spelling and primare stills, (see don't have spell check) and type a minimum of 40 mpm. Dutes include taking Classified ads from incoming photic calls, making outgoing sales calls to prospective outsomers, sell ads in special selling projects, and work with seathliched accounts. Salery and commission, Benefits.

Call Classified Advertising Manager 973-763-0700 between 10am and 3pm

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ick Chek offers quarterly bonuses, insur-to, 401k, tuston reimbursement and co-coment opportunities. (Exits \$1.25 hour uss pay Saturday afternoons and all-day offers.)

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SALESMANAGER
FULL TIME INSIDEROUTSIDE SALES
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thisectural office in Union county full or part
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MARRIEDE FAX: 908-272-9059
MEEKER SHARKEY
FINANCIAL GROUP
14 Commerce Date:

ECRETARY. Linden mailing company seeks art time office assistant. Answer phones, emputer entry work, light bookeeping, excel-nt English skits. 908-486-7678.

PRETARY: IMMEDIATE opening, fut time Home Improvement Company in West age, Must have own transportation. Genotice and outcome relation skibs required, a salary; benetts svallable. Call Mr. Miller, 4. Home improvement Sales, 669-0307.

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UNION COUNTY
CLASSIFIED BOX NUMBER

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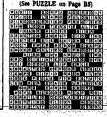
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## TRANSACTIONS

Real estate transactions are recorded in the office of the county clerk. Worrall Newspapers publishes an abbreviated version of all transac-tions recorded in the 12 Union County tions 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.

### Clark

David E. and Elaine Bauer sold property at 28 Kenneth Place to Peter A. Jordan for \$205,000 on Nov. 5. Mary E. Kosar sold property at 942 Lake Ave., to Gaye Zangari for \$195,000 on Nov. 7.

Judith A. Sanger sold property at 38 Stonehenge Terrace to Gene A. Wilson for \$245,500 on Nov. 18.

Sell Your Stuff!

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Call Now !! 1-800-564-8911 Joseph and Jane D. Postizzi sold property at 9 Stemmer Drive to David Morozoff for \$230,000 on Nov. 21.

David Morecoff for \$220,000 on Nov. 21.

Hiller Prima Trust sold property at 11 Glnest Drive to Christoper to Learn to Page 10, 200 on Nov. 24.

Edward J. and Linda D. Ruth Jr. sold property at 33 Sweet Braza Drive to Edward R. Martin for \$257,500 on Nov. 25.

Janet Chang sold property at 92.

Janet Chang sold property at 62.

John E. and Jean Swinek sold property at 79 Post Road to Robert Lorenty of \$25,000 on Nov. 26.

James V. Alexander sold property at 72 Briarheath Lane to Jay 5.

Tabask for \$221,000 on Dec. 1.

William R. and Denise D. Kraus sold property at 102 Tudor Drive to James Brogan for \$225,000 on Dec. 8.

Thomas F. Miller sold property at 64 William St., to Lawrence J. Krizer for \$255,000 on Dec. 8.

Thomas F. Miller sold property at 64 Lefferts Lane to Jose A. Saniago for \$177,500 on Dec. 12.

### Elizabeth

Melba Cedeno sold property at 941

Melba Cedeno sold property at 941
Anna St., to Bernardo Perez for
S80,000 on Nov. 7.
Mario and Susanita Jumique sold
property at 859 Lafayette St., to Jairo
Alzate for \$85,000 on Nov. 7.

Isabel Belem sold property at 625 larkson Ave., to Edimar R. Silva or \$220,000 on Nov. 10. Stephania Kot etal sold property at

Siephania Kot etal sold property at 15 General Karge Court for \$126,777 on Nov. 12. Zulmin: Borges sold property at 756 Ogden St., to Jose F. Britis for \$212,500 on Nov. 14. Sheriff and County of Union sold property at 344 Rahway Ave., to Fed-eral Home Loam Mongage Corp., for \$130,500 on Nov. 18. Carmine Petti and John Russo sold property at 855 Garden St., to Rica-do A. Bonitto for \$128,000 on Nov. 18.

oo A. Bentillo for \$128,000 on Nov. 18.

Josquim and Maria Rodriguez sold property at 207 Clark Place to Julio Souss for \$100,000 on Nov. 21.

Bank&America National Trust and Savings sold property at 1024 Anna Savings sold property at 1024 Anna Savings sold property at 23 Florida St., to Manuel Rodriguez for \$125,000 on Dec. 1.

S. Oregory Moscarialo etal sold property at 190 Grove St., to Jose Solaton for \$63,000 on Dec. 1.

Jose and Sonia Sabater sold property at 32 Marshall St., to John Jarmillo for \$119,000 on Dec. 5.

Johannah Madigan sold property

Johannah Madigan sold property at 405 Rosehill Place to Juan B. Pla-ceres for \$80,000 on Doc. 8. Mario M. and Florbela Costa etal sold property at 68 S. 2nd St., to Mar-



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ia vicira for \$190,000 on Dec. 12.

Pedra and Josefa Blanco sold property at 128 Burnett St., to Enrico C.

Emma for 335,000 on Dec. 15.

Gerado and Maria M. Famiglieris
sold property at 632-634 Devine
Ave., to James Sarria for \$213,000 on
Dec. 15.

### Kenllworth

Patricia Impalli sold property at 611 Fairfield Ave., to Ron P. Nei-mayer for \$120,000 n Nov. 10. Joseph M. Selito sold property at 717 Clinton Ave., to Sulvo Aielto for \$150,000 on Nov. 18. Miguel and Monitea Santiago sold property at 10 N. 13th St., to Timothy Nestor for \$155,000 on Nov. 26. Edward R. and Susan Pierry Jr. sold property at 67 Passick Ave., to Wal-ter A. Moran for \$138,000 on Doc. 1.

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Linden

Bessie and Eberhardt B. Nelson sold property at 8 Pallant Ave., to Pamela Scanlon for \$115,000 on Ock



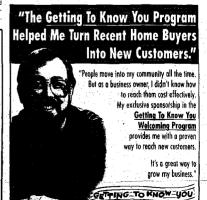
Claire R. Mihalko sold property at 847 Dennis Place to Richard Morales for \$110,000 on Oct. 23. John J. and Eleanor Brozana Jr. sold property at 2613 Grasselli Ave, to Darla J. DisMatteo for \$95,000 on Oct. 23.

Oct. 23.

Barbara A. Jordan etal sold property at 212 Morristown Road to Gregory L. DiGirolamo for \$115,000 on Oct. 24. Burton H. and Judith Amold sold property at 1305 Kent Place to Kim-berly Nozewski for \$158,000 on Oct.

24: Joseph A. Martin sold property at 1020 Georgian Drive to Mathias Partsinevelos for \$190,000 on Oct.

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## Real Estate

### TRANSACTIONS

(Continued from Page B11)

(Continued from Page B11)
Helen Zych sold property at 706 S.
Park Ave., to Richard Hermandez for
\$70,000 on Oct. 27.
Joseph J. and Dorothy M. Jerome
sold property at \$13 W. Curtis St., to
Miguel A. Estupinan for \$130,000 on
Oct. 29.
John Wance sold property at 731
MGIllwary Place to Stephen Wance
for \$65,000 on Oct. 29.

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Noreen M. Klaskin sold property at 352 Hedge Row to Nancy A. Ulizio etal for \$11,500 on Nov. 7.

Joseph K. and Willda Leinbach sold property at 337 Edgewood Court to Robert E. Evans for \$285,000 on Nov. 12.

Frank M. Hiljer sold property at 1983 Sunny Slope Drive to Barbara A. Piucienik for \$121,000 on Nov. 21. Linda Pace sold property at 175 Suntra Parkway to Raul Malave III for \$223,000 on Dec. 3. Richard and Elizabeth Galinkin sold property at 208 Evergreen Court to Cerl J. Sylvester for \$185,000 on Dec. 12.

### Rehway

Anthony T. and Anne M. Hoblitzell sold property at 285 W. Stearns St., to James A. Pepe for \$124,000 on Oct. 24.

24.
HMS Affordable and New Jersey
Inc. sold property at 393 Union St., to
Raymond Haines for \$165,000 on
Oct. 24.

Oct. 24. Louis H. Crawley sold property at 1705 Essex St., to Roger S.F. Colin for \$63,000 on Oct. 24.

### Rosella

HMS Affordable and New Jersey no. sold property at 374 E. 9th Ave., o Sieve Edwards for \$169,900 on lot. 24.

Oct. 24.
William Carlo sold property at 1278 Chestnut St., to Christine Zazzarino for \$95,000 on Oct. 28.

### Rosella Bark

Community United Methodist Church sold property at 440 Sheridan

Ave., to Adolfo DelCestillo for \$77,000 on Oct. 28.

Richard and Constance Sarkissian sold property at 7 E. Colfax Ave., to Sally Devito for \$144,500 on Oct. 29.

### Springfield

Gerald and Helaine Kivowitz sold property at 22 Woodside Road to Jef-frey M. Rosenberg for \$315,000 on Nov. 20.

Mark and Stephanie Morecraft sold property at 22 Marcy Ave., to Ross Mehlman for \$223,000 on Nov. 26.

Lawrence A. and Shella Bauer sold property at 246 Kent Place Blvd., to Kristine Yacavone for \$437,000 on Oct. 28.

Aravinth Sivasubramaniam sold property at 65 Ashland Road to Michael D. Rose for \$364,000 on Oct.

Thorese M. Crowley sold property at 137 Canos Brook Parkway to David Boyer for \$425,000 on Nov.

sold property at 38 Lowell Ave., to Kenneth S. Vlass for \$295,000 on

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Union

Donald W. Rinaldo Fr. sold property at 295 Whitavood Road to Paul D. Panasoo for S161,500 on Nov. 7.
Oerrudo Albrecht sold property at 675 Salen Road to Gary A. Rais for S100,000 on Nov. 12.
Bemice S. Schenk sold property at 244 Salem Road to Timothy J. Schnelder for S120,000 on Nov. 12.
Rose C. Gomes sold property at 244 Salem Road to Joac C. Costa for \$150,000 on Nov. 13.
Edward and Noel Hevyar sold property at 331 Tucker Ave., to Joac V. Barboss for \$122,500 on Nov. 19.
Caroline B. Charles sold property at 104 Potert Ave., to Jon Adomo for \$148,000 on Nov. 20.
Shelley Mahon sold property at 233 Salem Road to Linda Remo for \$33,000 on Nov. 21.
Michael Collins sold property at 287 Salem Road to Marcos Campes for \$130,000 on Dox. 21.

875 Salem Road to Marces Campos for \$130,000 on Dec. 9,
Dorothy I. Koltarsick sold property at 735 Colonial Ave., to Jorge Perec for \$149,000 on Dec. 10,
Alfred A., Bogut sold property at 859 Carterst Ave., to Michael Witevrongel for \$155,000 on Dec. 16.
Union Center National Bank sold property at 1223 Ciliton Terrace to Patricis Simmons for \$129,900 on Dec. 16.

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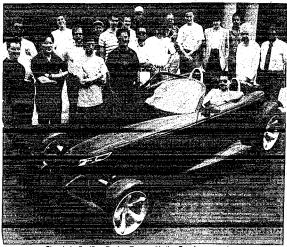
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Provier serves as the "calling card" for the Plymouth brand's rovitalization in the United States, which began in 1995 under a multi-tiered effort that included new products and a whole new way of shopping for a whole. From a historical perspective, Prowler is the first United States-built Plymouth exclusive since the 1969 Barracuda "Provier delivers the 'shock value' for the Plymouth brand while raising nameplate awareness for the full product range," it was noted. "Street ord enhusiasts who don't have the time or money to invest in a 'one-off' roadster are clamoring for one, as are baby bomers and older professionals who are tired of look-alike cars and are ready to own and drive a unique automobile."

The significance of the Plymouth Proviler goes far beyond the car's distinctive profile— it represents the latest technology dressed with passionate design. Major innovations, such as the intensive use of aluminum and new assembly techniques, allowed Chryster engineers to explore a wealth of new materials and processes for possible use in higher-volume production vehicles. Provler further expanded Chryster's teamwork approach to the further expanded Chryster's teamwork approach to the

supplier-manufacturer relationship with joint effors to learn more about low-volume manufacturing methods.

"There are several reasons why you take on a project like Prowler," according to Craig R. Love, executive engineer for Tearn Prowler. "One is to create a test bed for new technologies."

One of the most important technologies was the evaluation of house fores, sick and what to be winded to the control of the control of the most important technologies."

One of the most important technologies was the evaluation of how to form, join and handle aluminum. About one
third of the Proviler's curb weight is made up of aluminum
components, including the frame, body sheet, metal and
suspension components, some of which were formed using
semi-solid forging techniques. The seaf frames are aluminum as well, marking the first time such an extensive
application has been used in the automotive industry.
Another industry first is the use of die-casting magnesium
for the instrument partel structure, resulting in greater
scentth and significant weight savings.

The Plymouth Prowler went into production in
mid-1997 at the Conner Avenue Assembly Plant in
Detroit, where the Dodge Viper GTS Coupe and Viper
RT/10 Roadster also are built.

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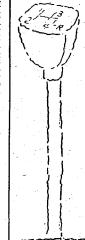
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Volume One, Number Two April 1998

## The changing face of the banking industry

As we approach the 21st Century, the face of banking is changing dramatically. Beset with skyrocketing costs and fierce competition for a limited customer-base, large banks are merging into mega-banks, offering services from traditional savings and checking accounts to loans to trading in stocks and other investments. The new financial power from the mergers is allowing these new superbanks to move into high-technology services, such as telephone banking, home-computer banking and a new generation of Automated Teller Services that will make today's ATMs look like relics from a bygone era. (See related article on Page 3)

At the same time, we are witnessing a trend toward micro-banks, tiny community institutions that frequently have only one office and stress personal service and convenience, much like the old Mom-and-Pop stores of vestervear. And mid-sized banks are trying to establish their niche between the two ends of the spectrum. Meanwhile, non-banking financial institutions, such as brokerage houses, are moving into traditional banking services

Union County is at the vortex of these swirling trends. The county has a sizable banking industry, including regional offices of the giant First Union Corp., and the mid-sized Summit Bank. And it is the home to emerging micro-banks. such as the Town Bank of Westfield and First BankAmericano in Elizabeth

Although the trends of mega-banks and micro-banks may seem contradictory, they are actually being driven by the same economic forces, says Vito Nardelli, area president of First Union.

"In the late 1980s, we had too many banks chasing too few customers," Nardelli says. "We had to go through this (merger trend). It's a natural evolution.

The additional resources from the CoreStates merger

will allow First Union to better serve its customers by offering additional services and by moving into its Future Bank program, which will move it into 21st Century technologies, Nardelli explains.

However, he also notes that the mega-merger trend "does create opportunities for smaller banks" that want-to-offer micro-banking services. But those opportunities only exist for the micro-banks if they remain Mom-and-Pop operations.

He cited the case of PeopleExpress, the tiny airline that drew rave reviews for its low ticket prices and personalized

service when it started operating in the mid-1980s However, when its success led to growth, People-Express went out of business.

"PeopleExpress was great when it was small, but when it



a First Union office on one corner and a CoreStates office across the street, on the Monday after the merger how many offices do you think we're going to have on that corner? One. Of course

"This is a great deal for both institutions," he says "The merged bank will be the number one depositing institution in the Northeast Corridor. None of the big Wall Street banks can say that. We will be in the top three in small-business lending. We're all very excited

> about this. It makes great business sense for us and our customers

At the other end of the spectrum are the micro-banks that stress local roots and personal service, institutions such as the Town Bank of Westfield, which is being organized by local businessmen and Westfield residents.

Frank N. Goffreda, president and CEO, says that the Town Bank will provide the kind

of personal service once known to most communities, but largely lost over time as banks consolidated and interstate branch banking

became the norm ' Not only are the bank organizers all local figures, but the bank's staff at all levels will come from the

community, Goffreda says.

(Continued on page 3)

started to grow it couldn't meet the costs of overhead at

the prices it was charging, Nardelli explains.

### Despite some

concern over potential job losses by the First Union-CoreStates merger, Nardelli says the bank's expansion of services will more than make up the job loss. "At the end of the day, I think we'll need more people than we have now," he says.

In the meantime, he explains, there has to be some job loss through the elimination of duplication. "If we have



Banking Industry

Company Profiles

Did you know...

Union County CPA firm awaits new accounting rules ......8 Advanced Financial Services Federal Credit Union ......2 Columbia Savings Bank ......4 First Union Bank ......5 Advanced Management Services ......9 

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Advanced Financial Services Federal Credit Union. located at 785 Central Avenue in New Providence, has been providing quality financial services to its members for the past 30 years. A credit union is a cooperative financial institution, owned and controlled by the people who use its services. These people are members. Credit unions serve groups that share something in common, such as where they work, live, or go to church, Credit unions are not-for-profit, and exist to provide a safe, convenient place for members to save money and

get loans at reasonable rates. Credit unions, like other financial institutions, are closely regulated. The National Credit Union Share Insurance Fund. administered by the National Credit Union Administration, an agency of the federal government, insures member deposits at more than 12,000 federal and state-chartered credit unions nationwide. Deposits are insured up to \$100,000.

What makes a credit union different from a bank or savings & loan? Like credit unions, these financial institutions accept deposits and make loans - but unlike credit unions, they are owned and controlled by a group of stockholders that may not be representative of the savers and borrowers that these institutions serve. In contrast, a credit union is a cooperative financial institution that is owned and controlled by saving and borrowing members. Regardless of the amount on deposit, each member has one vote in a democratic process that has allowed credit unions to provide their members with the services that they want and need. Advanced Financial Services Federal Credit Union. like all other credit unions throughout the nation, is a

cooperative entity, and belongs to the people who use it. It operates solely for the members' benefit. Each year, the membership elects directors who make policies, and hire top management personnel to run the daily affairs of the credit union. Directors are unpaid volunteers.

who are charged with the fiduciary responsibility of safeguarding the membership's assets.

The credit union has recently established a "through the wall\* ATM at its main office location on Central Avenue in New Providence. And although membership in AFS is currently limited to a select list of employee groups in Union County and other communities, this ATM is available to everyone, without surcharges. Approximately six years ago, a group of credit union employees formed the "Associates For Success" Council: This group has been helping the credit union reach out into the community with various community service projects. The AFS associates' council annually sponsors boy's and

girl's basketball and softball teams, and works with local charities. For the past two years, AFS has held its annual Fall Block Party, where local residents and business people enjoy hot dogs, hamburgers and an overall good time during the lunch hour.

In addition, the Plan America Center, located at the credit union's main office, provides additional financial and insurance products to AFS members, and is available to non-members as well. Tom Josephs, the Plan-America Representative, will be happy to talk to you about your particular insurance or investment needs. whether your planning for retirement, a college, education for your kids or just trying to save a few extra dollars for that rainy day. Tom can be reached at (908) 771-0300, extension 129.

Advanced Financial Services Federal Credit Union is here for its members and its community and is proud to be a member of the Union County Chamber of Commerce.

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### The changing face of the banking industry

(Continued from page 1)

"We will provide a level of service to residents and small to mid-sized businesses that the regional banks either can not or will not provide," he adds. "As the bigger banks become more globally oriented, they just don't have time for the local residents and businesses that is the cornerstone of our communities."

Another example of the emerging micro-bank is First BankAmericano, which serves the community in Elizabeth. One of its selling points is more convenient hours; unlike most banks, First BankAmericano has banking hours on Sunday.

Seeking to fill the gap between the mega-banks and micro-banks are the regional banks, such as Summit Rank

Steve Emr. Summit's regional president for Union and Essex counties, says his bank has been able to offer the broad array of services of the big banks and the personalized delivery method of the community banks.

"To have the flexibility of a smaller organization, we have defined our market area in New Jersey and eastern Pennsylvania into six regions, each with a regional president," Emr explains. "As the regional president for Union and Essex counties, I have decision-making authority for my region."

"Furthermore, within our regional structure, we have organized the Summit branches into 90 market segments, each headed by a vice president with local decision-making authority. These market managers each oversee from one to five branches depending on the size

of the market and other demographic factors.

"The bottom line is that we know our markets, we know our customers, and we are in a position to make the financial decisions that affect their lives and their businesses quickly, right in their communities." Emr adds. "We are also able to offer them state-of-the-art in financial services and banking technology."

Emr also says that "Summit has unique products tailored to more than 100,000 small companies we do business with and special experience in the industries that dominate our marketplace, such as health care and communications."

On top of all of this fierce competition within the banking industry, the industry now must also contend with a fee from the outside — financial institutions, such as stock brokerage firms, that traditionally didn't offer banking services but now do.

On such firm is Merrill Lynch, the stock brokerage that now offers its own assortment of banking services.

Jody Weinberg, a Union Township resident who works as a financial consultant with Merrill Lynch, says one of the reasons she joined the fim after many years in banking and commercial lending was 'the wide array of innovative products and services that it offers of businesses, including qualified retirement plans, business loans and cash management services. At Merrill Lynch, I can offer clients a total approach to their finances, handling virtually all of their business and personal financial needs."



Weinberg cites an example: "Through the Merrill Lynch Working Capital Makagement Account; (WCMA:, a company can combine a business checking account yielding money market rates and a securities account in one. If qualified, the business can attach a Line of Credit to their WCMA, designed to minimize interest paid and maximize interest earned."

With all these different-sized banks and other financial institutions seeking to find their niche and market themselves as the bank with the best programs and services, a continued competitive firestorm, appears on the horizon for the local banking industry. And that competition is likely to benefit consumers and businesses through a proliferation of products and services to help the businesses of Union County grow and the county's residents prosper.

### High-Tech banking brings the future to Union County

To use the bank of the future, you don't need to leave your home or office. All you need is a telephone or a computer with a modem. New sophisticated technology is allowing large and mid-sized banks to move into banking by telephone and computer.



If you do go to the bank, you don't have to worry about the time of day or the day of the week. New Automated Teller Systems are coming that will greatly expand the services of the ATMs that we've had for the past decade or so. Instead of just making straight deposis red or withdrawals, customers will be able to make split deposits. For example, a customer could cash his or her paycheck and deposit part of it into a checking account and part of it into a savings account, and even get back some cash.

Summit Bank, for one, has already instituted technological advances to give its customers greater

choice than ever according to regional president

"Summit customers can bank though their personal computers, over the telephone with our 24-hour

Customer Call Center, on the Internet with Summit Discount Brokenge, in their supermarket or in 430 Summit branches," Entr says. "Many of our 600 automated teller machines dispense postage stamps and cash checks down to the penny, in addition to performing all the traditional ATM transactions and providing interim bank statements."

Emr calls it an "anytime, anywhere approach to customer service that allows the customer to make the choice among delivery channels and banking styles."

Another example of where the banking industry is going is Future Bank, the high-tech program of the newly merged First Union/CoresStates Bank

"Future Bank was developed as a result of what our customers told us they wanted from a financial institution as we move forward to the 21st Century," says First Union's area president Vito Nardelli.

For those customers who are very comfortable with computers, Future Bank will allow them to do their banking with the ease of moving their computer mouse and pressing a few keys on their computer keyboard

Any transaction that can be accomplished on the computer can also be completed by telephone under the Future Bank program. In addition, telephone banking

can handle more complicated transactions, such as submitting loan applications.

The current generation of ATMs allows single transactions, one at a time, either deposits or withdrawals. Under Future Bank, customers will be able to make more complicated transactions, such as split deposits. For example, a check may be deposited partially into a checking account and partially into a savings account in addition. Future Bank's automated teller will give cash back to be customer is he or she su requests.

The conversion to Puture Bank, which will cost First Union as much as \$100 million in 1998, will come to Union County around June or July, says Nardelli

These are by no means the only examples of the new banking technology. Most banks in the state have moved toward technological banking to some degree. In fact, the trend has progressed so far that the breakdown of human teller vs technological teller is close to 50-50 at most New Jersey banks, according to a recent article in New Jersey Business.

The article quotes banking officials as saying that technological banking will never completely replace the human variety because many customers will always prefer the warm tace, and triendly human voice belind the tellers desk

Nevertheless, given the increasing use of home computers and the increasing investment by banks in technological advances, the automated share of the banking business tylikely to continue to increase

## dumbia Saving

Count on Columbia

By Dot Woods, Director of Marketing

Founded in 1927, Columbia Savings Bank is one of New Jersey's largest and strongest independent banks. Columbia's uniqueness and financial strength lies in the fact that it is actually two banks in one -- a full-service "community" bank for individuals and families, and a "commercial" bank for any size business.

For individuals and families, Columbia offers a portfolio of 30 different banking services. These include traditional savings, investment, home mortgage, home equity and retirement products, along with exclusive checking accounts, like Advantage Plus and Checking Plus. Discount brokerage services are available through Broadway Financial Services, a wholly-owned subsidiary

On the business side, Columbia Savings Bank aggressively competes for its share of business in the commercial marketplace, particularly in the commercial lending arena. By offering a comprehensive, competitive mix of more than two dozen different commercial products and services to local businesses, both large and small, the bank continues to foster a positive awareness of its capabilities among members of New Jersey's business community. The response has been favorable and the results rewarding. In a relatively short time, Columbia has become a recognized commercial lending specialist, as well as an excellent provider of other business financial services. Since successful businesses are the backbone of a strong New Jersey economy, the bank is firmly committed to meeting the day-to-day financing needs of businesses right here in the Garden State.

Columbia excels in construction financing, permanent mortgages, short and long-term loans, lines of credit and much more. Timely decisions are made locally by people who know the community best. New businesses and established companies alike can count on Columbia and its commercial lending team for the knowledge and resources that today's capital requirements demand. Prompt loan processing, competitive rates and expert, personal service that help build lasting banking relationships are also among Columbia's strong suits. Plus, a full-line of other commercial product offerings. including business checking, wire transfers, attorney services, payroll processing,

merchant credit card processing, night depositories and retirement plans, can keep any business growing in the right direction.

Virtually no business is too small to count on Columbia. Having been honored with a Bronze Award for foan activity by the Small Business Administration, Columbia also holds the distinction of being designated as a Preferred Lender under the SBA's Guaranty Loan Program. Because the bank is strongly committed to helping small businesses grow and prosper, qualifying applicants can count on Columbia for financing start-up costs, working capital, equipment, inventory or the construction/ purchase of commercial property.

In another important development, Columbia has announced plans to construct a new, three-story 68,000 square foot corporate headquarters in its hometown of Fair Lawn. It is targeted for completion in fall 1998.

Columbia Savings Bank remains strongly committed to community involvement. which is evident through its active and ongoing support of numerous organizations and programs on the business, professional, educational, civic and charitable levels. The bank has never lost sight of the fact that its responsibility to the community goes well beyond banking, always remembering that communities helped make Columbia

it is today. In return, the bank gives something back to the people -- a special caring through community support and active involvement.

With assets over \$1.6 billion. Columbia is proud of its New Jersey heritage, confident in its capabilities and firmly committed to providing the quality commercial and personal banking services that the residents of this state can count on well into the 21st century.

The cornerstone of the bank's long success continues to be the flexibility of its products, personalized service at every level, prompt loan processing and competitive rates. With nearly 30 branches throughout Bergen, Burlington, Camden, Gloucester, Middlesex, Monmouth, Morris, Passaic and Union Counties, Columbia is both a member of the FDIC and an Equal Housing Lender.

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## First Union Corporation



Vito R Nardelli Senior Vice President

### First Union Brings "Future Bank" to Union County

First Union Corporation joined thiscommunity two years ago when it merged with First Fidelity. The partnership proved successful as First Union was now able to serve customers from Key West to Connecticut and brought to this area a new depth of products and services.

As First Union prepares to merce with CoreStates Financial, it has the same goals that made the First Union/First Fidelity merger successful: First Union wants to be the best bank in town.

Making this goal a reality began several years ago. First Union committed substantial resources to developing a

bank that meets the needs of its customers. It surveyed thousands of its customers and discovered they had a good idea of the type of banking they wanted to do. The bank found a way to make its customers' wishes into a reality and during the next few months, that new style of banking will be available throughout First Union. It is called

A major component of Future Bank is the new delivery channels that increase convenience and speed. High-tech customer service centers, enhanced ATMs, card products, direct telephone bank, interactive video, remote/PC banking and the Internet all play a role at First Union. These new channels allow First Union to answer customers' demands for alternatives

Customers value better pricing, faster service and a better relationship with their financial service provider. While it will take time to help customers move toward new delivery channels, studies show customers will use new options if they offer a better. level of performance. Customers who don't want to use any alternative delivery systems are still able to bank by walking into a financial center and talking to a teller. but the majority of the bank's customers are happy to have First Union employees quickly walk them through using the new systems and are pleased at the added convenience.

One First Union customer applied for a home equity loan over the phone and can't stop talking about it. She works a full time job and her husband works six days a week at his own retail business so it would have been difficult for them to go into a branch to apply. As it turned out, the bulk of the transaction was completed quickly over the phone while they were both at home in the evening.

Times are changing and banking patterns are changing. No longer do First Union's. customers want only a savings account. Now customers demand linked accounts and options that include brokerage services. Other customers don't need fancy banking products and want low-cost, convenient banking such as First Union's Express Checking account which is a free account with direct deposit if the customer chooses to bank using alternative delivery systems.

The best part of Future Bank is still the choice it provides. Customers choose when, where and how they bank. Traditional bankers' hours are a thing of the past.

While the best part of Future Bank is the choice it provides, the best part of Firs Union is its commitment to the communities it serves. Its financial centers are staffed with local employees. Regional presidents keep the community's needs in focus when making decisions about how each region will operate. First Union feels that the communities the bank serves keep it in business and their health is First Union's health -- their success is First Union's success.



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## President's Message

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Chamber members also receipt a 20 percent discount on the consecution advertisements in this publication. That discount makes back Basiness that best deal around to reach nearly 25,000 businesses and individuals around Union County.

By providing such a diverse and valuable package of services to the business community, the Union County Chamber of Commerce has become the fastest growing Chamber in the State of New Jersey Leaf year we were the 12th largust Chamber in the State. This year we plan on breaking into the top [0]

The Union County Chamber of Commerce is strong and growing because of its members. If you want to be part of an organization that provides tangible benefits in return for your membership, please consider joining our organization. We have a lot to offer!

is a publication of The Union County Chamber of Commerce

Publisher: James R. Coyle Editor: Dave Marriele Director of Advertising: Joanne Vero Director of Graphics: John Tirpak Editorial Committee:

Charles Bertsch, Raymond Worrall and Susan Jacobson 135 Jefferson Ave., P.O. Box 300, Elizabeth, N.J. 07207-0300 Telephone (908) 352-0900 • Fax (908) 352-0865

### MISSION STATEMENT

"The Union County Chamber of Commerce is a business organization which represents and advances the business interests of its members"

## hat's Coming Up

Small Business Forum New Jersey Temporary Disability Insurance - What You Should Know Angelo Nalbone - New Jersey Department of Labor 8:00 AM Kenilworth Inn. Exit 138 Garden State Parkway

> Roselle Park Chamber of Commerce 7:00 PM Tavern in the Park, Roselle Park

April 2 Education Committee Meeting Chamber Office

April 3 Industrial Safety Council Meeting OSHA Voluntary Protection Programs & Compliance Issues Panelists from OSHA, ELF Lubricants, Cosmair and Exxon Chemical Kenilworth Inn. Exit 138 Garden State Parkway 7:30 AM

April 7 Marketing Committee Meeting 8:30 AM

Chamber Office April 8 Membership Committee Meeting 8:00 AM Chamber Office

April 9 Legislative Breakfast (Attendance limited to 40) Discussion of Highway Funding Developments & ISTEA Congressman Bob Menende-

8:00 AM Hosted by Exxon Chemical Bayway Facility, Linden

April 9 Networking Social 5:30 PMHoliday Inn Select, Clark

April 16 Healthcare Breakfast - Issues facing the State Legislature with Senator Lou Bassano & Assemblyman Rich Bagger L'Affaire, 1099 Route 22 East, Mountainside

April 21 "Everything you always wanted to know but couldn't afford to ask" Protecting Your Business: Intellectual Property, Trademarks. Employee Restrictive Covenants and Confidentiality Agreements 8:00 AM Kenilworth Inn. Exit 138 Garden State Highway

April 22 Clark Group Meeting

Call for location! April 23 Springfield Chapter Meeting 8:00 AM

Call for location!

Member Moments...

for the Third Circuit, has become a senior partner in the Newark Law firm that will now practice under the name Gibbons, Del Deo, Dolan, Griffinger & Vecchione, The firm also has an office in New York. Prior to his election as a partner, Judge Gibbons served as special counsel to Crummy, Del Deo, Dolan, Griffinger and Vecchione.

The Chelsen Assisted Living Residence appointed Kathy Ryan executive director of The Chelsea at Fanwood. Previously, Ryan served in a variety of counseling roles and spent six years facilitating support groups.

Dun & Bradstreet Corp. of Murray Hill named Doretta Gasorek vice president of organizational performance and inclusion. Previously, Gasorek worked for Moody's Investors Service in New York

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the success of the bunching community.

The bunching community community is a price. The traditional personal relationships that had characterized community banking in the past disappeared. tendonjupp men uncurrangespiece community consum in the pass unsupported.

Loans to immalier pushes may push the are critical to local economies, were perceived to be less profused to major companies with known track records, and less attendion with paid to the meeds of the small business community.

This phenomenon has served to reinforce the Legislature's commitment to the small business community. Our overarching policy goals of tax cuts, job incentives, and less regulation ring hollow if the needs of small businesses -- the backbone of the state economy -- are ignored.

In the past few years, the Legislature has accomplished much in the area of improving

New dercey's business environment: this has included tort reform and rate-flex legislation; business tax incentive grograms, the dredging of Port Newark: and 1 Emaceuts since 1994, including the TS. 30 percent income tax cut. several business tax breaks and energy tax reform.



In 1998, Governor Whitman and the Legislature will look to build on our record by supporting new policies designed to benefit small businesses. As the governor outlines in her state-of-the-state address, she has proposed abolishing the Department Commerce and replacing it with a new commission comprised of government and private includers. This commission will focus solely on economic development and ed creation in a public-private partnership with the business community. The move is the economic needs of small businesses. With knowledgeable professionals from specific fields working together with the Commerce Commissioner. New Jersey will a better read on the needs of our small businesses.

She Legislature will also take a look at deregulating the electric industry in 1998 to bring down New Jersey's high energy costs, which have given businesses in other states a competitive advantage over businesses in our state. It's time to give consumers a break on their electric bill by giving them a choice of electric suppliers.

Government may not be able to solve every economic problem, but we've been diligently working toward that end together with the Union County Chamber of Commerce and small businesses throughout the state. We are moving in the right direction in New Jersey -- even in the banking industry where, characteristic of the American economy, interest in community banking is making a resurgence in response to rising demand. Sometimes, the law of supply and demand is enough to ensure a healthy business environment, sometimes it's not. In 1998, the Legislature will make certain that sound economic policy, as well as economic principle, is a contributing factor in the fortunes of New Jersey's economy.

### How to reach your elected officials

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### Union County CPA Firm Awaits New Accounting Rules

Today, New Jersey accountants are waiting for the final results concerning the new rules governing commissions and contingent fees. The New Jersey State Board of Accountancy has proposed new rules at N.J.A.C. 13:29-3.8 and 3:12. These rules coincide with those of the American Institute of Certified Public Accountants if the N.J.S.B.A. adopts them in their current form.

In preparation of this long-imagined evolution. Moore Stephens stands ready to offer its clients greater services as soon as the law is approved. When asked why the profession is changing, Joseph J. Corcoran, Managing Principal of Moore Stephens, P.C., located in Cranford, replied. "It's simple, we call it the 'CPA Theory,' Clients are demanding it, the profession is changing and. finally, we see an attraction between our clients and the organization that will help us offer the expanded services. This is not a new wave but it is a changing of the guard, a changing of the profession. Remember, a very short time ago, accountants were not allowed to advertise."

In recent years, accounting firms have experienced a tremendous change in the services that they provide. If an accounting firm merely serves as a tool for core accounting, auditing and tax services, then it is simply a "typical" firm with limited means. When creativity and innovation are incorporated into the myriad of accounting rules and regulations and voluminous tax laws a business resource is born.

As we get closer to the 21st Century, success within the profession will lie in an accountant's ability to be a great

momentous step, in anticipation of "Europe '92," was crucial in maintaining the highest level of client service and, of course, expanded resources in, what is becoming known as a shrinking world economy.

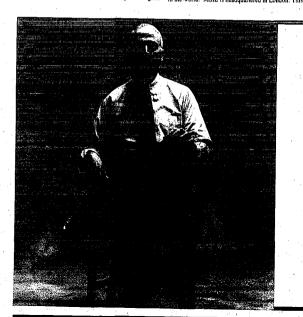
The strong relationships formed between the firm and its clients are what sets Moore Stephens apart from other accounting firms. "Our clients come to us with far more than tax or audit questions," Mr. Corcoran

explains "They come to us with many concerns ranging from financial reporting. financial planning, small business issues and sometimes legislative issues Whatever the issue, we are

consultant and marketeer for his clients. Here in Union County, Moore Stephens is continually changing and adding to its diverse services depending on the needs of its clients. This CPA firm has been intricately involved in helping clients to resolve management problems, make important business decisions and realize their financial goals.

Founded more than 50 years ago, Moore Stephens is positioning itself and its clients to prosper in today's global economy. In the early '90s, the firm became affiliated with Moore Stephens North America and Moore Stephens International Limited (MSIL), the 15th largest international accounting and consulting network in the world. MSIL is headquartered in London: This

happy to help." When a client can come to his or her accountant seeking advice on litigation support, estate planning, management information systems, banking and insurance relationships, he or she knows they have a valuable resource in that firm. When asked if all accounting firms are happily embracing the change in rules, Mr. Corcoran concluded, "Some accounting firms are sitting back and watching the evolution of the profession. We are participating in the shaping of the future."



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To be more precise. Credit Union Service Organizations are limited partnerships or corporations in which the credit union has an investment and/or loan under the restrictions established by the Federal Credit Union Act and the regulations issued thereunder. These regulations establish financial risk limits to the credit unions. A credit union may only contribute to capital one percent of its paid-in unimpaired capital and supplus. It may also loan the same amount to its CUSO. The financial risk to the credit union is also limited by the fact that the credit union is either a limited partner or a shareholder. The regulations also protect against conflicts of interest

between the CUSO officers and the directors of the credit union. CUSO's are permitted to offer only certain types of services, and must apply to the National Credit Union Administration for permission to add a new service to the 'permitted services' list. The types of services provided by a CUSO fall into two main categories. They are financial and operational. Services such as insurance sales, financial planning and trust services are considered to be financial in nature, while ATM services, loan origination and marketing programs are among the list of operational type services that are permitted.

In December of 1997, Advanced Financial Services Federal Credit Union formed a CUSO, characted in New Jersey, called Advanced Management Services (AMS), A.M.S., located at 785 Central Avenue in New Providence, offers a wide variety of financial and operational services, A.M.S., provides marketing assistance in the form of newsletter production and web site development/hosting. It offers strategic planning and training, as well as employee incentive programs and training.

Providing most of the expertise needed to run this new venture is Brad Nozick, CEO. Brad has extensive

experience in the financial services industry. Most recently, he was a Strategic Management Consultant for the New York State Credit Union League. As a key consultant to New York credit unions. Brad provided support services such as budget preparation, analyzing financial reports, strategic planning seminars and staff training and education. Before joining the New York State Credit Union League, Brad was employed as Vice President of Finance with a large New Jersey based credit union. He has held various management positions including Vice President of Financial Operations with a large commercial bank. Brad's education includes courses at the Computer Science Division of Rutgers University and the American Institute of Banking, Brad is also a licensed Realtor and member of the Middlesex Board of Realtors

Advanced Management Services is very pleased to be profiled here in the "Union Cofuny Inside Business" publication. Whether you're looking to publish a small monthly newsletter or embark on an extensive presence on the Internet keep Advanced Management, Services in mind. Brad and his staff are available to answer any questions you may have. Please feel free to call him any time at 1908/171-0300, extension 128.

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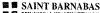
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# Did you know... How to prevent cash register theft

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The following column is offered by the Service Corps of Retired Executives (SCORE), a 12.400-member nationwide volunteer association sponsored by the U.S. Small Business Administration. The group, with offices in Union and Newark. calls itself "Counselors to America's Small Business."

The cash register is a prime target for theft. Literally putting a hand into the cash drawer doesn't happen that often, but the cash register is an easy spot for less obvious theft. For example, a customer pays for an item with exact change and hurries out, so the clerk doesn't ring up the sale but pockets the money. Another example: a friend of an employee buys something in the store, so the clerk enters the item at a discount. Whether this is a common or uncommon occurrence, you should have procedures in place to govern the cash register. It's up to you to establish the controls that make it more difficult for a potential thief to actually dip into the till.

You want to believe that each employee is fronest. And, most employees are honest and want to be treated with trust. The best way to avoid difficult situations at the each register is to have a clear policy that all employees follow. Each employee should have a separate cash drawer. Count all cash on hand at the start of a shift and sign the register tape. The sales tape and cash in the drawer should balance. A fresh cash drawer with a designated amount of cash for making change should be given to the incoming cashier.

If two or three cashiers work with the same cash drawer it is very difficult to discern when honest mistakes are made or when cash is taken. Overages and shortages do occur. You want to be sure that happens as little as possible. Careful cash procedures set the tone for all employees that the cashier's job is to be taken seriously. If large amounts of cash move through the registers, you may want to install a visible surveillance camera, which tapes the cashier's activity.

Cashiers should give each customer a receipt for every transaction. Since each sales needs to be entered into the register to obtain a receipt, this is a simple control to discourage the cashier from pocketing the cash on an exact change transaction. This transaction method also prevents the clerk from under-charging for an item and pocketing the difference. Customers are likely to notice and call attention to a receipt showing that they paid less for an item than they were actually charged.

The store owner or manager should approve and sign all voids and over-ripgs. This procedure gives the management employee the opportunity to monitor the cash process. This also prevents a cashier from writing out a phony over-ring and removing an equal amount of cash from the drawer. Additionally, the owner or manager should ring up all employee purchases. This practice will prevent employees from abusing an employee discount through seriously undercharging the price of an item.

Cashiers should read the amount of each item aloud as the amount is entered into the register. Besides reassuring the customer that he or she is being properly charged, the procedure helps prevent careless mistakes

that may result in entering a high or low price into the register. Cashiers should immediately replace register tapes that run out. It's easy for a dishonest cashier to let the tape run out, then simply avoid ringing up a few sales in order to pocket the cash. In this case, the store has no record of the transaction and there's no way of identifying the then.

If you would like further information on the prevention of cash register theft, or if you need other counseling for your small business, call the SCORE office in Union at 908-688-2777 or the Newark office at 973-645-3982. SCORE is a non-profit organization that provides free and confidential counseling as a community service. If the Union or Newark offices are not convenient, call 1-800-634-0245 for a referral to a SCORE chapter nearest you.

### Wanted: Experts to give advice

Are you an expert in your field? Do you have knowledge that you can share with our readers that will help them with their businesses?

Inside Business is looking for experts to contribute to our monthly advice column. Third you Know? Columns should be about 100 words in length and must deal with a generic issue, rather than promoting a particular company or business concern. However, your name and your company's name and address will appear with the column.

Anyone interested in contributing should contact James R. Coyle, publisher of Inside Business and president of the Union County Chamber of Commerce, at 908-352-0900, for further information.

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