

See inside for special Progress '86 section

Springfield Leads

County Leader Newspapers

SPRINGFIELD, N.J., THURSDAY, JANUARY 30, 1986—2*

Two sections



VOL. 57 NO. 19

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FOLK SINGER and story-teller Jim Albertson entertains Megan Smith and Billy Harrison of Susan Barasch's third-grade class during an assembly at the James-Caldwell School. The assembly was sponsored by the Caldwell PTA.

Cites indictment

Board changes suspension

By KENNETH SCHANKLER
 Taking what President Stuart Applebaum called "the one step we had left ourselves open to," the Springfield Board of Education Tuesday altered the suspension of music teacher Ronald M. Brown.

Brown will not be paid during his suspension. The board had suspended the teacher with pay Jan. 13.

Applebaum said the board's action resulted from Brown's indictment last week on charges of sexually assaulting—a 13-year-old male student at the Florence M. Gaudineer School.

The alleged victim is a special education student from Union.

Brown is accused of assaulting the child on more than one occasion between Nov. 1 and Jan. 3.

The board met for 45 minutes in closed session at the start of Tuesday's special meeting. Brown and his attorney Robert Margulies were present for the closed session.

After introducing the resolution changing the suspension, the board, with Brown in attendance, opened

the meeting for public comments on the resolution, a practice Board Attorney Yale Greenspoon said is standard procedure in matters of this nature. Only two residents chose to address the board.

Barbara Pollack noted Brown's long service to the district without any prior incidents of misconduct.

"I would like the board to seriously consider 19 years of service by Mr. Brown," Pollack said.

Another resident said the board's proposed action had the effect of "afflicting an additional financial penalty" on Brown.

Applebaum said the latest action was the last the board would take while the matter was still pending in court.

The resolution, introduced by board member Pietro Petino, cited Brown's indictment following an investigation by the Union County Prosecutor's office.

Helene Teitelbaum said she felt the board's action, which essentially now leaves the matter in the hands of the courts, was the appropriate move.

Teitelbaum said the PTA was working to establish a "tasteful" and "inexpensive" program on child abuse.

Teitelbaum said, however, that the PTA's interest in a program predated the recent incident.

A motion to approve a Feb. 11 session for the purpose of conducting an in-service day for district staff members regarding their responsibilities relating to missing, neglected and abused children was held for consideration at a later date, according to acting Superintendent Leonard DiGiovanni.

In other business, the board Tuesday appointed Mark Majeski as a music teacher, effective Monday.

Majeski will be paid a prorated salary amounting to \$5,708.

Majeski will assume Brown's responsibilities as the seventh- and eighth-grade music teacher at Gaudineer. He will also teach drama to gifted and talented students.

Also appointed was Jill Pensabene as a resource room teacher. Her appointment will take effect Feb. 19. She will be paid \$22,889 per year.

The board, meanwhile, has begun interviewing candidates for the position of Superintendent of Schools.

A replacement is being sought for Dr. Fred Baruchin, who accepted a paid 18-month leave of absence in exchange for his resignation last month.

DiGiovanni has been acting as chief-school administrator since Jan. 1.

Inquiry nearly complete

New building plans studied

By KENNETH SCHANKLER
 As the Union County Prosecutor's Office completes its inquiry into working conditions at Springfield police headquarters, the Township Committee is discussing plans for expanding municipal facilities.

Howard Wiener, an investigator for the prosecutor's office, said the probe he is conducting, which he categorized as "a combination" of an inquiry and an investigation, is in its final stages.

"I'm hoping that our inquiry will be completed this week," Wiener said, adding that he could not say what action might be forthcoming from the prosecutor's office. "I'm hopeful to have our portion of it done this week."

"My mission is to report to the prosecutor," Wiener said. Any action, he said, would be decided by the office of Prosecutor John Sfamler.

In the meantime, discussions continue on what type of work should be done on township facilities.

Originally, the township had planned to add a third bay to the Fire Department to accommodate new firefighting equipment purchased last spring and renovate and expand the existing municipal offices and Police Department.

Mayor William Cleri said Monday that, although most of those plans

will probably be implemented, certain aspects of the work to be performed were still being looked into.

Among the possibilities being considered is a proposal by Township Engineer Harold Reed to build a new firehouse on the property of the former Raymond Chisholm School.

As part of the existing building would be torn down to construct the new building, according to Reed's plan.

Relocating the Fire Department, however, would not preclude performing the other repairs on the current municipal building.

Reed said 85 percent of the plans already made by the township would be implemented, regardless of whether the Township Committee decided on "moving the firehouse" or not moving the firehouse.

If the Fire Department were relocated, Reed said, the space in the existing building could be used for office space or the Police Department.

The committee approved plans last year for the expansion of the Fire and Police Departments and remodeling of other facilities.

An architect, hired by the committee, designed renovations to update the municipal building and eliminate numerous health and safety violations discovered in the spring of 1985 by the Occupational Safety Hazard Administration.

During a surprise inspection last spring, OSHA discovered exposed asbestos, a lack of heat and air conditioning and an unsafe stairway, among other unsafe conditions.

Application denial asked

E & T Amoco, a Hillside Avenue service station, may have to refile an application to extend its daily operation by three hours.

Springfield Board of Adjustment Attorney Howard Schwartz, in a letter to Vincent D. Paragano, the attorney for the applicant, said he advised the board to dismiss the station's application.

The application has been on the board's agenda for several months, but has been postponed each time because officials of the station's parent company were unable to attend the hearings.

The board has yet to hear any testimony on the application, which has been opposed by residents of the surrounding neighborhood.

In other business, the committee introduced an amended zoning ordinance, incorporating provisions to clear the way for the construction of a planned unit development. The ordinance was approved 4-1, with Cleri dissenting. A second measure, amending the township land subdivision ordinance, was also introduced in an identical 4-1 vote. Both ordinances will be up for a public hearing and final vote Feb. 11.

The amended zoning ordinance was introduced in anticipation of a proposal by Arden Associates for a PUD on a 53-acre tract on Springfield Avenue near Route 22. It calls for the construction of 312 townhouses on the site, as well as commercial and office buildings. When the zoning ordinance was first recommended to the committee by the Planning Board, then-Mayor Edward Fanning said he expected to see an application from Arden Associates as soon as the ordinance was finally approved.

The committee unanimously approved two ordinances on final reading regarding traffic and parking regulations. The traffic ordinance amendment authorizes the installation of yield signs at two township intersections — Warwick Circle and Franklin Place, with traffic on Franklin having to yield; and at So. Springfield Avenue and North View Terrace, with traffic on North View having to yield.

The parking measure bans parking at all times on the west side of Commerce Street, 400 feet south of Stern Avenue.

Town mourns seven heroes

By TIMOTHY OWENS
 Less than nine hours after the catastrophe, the Springfield Township Committee joined the rest of the nation in honoring the seven astronauts killed Tuesday when the space shuttle Challenger exploded shortly after liftoff from the Kennedy Space Center.

Mayor William Cleri, who instructed that township flags be flown at half-staff "for an appropriate period of mourning" in honor of the astronauts, asked that those present participate in a moment of silence at the opening of the meeting.

"All of us are shocked," Cleri said, "and I ask all of you to remember the families of the deceased astronauts."

Such a catastrophe, said Committee member Jeffrey Katz, "causes everyone to think about whether the program is worthwhile. I think it is." He added that such tragedies tend to

draw the nation together. "We pick up and we go on."

Committeewoman Jo-Ann Pleper, who is a teacher, said that the presence on the ill-fated flight of Christa McAuliffe, who would have been the first teacher to go into space, had special personal significance.

"Being a teacher and looking so forward to this day, it has been so emotionally draining," she said. "I wish that there was some way we could wake up tomorrow and find out that this day had never happened."

Ironically, in view of the day's tragic events involving a teacher, about 50 pupils, parents and staff members from St. James School were present as Cleri proclaimed the week of Feb. 2 Catholic Schools Week in the township. After reading the proclamation, the mayor

presented it to Sister Marie Anna, St. James School principal.

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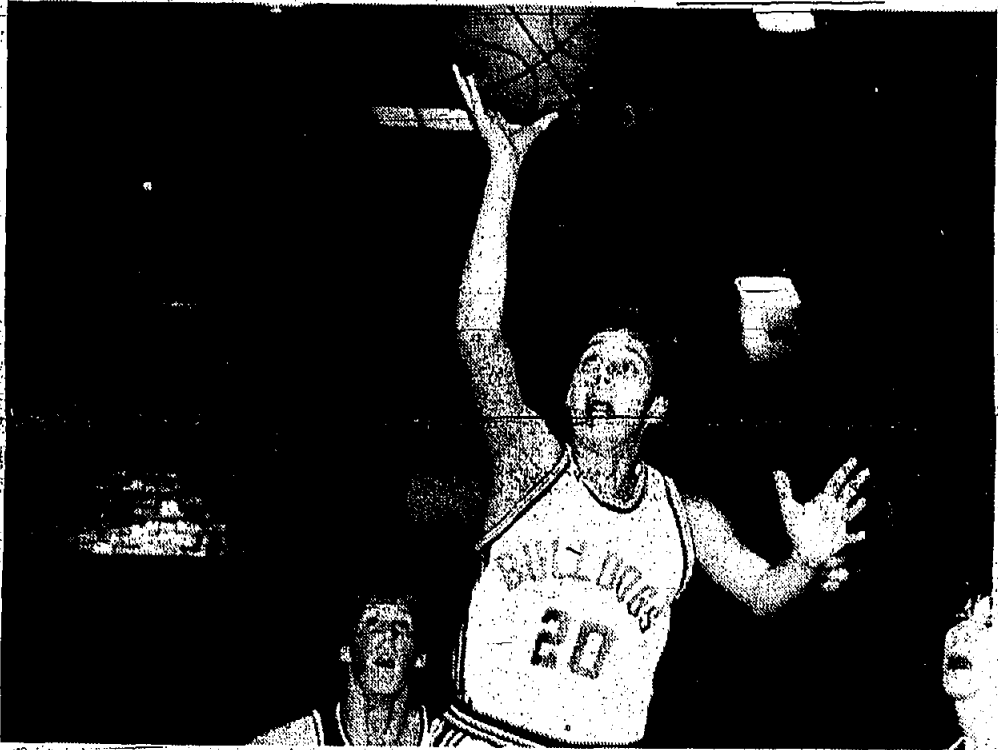
Board petitions available

Springfield residents wishing to obtain nominating petitions for the three vacancies on the Board of Education may obtain them at the board's offices between the hours of 8 a.m. and 4 p.m. on days that school is open.

Candidates filing a nominating petition for board membership must be a citizen of the United States, at least 18 years of age, able to read and write, a resident of Springfield for the two years preceding the April 15 election, and not be directly interested in any contract with or claim against the board.

Completed nominating petitions shall be filed with the secretary of the board on or before 4 p.m. of the 45th day preceding the election, Feb. 20. The board office is located at the Florence M. Gaudineer School, South Springfield Avenue, in the rear of the building. The days, dates and business hours during which the office is open for receiving petitions are 8 a.m. to 4 p.m. during regular scheduled school days.

The offices will be closed Feb. 17 and 18.



LAYUP—Peter Kozubal, of the Jonathan Dayton High School junior varsity basketball team, drives to the basket during a game Tuesday against Governor Livingston High School.

Ghanem jury selection starts

By KENNETH SCHANKLER
 Jury selection in the murder trial of Palestinian alien Hanna Ghanem is continuing, following Superior Court Judge Alexander H. Menza's ruling last week that Ghanem was competent to stand trial and that his Miranda rights were observed following his 1984 arrest.

About 70 jurors are expected to be questioned before a panel of 12 and two alternates is selected. The process began Monday.

Ghanem is charged with the 1982 murder of Sylvia Karlsberg in her Milltown Road home in Springfield. The accused was arrested in 1984.

Menza's office said the process of picking a jury was expected to take several days.

During a hearing that took three weeks to complete, Ghanem's attorney, Raymond Brown, tried to prove that Ghanem did not understand the words "attorney" and "silent" the night he was arrested.

Questions of Ghanem's competence were also raised during the proceedings.

Menza, in making his ruling, said he found the defense's assertions difficult to believe.

"The judge noted that Ghanem, in 1978, married a woman whose primary language is English."

"I would assume that he communicated with this woman," Menza said, also noting that the other members of the accused's family also speak English.

Menza said the defense was trying to convince him that "his (Ghanem's) entire family speaks English but him."

The judge also said that Ghanem himself had taken the stand during the hearing for several hours and spoken English.

Ghanem was seated next to an interpreter who translated the proceedings to Arabic during the hearing.

Explaining that other witnesses

had testified that Ghanem understood the language, Menza said, "I must conclude that all these people are lying."

On the issue of Ghanem's competence, Menza noted the suspect was involved in a business with his brothers, drove an automobile and went to Atlantic City on a number of occasions to gamble.

"The man plays cards," Menza said. "It takes a certain degree of sophistication to play cards."

Menza said he believed Ghanem to be "feigning" a lack of understanding of English and that he believed the defendant to be "intelligent."

"There is no doubt that he is competent to stand trial and he understood his rights," Menza said.

"I repeat," Menza said, "There is no doubt in my mind that he understood his rights and there is no doubt in my mind that he waived those rights."

Contract settlements near

Negotiations between Springfield Township and two separate groups of municipal employees have gone to outside agents for settlement.

Mayor William Cleri said negotiations between the township and its administrative employees union were scheduled to be heard by a mediator yesterday morning, with a settlement hoped for this week.

Those employees have been working without a contract for over a year.

Cleri said contract talks with the Patrolmen's Benevolent Association, which is representing 10 superior police officers, would be settled in arbitration.

The mayor said both sides will meet with an arbitrator Feb. 6.

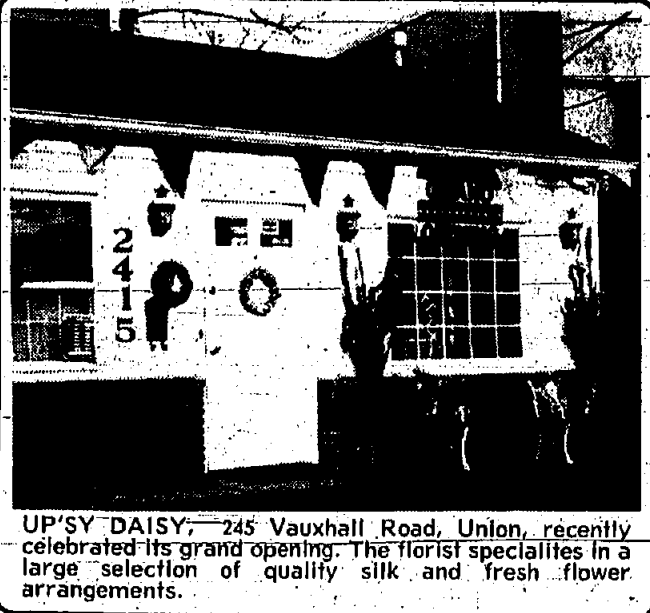
The officers are seeking a 7.5 percent annual salary increase and a \$500 differential between ranks, among other things.

The contract is the first being negotiated between the total of 10 sergeants and lieutenants and the township.

Those officers were formerly part of the local Patrolmen's Benevolent Association, but the Public Employees Relations Commission decided the union be split into two units in 1985.

The Township Committee subsequently passed a resolution formalizing the split.

Inside story		In Focus	
Church	Pages 12-13	David McCallum is keeping audiences at the Paper Mill Playhouse in Millburn in stitches in the popular "Run for your Wife." See this week's Focus feature.	
Editorial	Page 4	Bookview	Page 2
Letters	Page 4	Calendar	Page 2
Obituaries	Page 14	Horoscope	Page 4
Photo forum	Page 5	Lottery	Page 4
Social	Pages 10-11	Tax tips	Page 3
Sports	Pages 15-17		



UP'SY DAISY—245 Vauxhall Road, Union, recently celebrated its grand opening. The florist specializes in a large selection of quality silk and fresh flower arrangements.

Postal scam reported

Postal Inspector in Charge E.E. Flanagan, head of the Postal Inspection Service Newark Office, would like the business community to be aware of a fraudulent scheme currently being perpetrated in the area.

Flanagan said the current scam works like this: The victim receives a telephone call or postal card advising that they are the winner of a rather significant prize, big screen color television, boat, compact disk player, etc.

Teens warned about Reye syndrome

With the arrival of another flu season the U.S. Food and Drug Administration (FDA) and the Union County Division of Consumer Affairs alerts the public to the danger of Reye syndrome.

Usually an additional fee is required for shipping and handling. This fee is more than the value of the "premium".

regard to the subject. When Reye syndrome strikes, fast action is required to forestall its dire consequences.

"It is never a good idea to indiscriminately give children any medication," added Bloom.

Fees now changed

Joanne Rajoppl, Union County register of Deeds and Mortgages, has announced that Gov. Thomas Kean has signed Senate Bill 2949 into law which revises filing fees for her office effective Jan. 24.

Rajoppl said that the revised structure affects the recording of any instrument as follows: the first page is \$15 and any additional page or part thereof is \$2.

Vets will honor hero

The Catholic War Veterans of the Department of New Jersey and its ladies auxiliaries will memorialize the memory of the famous soldier-priest Father John P. Washington at the annual Mass Sunday at noon at St. Stephen's Roman Catholic Church.

Washington went down with the torpedoed troopship Dorchester, after giving his life jacket to a soldier as the troopship sank in icy waters of Greenland on Feb. 3, 1943.

Receiving similar honors were two ministers and a rabbi, also reported to have given their life jackets to others.

Overweight Women!

Men and Children Too! Come Join a Club. LOSE AND WIN UP TO \$1,000 CASH

Call for further information Mon., Tues., Thurs., Fri. 676-5556



ADRIANE G. BERG, a New York investment attorney, will address the Executives' Association of New Jersey Inc.'s 30th annual Economic Forecast and Luncheon.

SHOR'S DRUGS THE MEDICAL SERVICE CENTER. 401 N. WOOD AVE. LINDEN, NJ 07036. 486-4155

S.A.T. In Livingston, Montclair & Parsippany 15 Convenient Locations. Live Makeups, Ticket Reservations may be arranged by contacting Rosemarie Seipiel.

LINDEN GARDEN Chinese & American Restaurant. 25 W. ELIZABETH AVE., LINDEN, NJ 07036. 862-3444

ACORN Guaranteed Growth Account. Here's how fast your Berkeley Acorn can grow. Table showing investment growth over 3, 5, 10, 15, and 20 years for \$1,000 and \$10,000.

PERFORMANCE THAT REALLY PAYS... BERKELEY BEATS THE ZERO COUPON BOND. More than double your money in 8 years... Table showing current Acorn rates: 3 Years, 9.10%; 4 Years, 9.35%; 5 Years, 9.60%; 6 or 7 Years, 9.70%; 8, 9, or 10 Years, 9.85%; 11 through 20 Years, 9.95%.

Berkeley Federal Savings and Loan. DEPOSITS INSURED TO \$100,000 BY THE FSLIC. Form for opening an Acorn account with fields for Name, Address, City, State, Zip, Soc. Sec. No., Birth Date, Day/Phone, Eve./Phone, Signature, and Mail to: Marketing Dept., Berkeley Federal Savings, 21 Bleeker St., Millburn, NJ 07041.

Genova to head new committee

State Assembly Speaker Chuck Hardwick has announced that Assemblyman Peter J. Genova, R-22, has been selected to be the chairman of the new Assembly Select Committee on State Veteran Affairs.

On Labor, during his first nine months in the Legislature, Genova served on the Assembly Committee on Aging, A Union Township committee for the past five years.

UC SB 1883 1985. For Over 100 Years Your Center of Security, Safety and Service. Union County Savings Bank's statement reflects new highs in assets, deposits and dividend payments with a sound surplus and reserve position.

Statement of Condition December 31, 1985. ASSETS: Cash on Hand and in Banks \$ 4,286,721.29; U.S. Government Securities 15,280,239.65; Other Bonds 96,864,430.23; Preferred Stock 7,274,211.93; Real Estate Mortgage Loans 74,556,587.75; Collateral Loans 1,688,204.98; Other Loans 10,700,000.00; Furniture and Fixtures 180,895.85; Banking Premiums 12,857,467.48; Interest Accrued on Investments 3,979,064.02; Other Assets 45,667.04; TOTAL ASSETS \$218,678,254.12. LIABILITIES: Due Depositors \$153,684,923.36; Official Checks Outstanding 1,824,322.38; Mortgage Escrow Account 4,494,797.00; Other Liabilities 1,859,137.42; Surplus and Reserves 21,024,426.88; TOTAL LIABILITIES \$218,678,254.12.

OFFICERS: DONALD C. SIMS, President-Treasurer; ROBERT BIERWIRTH, Vice-President; GLORIA A. KACZMARCZYK, Secretary; RICHARD JARVINS, Assistant Treasurer; RICHARD SHELDON, Assistant Treasurer; JONATHAN L. SCHNEIDER, Assistant Treasurer; ANNE E. DONAGH, Assistant Secretary; KATHLEEN H. DOYLE, Assistant Secretary; BEVERLY GRONCZEWSKI, Assistant Secretary; Counsel CARL R. FENSTEMARKER. MANAGERS: EDWARD K. CUMMING JR., President; GENE R. FENSTEMARKER, Attorney; AL PHUOUS OAKES, Retired; Public Service Electric & Gas Company; RALPH ORSICELLO, MD, Physician; DONALD C. SIMS, President; FRANKLIN E. STEVENS, D.D.S., Dental; CHARLES S. TRACY, Boarding Excess Corp.; Supervisors/Instructor, Evergreen Community College; GEORGE WILHELM, JR., Vice-President, Willing Construction Co.

UNION COUNTY SAVINGS BANK. Main Office: 320 North Broad St., Elizabeth, NJ 354-4600. 642 Chestnut St., Union, NJ 964-6050. 61 Broad St., Elizabeth, NJ 354-4600. 201 North Avenue West, Cranford, NJ 272-1650.

LOW COST AUTO INSURANCE AT FIRST CITY INSURANCE-CHECK THESE RATES. ANY CAR • ANY DRIVER • ANY AGE • LOW, LOW DOWN PAYMENT. Table showing year rate and down payment for various locations: Irvington-Belleville (307, 77.00); Elizabeth-Union-Linden-Rahway-kenilworth (290, 73.00); Roselle-Roselle Park (290, 73.00); Plainfield-Springfield-Mountainside (271, 68.00); Newark (367, 92.00); Montclair-Nutley-West Orange (300, 75.00); Orange-East Orange (360, 90.00); Jersey City (341, 86.00); Paterson-Passaic (291, 73.00); Piscataway (291, 73.00); Harrison-Kearny (298, 75.00).

FIRST CITY AUTO INSURANCE. 842 Broad Street, Newark, NJ 07102. 201-643-5585. 655 Newark Avenue, Elizabeth, NJ. 201-354-3277. FOR FREE QUOTES AND INFORMATION.

DUNLOP Winter Closeout! DUNLOP MAX TRAK-GRIP STEEL BELTED SNOW RADIAL. ONLY \$42.55. Table showing size and price for various models: P155/80R13 (42.55), P165/80R13 (48.60), P175/80R13 (51.00), P185/80R13 (54.70), P185/75R14 (57.10), P195/75R14 (58.35), P205/75R14 (63.20), P215/75R14 (65.60), P205/75R15 (64.40), P215/75R15 (68.00), P225/75R15 (72.90), P235/75R15 (77.75).

DUNLOP GENERATION IV plus. ONLY \$47.60. 40,000 Mile limited warranty. Size P155/80R13. All Season Radial.

AFFORDABLE GOLD SEAL RADIAL. ONLY \$40.60. Size P155/80R13. All Season Radial. Table showing size and price for various models: P155/80R13 (40.60), P165/80R13 (43.40), P175/80R13 (45.00), P185/80R13 (46.20), P175/75R14 (46.20), P185/75R14 (50.40), P195/75R14 (51.80), P205/75R14 (56.00), P215/75R14 (58.00), P225/75R15 (61.60), P235/75R15 (64.40).

Fraebel Bros. TIRE AND AUTO CENTER. 1071 Commerce Ave. Union, NJ. 688-8670. N.J. STATE APPROVED INSPECTION CENTER. Visa & MC Accepted.

Public Notice

YOUNGSPRINGFIELD TOWNSHIP ORDINANCE NO. 107... AN ORDINANCE TO AMEND... THE SUBDIVISION OF LAND WITHIN THE BOUNDARIES OF THE TOWNSHIP OF YOUNGSPRINGFIELD...

Public Notice

showing the location and area covered by the proposed subdivision... 1. Proposed location... 2. Proposed location... 3. Proposed location...

Public Notice

for drainage purposes, such right-of-way shall be provided... 1. Proposed location... 2. Proposed location... 3. Proposed location...

Public Notice

Improvement or improvements and the assessment therefor... 1. Proposed location... 2. Proposed location... 3. Proposed location...

Public Notice

YOUNGSPRINGFIELD TOWNSHIP ORDINANCE NO. 108... AN ORDINANCE TO AMEND... THE SUBDIVISION OF LAND WITHIN THE BOUNDARIES OF THE TOWNSHIP OF YOUNGSPRINGFIELD...

Obituaries

Katherine Herchet, 89, of Roselle Park, died Jan. 22 in the Elizabeth General Medical Center.

Surviving are two brothers, Fred and Adam Dietrich, and a sister, Elisabeth Samer.

Gretel Kaiser, 81, of Roselle, died Jan. 21 in St. Elizabeth Hospital.

Born in Butzbach, Germany, Mrs. Kaiser came to this country and New York City in 1928.

Margaret Frank, 82, of Roselle died Jan. 19 in St. Elizabeth's Hospital.

BURGHARDT-Cohnin, on Jan. 21, 1986, beloved husband of Helen (nee Rosinski).

EDWARD P. LASKOWSKI FUNERAL HOME, 1405 Clinton Ave., above Sanford Avenue, Irvington, Jan. 25, 1986.

DOBROWOLSKI-On Friday, Jan. 24, 1986, Stanley, loving brother of Helen Schneider and Genevieve Kosmala.

Linden, and the Linden Social Club. Surviving are a daughter, Bonnie Anderson, two brothers, Barney and Joseph Klein; a sister, Henrietta Doktor; and a grandchild.

James R. Mickens 65, of Linden died Jan. 21 in Elizabeth General Medical Center, Elizabeth.

Mr. Mickens was a softball pitcher of renown; a member of the New Jersey Softball Hall of Fame and had pitched for many teams including Barry Blechil, Summit, the Linden Don Juans and Grumman Aircraft.

Surviving are his son, Roy; his father, Clinton; a sister, Judith Lang, seven grandchildren and a great-grandchild.

Matilda R. Domaratus, 75, of Roselle Park died Jan. 21 in the Elizabeth General Medical Center.

Born in Elizabeth, Mrs. Domaratus lived in Roselle Park for 31 years.

Surviving are her husband, Henry; two daughters, Rose Marie Cavagnaro and Ann Zinna; three and one great-grandson.

EDWARD P. LASKOWSKI FUNERAL HOME, 1405 Clinton Ave., above Sanford Avenue, Irvington, Jan. 25, 1986.

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Obituary listing

ABRAMOWITZ - Benjamin L., of Linden, on Jan. 25.

ALLEN - Edna V., of Kenilworth, on Jan. 26.

ANTONIDA - Mary, of Elizabeth, former principal of Linden, Irvington on Jan. 24.

ARLHUR - Allan H., of Kenilworth, on Jan. 25.

BARRY - John E., of Elizabeth, on Jan. 24.

BENNETT - Joseph, of Linden, on Jan. 25.

BREWER - Robert, of Linden, on Jan. 25.

BROWN - Robert, of Linden, on Jan. 25.

BUCKLEY - Robert, of Linden, on Jan. 25.

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SPORTS SPORTS SPORTS SPORTS

Dayton's 30-year jinx comes to end with win over Panthers

By MIKE MARON Dayton wrestling coach Rick Iacono can't be criticized for failure to run a tight ship. He does it, at times, to almost czar-like proportions.

"I'm pleased with the discipline. We don't allow for much freedom of thought here. We try to direct the kids," Iacono said.

On Saturday, the Bulldogs defeated the Panthers for the first time since 1956, 34-18 at Dayton. The 30-year drought has ended.

With the win, Dayton raised its mark to 6-1. Its best season since 1952. The Bulldogs faced Barclay last night. The Panthers, who defeated the Bears 48-12 last week, are 4-3 with the loss and hosted Bond Brook last night.

The win also kept Dayton's hopes alive for a spot in the state tournament, which is about as tough to get into as any tournament around, according to assistant coach Tony Policare.

"It's a very subjective choice," said Policare, who offered that they (the NJSFAA wrestling committee) may not lean towards his team because Dayton does not have as strong a tradition in the sport as other schools.

Iacono, in a detailed interview, said his current group of wrestlers is the best he has had since he became the coach back in the mid 1970's and the point to the team's holiday trip to the prestigious Spencerport (N.Y.) Invitational as one of the turning points.

"I think our trip may have been much more beneficial than I thought. I don't know if we reaped the benefits last year."

While fans at Saturday's match may have looked at the win as an upset, Frank's talented 140-pounder Frank Croce sat out the match as did Dayton's 163-pounder Tony Policare.

Iacono's match strategy is to try to win six of the 12 bouts during the match, either by pin or technical fall where the team picks up six points. Three-point losses by decision don't hurt as much.

Important factor. Now, after two pins and a major, he's at an all-time high.

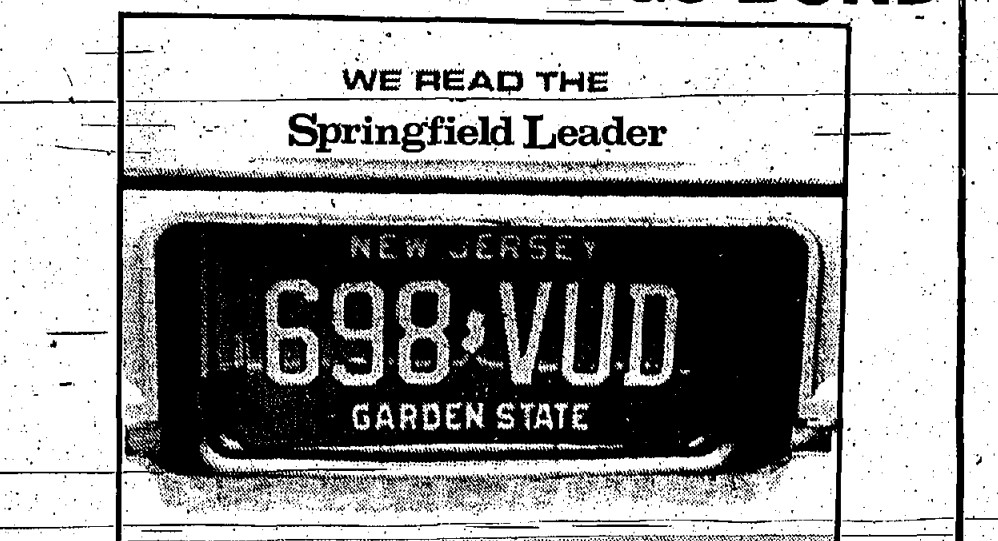
The match underlined Iacono's theory on discipline. In effect, Iacono was telling Saracino, "I'll tell you when you can wrestle." Once Saracino got the signal, he reversed Mirabella, then put him on his back with 14 seconds left for the winning points.

Buildup heavyweight Bill Quandt, who scored five points in the final 30 seconds, but only after getting the signal from his coach to "open up."

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Dayton's Anthony Boffa (top) tangles with Rahway's Tony Dalmazo earlier in the season. Boffa won his match with the Panthers' Dave Fischer which helped the Bulldogs beat Roselle Park.

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LOVES AND MARRIAGE—David McCallum, who plays John Smith in the British comedy, 'Run For Your Wife,' sits back to enjoy the attention of both his wives on the Paper Mill Playhouse stage in Millburn. Jana Robbins is on the left, and Kay Walbye on the right. The Ray Cooney play will run through Feb. 9.

Man from 'U.N.C.L.E.' steams up Mill audiences

—By BEA SMITH

Remember the man from "The Man From U.N.C.L.E.," popular television series of long ago? He had a baby's face then; he has a baby's face now—with his innocent blue eyes, his blond, floppy hair and his winning boyish smile. Not to mention his charming British-Scottish accent...

David McCallum?

He hasn't changed that much in all these years. In fact, he's hardly changed at all. And he's doing what he loves best up on the Paper Mill Playhouse stage in Millburn. He's cavorting in a British comedy by Ray Cooney called "Run For Your Wife," and he and his talented co-

"It's always necessary to work. I really have no preference, whether it be a play, a movie or a television show."

actors are doing for Cooney, the Paper Mill and the audiences what every actor dreams of doing—in comedy. They're tearing the house down with

every performance eight times a week. The play has the audience in complete, uncontrollable hysteria, as McCallum, underplaying his role of John Smith, bigamist, is constantly trotting, jumping, bouncing, hopping and running...but never just walking.

"It's the funniest play that was ever written," said McCallum the other day after a matinee performance. He had donned a dressing gown, and wiping his cute face with a towel, he pushed open his dressing room door, and said, "Welcome to my parlor."

We walked into a huge, rather ugly-looking room containing many chairs, two large cots, several dressing tables and mirrors and lots and lots of hangers. Brahms' "Academic Overture" greeted us from a corner of the room, and McCallum explained soothingly, "It's Brahms. Very appropriate when you're coming off stage."

His "parlor," the actor said, is really a chorus dressing room. "The Paper Mill is a wonderful

theater," McCallum exclaimed, "with a great manager. But the dressing rooms are so tiny, I can't see how a person can conduct an interview

"I just love doing this play. I'm heading toward my 200th performance. Ray Cooney, the playwright, also directed me in the play in London and here for a while at the Paper Mill Playhouse. It played for three years."

there. Have you ever seen them? So, the management gave this room to me. I like to get here early, do some work, take a nap.

"My wife, you know, is an interior decorator," he murmured, staring at the drab walls and ceilings. "She could do wonders with this room," McCallum grinned boyishly. "David and Katherine McCallum live in New York with their children, Peter and Sophie. McCallum also has

(Continued on page 2)

Man from 'U.N.C.L.E.' steams up Mill audiences

(Continued from page 1)

Three sons with his first wife, Jill Ireland.)

"I just love doing this play," he exclaimed, as he relaxed on a nearby cot. "I'm heading toward my 200th performance. You know, Ray Cooney, the playwright, also directed me in the play in London and here for a while at the Paper Mill Playhouse. It played for three years. I first did it in New England on a summer tour. Angelo Del Rossi, the executive director of the Paper Mill, originally sent me the script and asked me to do it in his theater (the Cape Playhouse in Dennis, Mass.) on the Cape. Then Mr. Cooney asked me to do London, and I did it for three months at the Criterion Theater in Piccadilly Circus. The Criterion Theater is unbelievably fantastic. It is a 17th Century theater—a far cry from the Paper Mill."

"What makes a comedy so funny?" "It's the timing, mostly," he said.

"The timing is critical. Everyone has to be very, very accurate...just one line slipped...and you're in trouble. You try to make it as perfect as possible. This play is unique because it is so funny."

"Why, just the other night, I noticed one man in the audience had his glasses all steamed up; he was laughing so hard. I watched him wipe his glasses with a handkerchief," McCallum laughed.

"Neil Simon is similar to Cooney," McCallum said. He indicated that Simon does for the American stage what Cooney does for the British stage.

"Run For Your Wife" is beautifully constructed; it's sort of like a comedy in a comedy. The character—John Smith—drives his taxi and drives his play. In the beginning, I found it a little bit funny. But I was directed by the author, and he came over to direct the last three days. Both directors, Cooney and the Paper Mill's Chris of play would not have done well in

Johnston, are wonderful people to work with. And so is the cast. Do you know how important it is to work together this way?"

McCallum says he will continue to play John Smith in the play after its run in Millburn. "We're taking it to Florida, and everyone will have tons. That'll be the main difference," he mused. "There are other discussions with other theaters. But it's awfully nice to be so close to home on weekends so I can spend some time in my own parlor."

"I have no contract to go anywhere else," he said. "I would love to do more with this play and this company," McCallum sighed.

"At least, I have four months all lined up," and "I'll be September before I'm free. And as an actor," he smiled, "it's a very nice position to be in."

"The actor believes that 'this type' New York City. It's a theatrical piece written for the stage...but a

certain type of stage. I don't think it'll work in the movies either. But should they pick it up, you know that Dudley Moore will end up doing it, of course. He's a very funny man."

McCallum, who was born in Glasgow, Scotland, had a musical career patterned for him by his father, who was the concert master of the Scottish Orchestra. But when he was eight, he became involved in amateur theater and he appeared on BBC radio in 1946. He studied at the Academy of Music, then went on to the Royal Academy of Dramatic Art. He combined acting with stage management for several years including a year with the Glyn-deborne Opera. After a season at the Oxford Playhouse, he came to America in 1961 to play Judas Iscariot in the film, "The Greatest Story Ever Told." He continued to work both sides of the Atlantic. McCallum says he has really great memories of "The Man From U.N.C.L.E."

"We did it for four years," he recalls, "and I have wonderful memories of that. I noticed that cable television is running the series nightly. I japed some of them...you know," he said shyly, resting his head on his hand, "for all the family albums."

McCallum was told that he hadn't changed very much since "U.N.C.L.E."

"Oh," he nodded. "You can tell it around the eyes. And a little bit of arthritis in this foot," he indicated, wiggling his toe-covered sneaker.

"It's always necessary to work," said the actor. "I really have no preference, whether it be a play, a movie or a television show."

"If I really could choose, I would do a film, three or four television appearances, two plays, each for three months..."

He bounced off the cot, gave this reporter a Teddy-bear smile, and said, sporting a lop-sided grin, "I just like to do all!"

Business topics stacking up

By ALAN CARUBA

I have another stack of books dealing with business topics of all kinds.

Since taxes are on everyone's mind as the new year begins, let's take a quick look at the guides available. "Pay Less Tax Legally" (\$6.95, Signet/NAL large softcover) has been rated number one by "Consumer Reports" in terms of clarity and ease of use. And it's tax deductible. "Sylvia Porter's 1988 Income Tax Book" (\$4.95, Avon large softcover) takes the 1040 form line-by-line and answers the questions you'll have. "How to Pay Zero Taxes" by Jeff A. Schnepfer (\$9.95, Addison-Wesley, large softcover) is even more ambitious, offering more than 150 ways to reduce your taxes. One must conclude that any of these will prove helpful.

"Your Guide to IRA's and 14 Other Retirement Plans" by Harry J. Lister, a financial consultant, (\$15.95, Scott, Foresman & Co., large softcover) is certainly worth its price for the useful information it offers. These days, we all need an IRA or Keogh because we're living longer, healthier lives.

I was far less impressed with "The 1988 Tax Deduction Diary" (\$14.95, Dell) which is little more than a slim softcover in which to list deductible items. The "Domestic Personal Tax Record" is far superior and can be purchased in almost any stationary store nationwide.

If your financial life is a mess, perhaps "Ninety Days to Financial Fitness" by Don and Joan German (\$6.95, Collier/Macmillan, softcover) is just the book for you. It will show you how to get fast relief from too many bills, how to use credit effectively, and get the savings habit. I highly recommend this one!

BUSINESS TIPS

As always, there are many books available to help you succeed in business. Among the new titles are "Be the Boss" (\$7.95, Avon, softcover) by Sandi Wilson on how to start and run your own service business. Useful, if you have no idea what to do. Another valuable softcover is "EntreCher: The Mega Guide to Entrepreneurial Excellence" (\$6.95, Amacom) which,

despite its cutesy title does offer a variety of good recommendations. Give the choice, though, I'd say go with "Be the Boss" first.

For those who want to add some extra income as a temporary worker, I would certainly recommend "Work When You Want to Work" by John Fanning and George Sullivan (\$3.50, Pocket Books paperback). It really covers all the bases for anyone at any age who wants to get into the work force on their own terms. In a similar vein, you might also want to pick up "Back to Work: How to Re-Enter the Working World" by Nancy Schuman and William Lewis (\$6.95, Barrons). This softcover can help one past the initial problems and concerns about re-entry.

"I Liked 'You Can Make It Without a College Degree'" by Barbara Rosset (\$17.95/\$9.95, Prentice-Hall, hard and softcover, dist. by Simon & Schuster). The notion that one must have a degree to succeed is too often over-emphasized, and this book demonstrates that you can do very well without one.

Many people are not aware that there are more than 1,000 Government assistance programs of all kinds. The "Government Assistance Almanac 1985-86" (\$19.95, plus \$3.50 shipping, Foggy Bottom Publications, Box 57150 West End Station, Washington, D.C. 20007) is just a wonderful guide to these funds.

If you're in a business in which you need access to a wide variety of facts to boot up reports and such,

then by all means get "A Matter of Fact" (\$24.95, Pierian Press Box 1809, Ann Arbor, Mich. 48106, large softcover) which is a digest of current facts with citations of the sources. It's a clever idea that is updated regularly covering everything from acid rain to zoological gardens. Just superb!

"I also like 'The Newsletter Yearbook Directory' (\$60, The Newsletter-Clearinghouse, Box 311, Rhinebeck, N.Y. 12572) with its wealth of information on the nation's most important newsletter on every vital subject affecting business, education, science, you name it!

Being in the business of public relations myself, I particularly enjoyed my friend Art Stevens' book, "The Persuasion Explosion" (\$12.95, Acropolis Books), which will tell you how to gain power and influence by effectively using PR. It's one of the best books on how PR actually works. Less thrilling was "PR: How the Public Relations Industry Writes the News" by Jeff and Marie Ryskind (\$17.95, Morrow) which uses case histories to assert their view that we're all being manipulated. In a free nation with a free press, give me all the information I can get. PR supplies it for sides of any issue.

Lastly, if you make lots of long distance calls, there's a handy "Area Code Handbook" available (\$3.95, VIP International, Box 383, Marshall, OR 97038) that provides a host of area codes for cities around the nation to remove the guesswork involved.

Calendar

- Today**
- * Theater: "Black Nativity, Crossroads Theater Co., 320 Memorial Parkway, New Brunswick, Through Feb. 2, 249-5561.
 - * Music: "Whole Theater Co., 344 Bloomfield Ave., Montclair, Through Feb. 8, 744-2888.
 - * Polpourri: Exhibit, "The Return of a Legend Halley's Comet," New Jersey State Museum, Cultural Center, West State Street, Trenton, Through April 12.
 - * Art: "In Recognition of Excellence," exhibit, Montclair Art Museum, 3 South Mountain Ave., Montclair, Through March 30.
- Tomorrow**
- * Singles: "Singles Again, Inc. dance, Kenilworth Holiday Inn, exit 138, 8:30 p.m. 528-6343.
 - * Music: "Weekend retreat," for never married singles, Concolo Retreat House, 411 River Road, Highland Park, 249-8100.
 - * Music: "New Expectations, rap session, Morristown Unitarian Fellowship, Normandy Heights Road, Morristown, 8 p.m. 540-1177.
 - * Polpourri: "Single-Dan's Financial Tips," or Sunday is Sunday, But the Other Six Days is for Business," Drew University, Bowne Theater, of Route 24, 8 p.m. 373-3000, ext. 238.
 - * Theater: "Builder in the Sun," New Jersey Symphony Hall, 1020 Broad St., Newark, 3 and 8 p.m. Through Feb. 28, 643-4550.
- Feb. 1**
- * Singles: "Singles Again, Inc. Ladies Night, Kenilworth Holiday Inn, exit 138, Orientation, 8:30 p.m. dance 9:30 p.m. 528-6343.
 - * Polpourri: "Singles' Term Dances, Madison YMCA, off Route 24, Workshop, 8 p.m., dance, 8:30 p.m. 226-4178, 377-6200.
 - * Art: "Wearable Environments: Painted and Quilted Silk," clothing exhibition, New Jersey State

Lucky devils!

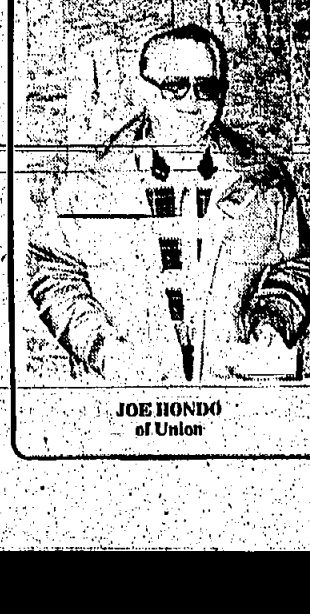
Recent winners of tickets to N.J. Devils hockey games in a contest sponsored by County Leader Newspapers are pictured below. Information on the contest is on Page 4 of this week's Focus.



JOSEPH KAUKER of Union



LIZ ROBINSON of Union



JOE HONDO of Union

Retirees have 'unique' tax obligations

New Jersey retirees and those who plan to retire in 1988 should be aware of their unique federal income-tax obligations, potential tax benefits and the special tax return preparation assistance that is available to them, reports the Newark district office of the Internal Revenue Service.

Individuals who received either Social Security or Tier 1 Railroad Retirement benefits last year may have to pay federal income tax on up to half of those payments if they had a substantial additional income. Essentially, such recipients will incur the additional tax liability when their taxable and tax-exempt income combined with half of their Social Security or Railroad Retirement benefits exceeds \$22,000 for a single taxpayer and \$32,000 for a married couple filing jointly.

These recipients should soon receive either Form SSA-1099 or RRB-1099 showing the benefits they were paid in 1985. In the event some of these benefits are taxable, they must file the long form 1040 return and complete lines 21a and 21b. This provision, which will affect about 10 percent of the state's 140,000 beneficiaries, is not carried over to

the New Jersey income tax return. Retirees who receive pensions from their former employers must pay tax on that portion of the payments that are contributed by the employer. Persons who contributed to their pension plan usually do not have to pay taxes on their initial benefits, since they represent their own contributions on which taxes have already been paid.

Form W-2P, which must be sent to all pensioners before the end of January, indicates the amount of payments that are subject to taxation. It will also show the amount that was withheld, if the retiree opted to have income taxes taken out. Persons wishing to have taxes withheld from their pension payments should complete a Form W-2P for their former employer.

Retirees who received a taxable pension must also file the long form 1040 and complete line 16 and/or lines 17a and 17b.

Since many retirees receive income that is not subject to withholding, such as interest, dividends, rents and possibly pensions and social security, they may have an obligation to make quarterly estimated tax payments. Essentially, you must make such

payments if the amount of withheld taxes represents less than 90 percent of the taxes you expect to owe on your 1988 return. Taxpayers need not make the periodic payments if they expect to have a balance due of less than \$500 on next year's return. Payments for the 1988 tax year should be remitted with Form 1040-ES vouchers by April 15, June 15, Sept. 15 and Jan. 15, 1987.

Taxpayers who owe substantial amount of tax on their 1985 return probably failed to meet their estimated tax obligation and should complete Form 2210 to see whether they are subject to an estimated tax penalty. Such a penalty should be shown in the applicable area below line 65 on the long form 1040 return. Persons who fail to pay the penalty will eventually be so assessed by the IRS. The penalty can be waived in some instances, such as for some taxpayers who had no tax liability for 1984.

The tax code provides several benefits for senior citizens, in-

cluding the additional \$1,640 exemption for those who are 65 or older.

Persons who turned 65 last year, and those under that age who retired on disability and were permanently and totally disabled when they retired, may qualify for a special tax credit. This write-off, which generally applies to individuals with a relatively low income, may be computed by completing a Schedule R.

Taxpayers 55 and older can claim a significant once-in-a-lifetime benefit on the sale of their home. Essentially, they will be allowed to exclude from their gross income up to \$125,000 of the gain they realized on the sale of their principal home, provided that they lived in that house three out of the last five years. Generally, 40 percent of such profits are subject to taxation.

Free tax return preparation assistance is available to senior citizens through the Tax Counseling for the Elderly (TCE) program and special IRS Community Outreach sessions. Specific information on both TCE and Outreach can be obtained by calling the taxpayer assistance number listed in local phone directories.

Tax Tips

should be remitted with Form 1040-ES vouchers by April 15, June 15, Sept. 15 and Jan. 15, 1987.

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Groups seek exchange program participants

The Youth Exchange Service (YES), a non-profit organization, is seeking families to share their homes with students from around the world.

These students will stay for six months, attending school. All students have passed an English proficiency test, and are high achievers in their native countries. YES arranges for medical insurance, enrollment at a local school, and corresponds with students on a monthly basis. The students bring their own spending money. Host families provide room and board and American hospitality.

Further information can be obtained from YOUTH EXCHANGE SERVICE (YES), World Trade Center Building, 350 South Figueroa St., 257-P, Los Angeles, CA 90071, 1-800-848-2121.

The programs are detailed in a new brochure available free from the organization. AIFS has provided worldwide educational travel programs for more than 350,000 students, teachers and other adults since the company was founded in 1964. Students study French language and culture each weekday morning at the following institutions: Institut D'Etudes Francaises (La Rochelle), College International De Cannes, University of Grenoble, Logos International, (Tours) and a local Lycee in Antibes. The language classes are taught at the beginner, intermediate and advanced levels.

Additional information and free color brochures are available from the American Institute For Foreign Study, Dept. PR-16, 102 Greenwich Ave., Greenwich, Ct. 06830, telephone 203-869-9090.

The American Institute For Foreign Study (AIFS) Scholarship Foundation is searching for both

host families and local coordinators for its Academic Year in America exchange program.

Families are being invited to participate in a program in which English-speaking young people of high school age come to the United States from Western Europe, Latin American and Asia.

A.I.F.S. is also searching for interested and qualified adults who would like to be part of this program by becoming a Local Coordinator. To learn more about either hosting a foreign student or becoming a local coordinator, interested persons should call Louise Shea at the toll free number, 1-800-848-6567, or write to AIFS, 100 Greenwich Ave., Greenwich, Ct. 06830.

Academics

Students of all ages interested in combining language study at universities and schools in Grenoble, Tours, Cannes, La Rochelle, and Antibes, France, with educational touring in Europe can take advantage of summer programs offered by the American Institute For Foreign Study (AIFS), of Greenwich, Ct.

The University of Salamanca and the University of Alicante are the sites of summer language study tours in Spain, offered by the

Dessert sampling planned

The kitchen of the Reeves Reed Arboretum, Summit, will become the setting for demonstrations and samplings of specially desserts on Jan. 30 and Feb. 5 and herb cookery on Feb. 12. Registration is required. It was announced.

Herbs: "The Touch of Magic" will be discussed and demonstrated on Feb. 12 by Penny Peniston, former chairman of the Northern New Jersey unit of the Herb Society of America, who will make an herb bread to be sampled. Peniston is editor of the New Jersey unit's herb cookbook, proceeds which benefited the herb garden at the National Arboretum in Washington, D.C. Fees for "this course on intriguing natural flavors," which runs from 10:30 a.m. to 12:30 p.m., are \$4 members, \$5 non-members.

The Arboretum is located at 165 Hobart Ave., near Rt. 24. Additional information or a free brochure on herb cookery classes and workshops can be obtained by calling 272-8787 or 635-4017.

Recipe File

- Baked Alaska Supreme**
No Bake
- 2 packages unflavored gelatin
1/2 cup sugar
- 1 1/2 cups orange juice, heated to boiling
- 1 1/2 ounce can whole berry cranberry sauce
- 1/2 cup orange or cranberry liquor
- 2 cups whipping or heavy cream
- 1/4 cup coarsely-chopped pecans
- 1 8 inch white cake layer, toasted, flaked coconut
- white cake; frost with whipped cream and sprinkle with coconut.
- Cassata**
- 2 packages anisette sponge cookies
- 1 small package vanilla pudding, cooked and cooled
- 1 small package chocolate pudding, cooked and cooled
- 1 small jar maraschino cherries, drained
- Amaretto
- 1 8 ounce container non-dairy whipped topping
- Layer in a 9 x 12-inch pan as follows: One package cookies; sprinkled with Amaretto; chocolate pudding; one package cookies, sprinkled with Amaretto; vanilla pudding. Spread non-dairy whipped topping on top and garnish with chopped berries. Refrigerate at least four hours.
- The above recipes were submitted by Pam Marone of Union. Recipes for this column, which must be typed, may be sent to Focus Editor, P.O. Box 3109, Union, 07093.

Rebecca's forecast

For week of Jan. 30 through Feb. 7
ARIES (3/21-4/20) Decisions that others make will have important repercussions for many in the months ahead. Changes in residence or living arrangements are in store and interests at a distance become more important. Later take advantage of a better financial cycle to boost your overall security.
TAURUS (4/21-5/21) Many will feel over-

burdened or overworked during this period. Both home and career interests are more demanding and many will be feeling short tempered as a result. Later in the week, legal matters are favored, meaningful announcements catch you off guard, and contact those at a distance.

GEMINI (5/22-6/21) Are others provoking the disagreements that surround key alliances during this turbulent period, or is it you? You feel restless and are easily agitated. Be very careful of hasty decisions that may undermine your real goals. Later, think before acting in romantic matters.

CANCER (6/22-7/23) Important goings-on revolve around financial matters during this week. Review documents and possibly consider a change or two. Later, tax or insurance matters assume importance. Key alliances need careful handling, and a change in your job may be in the works before too long.

LEO (7/24-8/23) You're feeling more self-loved and content. Pleasurable pastimes beckon during this self-indulgent period, and even a short trip may be on the agenda for some. Later, romantic relationships flourish, plan special time with a loved one, and renew your commitments to another.

VIRGO (8/24-9/23) Spectacular developments are in store for some during this auspicious period. Pay attention to the subtle goings on, and get ready to launch new ventures in the weeks ahead. Later, unexpected revelations leave you wondering, and opportunities from the past could re-surface very soon.

LIBRA (9/24-10/23) Romantic, creative or children's interests receive a go ahead early in this period. Be mindful of your reputation. Special gains are linked with those at a distance. Later, local travel is on the agenda, finances look favorable, and long awaited messages finally arrive.

SCORPIO (10/24-11/23) The financial theme continues to dominate for many during this period, and will for quite some time to come. Don't fight changes now as a vast re-structuring of your overall money picture is already in the works. Later,

visitors on the home front are indicated for some.

SAGITTARIUS (11/23-12/21) Be extra careful in travel during this week; your energy level is high and could lead to a mishap. Later, you continue to probe emotional dilemmas but should avoid decisions you're not really ready to make. A break in a long-term alliance may only be temporary.

CAPRICORN (12/22-1/20) Avoid risky schemes or ventures; promises that sound too good to be true are sure to go unfulfilled. Investigate opportunities and offers carefully. Leopholes are evident. Later in the week, speak your mind, be cautious with females, and moderation is the by-word for fitness regimes.

AQUARIUS (1/21-2/19) This should be an especially good period for many. You're feeling fit and charged with energy and initiative. Friends play an important role, and "social circles" are indicated. Important financial agreements will touch the lives of many. Later, relax and enjoy a special culmination!

PISCES (2/20-3/20) There's a lot going on behind the scenes for many. Career, health and dependent's interests are crowding your thoughts, and a mate or partner's behavior could leave you puzzled. Later, investments assume importance, and the health of elders provokes concern for many in the months ahead.

Collection published

"World Literature Today" has received a collection of poems, written by Prof. Gunars Salins of Glen Ridge, a member of the psychology/sociology department of Union County College.

The literary review was written by Robert Muks, alias Roberts Arens, who is a Latvian theologian with an international reputation for his esoteric writings on archetypal psychology and Eastern mysticism.

Prof. Salins, a Latvian-born poet, who fled from behind the Iron Curtain more than 40 years ago, also is the recipient of the 1987 Literary prize from the Latvian Cultural Fund. The 1987 award was for two volumes of poetry published in his native language, "Taverns of Mist" and "Black Sun."

When Prof. Salins left Latvia in 1944, he first lived in a displaced person's camp in West Germany until 1950 before he could come to the United States. He is a graduate of Upsala College in East Orange and earned a master of arts degree from the New School for Social Research in New York City, before joining the UCC staff in 1955.

A member of the UCC staff for more than 30 years, Prof. Salins also has served as the chairman of the psychology/sociology department at the college.

In addition to his poetry, Prof. Salins' paper, "Epiphanies New and Old, in Latvian Letters," was published in "Baltic Literature and Linguistics," by Ohio State University. He also recited his work before the American Branch of the Center for Writers in Exile and served as a panelist at the first conference on Baltic Studies in 1968 at the University of Maryland.

George Carlin due at Kean College

Comedian George Carlin will recently seen on his HBO special, "Carlin on Campus." The Wilkins Theater at Kean College of New Jersey, Union, will sponsor the event.

Lottery winners

Following are the winning New Jersey Lottery numbers for the weeks of Dec. 30, Jan. 6, 13 and 20.

PICK-4 AND PICK-5

Dec. 30—485, 8034.
 Dec. 31—070, 7961.
 Jan. 1—698, 0925.
 Jan. 2—903, 3168.
 Jan. 3—250, 2730.
 Jan. 4—500, 7227.
 Jan. 6—962, 4011.
 Jan. 7—251, 7706.
 Jan. 8—304, 2220.
 Jan. 9—755, 4200.
 Jan. 10—101, 1730.
 Jan. 11—724, 3879.
 Jan. 13—427, 6027.
 Jan. 14—374, 0118.
 Jan. 15—504, 2714.
 Jan. 16—416, 5273.
 Jan. 17—484, 5281.
 Jan. 18—696, 8956.
 Jan. 19—241, 7433.
 Jan. 21—075, 4004.
 Jan. 22—689, 0470.
 Jan. 23—742, 9517.
 Jan. 24—665, 2676.
 Jan. 25—721, 1068.

PICK-6

Jan. 2—9, 21, 25, 28, 34, 25; bonus—15675.
 Jan. 9—8, 15, 27, 30, 32, 36; bonus—67810.
 Jan. 16—2, 3, 14, 16, 18, 31; bonus—58921.
 Jan. 23—14, 18, 20, 35, 36, 38; bonus—95911.

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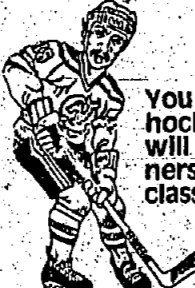
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Chansonettes start spring rehearsals

The Chansonettes of Westfield, directed by June Cotter of Summit, and accompanied by Jean Schork of Westfield, will resume its activities after the holiday break, on Wednesday. Rehearsals will start for the spring program, chosen by Muriel Lawrence of Roselle Park and her committee.

New to the Chansonettes this year are "The Good News is in the Music," "Singin' in the Rain," "It's a Big Wide, Wonderful World" as well as old favorites, Oscar Straus' "While Hearts Are Singing," "If I Loved You," from "Carousel," and

a group of songs by Dorothy Fields and Jimmy McHugh. Area women of any age, who have wanted to join a choral group can inquire about the Chansonettes. "It is for women who like to sing for fun, usually those with Glee Club experience—from school. Dues are nominal."

Rehearsals are on the first and third Wednesday evenings at the Presbyterian Church in Westfield, and the public is invited. More information can be obtained by calling Mary Stanke at 233-4315.

Handbell concert Saturday

Seven handbell choirs from this area will present a concert Saturday at 7:30 p.m. at Crescent Avenue Presbyterian Church in Plainfield. Donald Allured, composer, conductor and teacher of handbells, will conduct group members of his own music, and each choir also will perform one or two pieces under its own conductor.

Allured, who lives in Birmingham, Ala., has published more than 100 compositions for handbells, as well as books on methods and has conducted at festivals throughout the world. A graduate of Union Theological Seminary in New York City, Allured teaches bell leadership and tone each year at the Westminster Choir College where he also conducts the touring Concert Bell Choir.

Admission to the concert is free.

Choral Art group rehearsing

The Choral Art Society of New Jersey, under the direction of Evelyn Blecke, will begin rehearsals for its spring concert scheduled May 17. The concert will include works from Haydn and Mozart.

Rehearsals will be held weekly in the Presbyterian Church of Westfield, Broad Street and Mountain Avenue. It was announced that all voices are welcome. Singers who plan to audition are requested to attend a rehearsal and arrange for an appointment.

Summit church site of concert Sunday

The Summit United Methodist Church will be the setting for an afternoon of music Sunday at 3 o'clock. Accompanied by an orchestra of professional musicians, the Pinyon School Men's and Women's Glee clubs and Boys' and Girls' choruses will present a concert which will include Schubert and

Additional information can be obtained by calling Francis Bromer, membership chairman, at 232-9222.

Pergoli's works. Among the soloists will be Tomas Nonnenmacher, son of Mr. and Mrs. Lothar Nonnenmacher of Old Grove Road, Mountainside.

The public is invited to attend. Rehearsals will be served following the service.



HIP, HIP, HOORAY!—"Three Cheers for U.S.," the Pushcart Players' bouncy new musical revue celebrating freedom and opportunity in 20th century America through spirited song, dance and story, will appear at the Whole Theater Company, 544 Bloomfield Ave., Montclair, Feb. 3 at 11 a.m. and 1 p.m. as part of the Kaleidcope Series of Entertainment for Young People. The series is presented by The Arts Council of the Essex Area and the Whole Theater School. Tickets and information can be obtained by calling 744-1717 or 744-2989.

'Boulder' opens at Symphony Hall

The Friends of Newark Symphony Hall will sponsor a special opening night performance of "Boulder in the Sun," tomorrow at 8 p.m. at the 1018 Space of Newark Symphony Hall.

The play, by Newark playwright Wayne Slappy, tells a story of a fugitive slave during the Civil War.

The Friends support all of the programs presented in Newark Symphony Hall. It was announced by Mamie Hale, Friends president. The play is the second production

of "Off-Broadway On Broad Street," an experimental theater series of seven plays by four theater companies presented by Newark Symphony Hall. Other plays include the Fremont Theater production of Christopher Durang's "Baby With the Bathwater," and four musical plays by The Family theater group directed by Marvin Felix Camillo, with their Calypso version of Chekov's "The Marriage Proposal," "Throw Down," a new play, and their Easter production, "The

Crossfixation." Among the February programs will be a new production of the Fats Waller musical, "Ain't Misbehavin'." "Sweet Saturday Night," a dance program covering 300 years of American street and social dancing, and folk singer Odetta with the Mitchell-Ruff Duo, a program of folk and jazz music.

Tickets for "Boulder" and the opening night reception and Friends membership can be obtained by calling 643-4550.

British quartet 'makes a fuss'

Pick of the LPs, "Phantasmagoria," by The Damned (MCA Records).

The Damned is a band that America always heard of but rarely heard. However, with the release of "Phantasmagoria" first LP for MCA Records, the renowned British quartet are ready to show the Yanks what the fuss across the ocean has been all about.

The Damned was one of the most important components of the punk movement in the United Kingdom. The members' recordings were produced by Nick Lowe, but a bewildering succession of labels kept their career from achieving the long haul focus necessary to establish the group in the United States in 1984. The Damned signed a worldwide recording contract with

MCA, and early 1986 will see a full-fledged assault on the colonies. "The Damned members are so unique," exclaimed drummer Rat Scabies. "We've never had big time success. We're still hungry. Even though I should be jaded with cynical, we're still enthusiastic about everything we're doing." Scabies along with vocalist Dave Vanian and guitarist Roman Juggars from the original quartet.

Basildon Bryn completes the current group. In the United Kingdom, The Damned built its reputation with a series of mercurial, often incendiary recordings, including five albums for three labels, and with their legendary club and concert appearances. The Damned helped define the explosive sawtooth attack that came to epitomize punk, but

which in lesser musical hands was degraded to nihilistic posturing. The Damned was always the source of thinking-man's shrapnel. "The great thing about early punk was that the bands were incredibly different musically," said Dave Vanian, who once was a gravedigger, "but everyone just clamped them together because it was easier."

Disc 'n' Data

Certainly, little except intensity is reminiscent of the popular-punk image on "Phantasmagoria." It is an album of moody, shimmering textures in highly-disciplined interplay with boldly-chorded guitars and crackling percussion. Producer-engineer John Kelly has helped The Damned create an atmosphere that alternately bristles with energy and seduces with mystery. It spins a musical web that, like a spider's, is as beautiful as it is dangerous. Keyboards chime in cyclopation or wash, rippling beneath the melodies Vanian so effectively delivers.



THE DAMNED

Kean alumni show drawings

"From the Drawing Studio," an exhibit of drawings by alumni, faculty and students of Kean College of New Jersey, Union, opened yesterday and will run through Feb. 25 in the James Howe Gallery in Vaughn-Exams Hall.

Zara Cohen, gallery director, has announced that W. Carl Burger, a professor of fine arts, is guest curator for the show. He also will exhibit two drawings. A reception for the artists will be held Sunday from 2 to 4 p.m. in the gallery. Admission to the reception and gallery is free of

charge. Gallery hours are 10 a.m. to 2 p.m. and 5 to 7 p.m., Monday through Thursday, and 10 a.m. to noon on Fridays.

Among the artists exhibiting their work are Judy Vella, an alumna with a mixed media, and Robert Colish, a student with two graphite on illustration board, both of Linden; Joan Amund of Mountaintop, a student, with a mixed media; Joyce Horath of Roselle, an alumna, with a prismacolor on bond, and Hella Ballin of Union, a student, with a pastel and charcoal.

Choir concert planned for Sunday

Joannetto Perrelli—Maraffi, soprano, and Alan Anders Rasmussen, baritone, will perform Bach arias as part of the Oratorio Choir concert Sunday at 3 p.m. in the sanctuary of the First United Methodist Church, 1 East Broad St., Westfield.

The concert theme is "Juchzeit" or "Revelation." Tickets for the church office or from any member. Maraffi resides and teaches in

Now Providence with her husband, Conductor Fritz Maraffi, and their daughter, Michelle, 11. Michelle will accompany her mother singing the arias, notes in a Bach echo-aria, "Ploest." The Oratorio Choir will perform choruses, and a children's choir of 30 will sing solo arias and duets.

Tickets can be purchased from the church office or from any member of the Oratorio Choir.



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'Optimistic' event

The members of the Optimist Club of Watchung are optimistic about knowing all the answers to "New Jersey Trivial Pursuit," which will be presented by Prof. William Dunscombe of Clark, chairman of the Union County College biology department, at the Club's dinner meeting on Tuesday.

"Most people don't know all the New Jersey facts that I ask about in my 'Trivial Pursuit' presentation," Prof. Dunscombe said, "but the person with the most correct answers receives an I Love New Jersey T-shirt."

Prof. Dunscombe's 45-minute

presentation, which is part of the UCC Speakers Bureau program, is drawn from the "National History of New Jersey," a course offered by the college's biology department. The unique natural history course is presented by a team of instructors, who give individual lectures on the state's birds, insects, mammals, fish, flowers, geology and history of New Jersey's diverse environment. The course concludes with a field trip to the Pine Barrens or to another of the State's parks.

The "Trivial Pursuit" presentation consists of about 15 to 20 questions about New Jersey, such as: "What is the state bird?" Participants first answer the questions individually on a piece of paper and then Prof. Dunscombe goes through the questions again with the use of slides. When a member of the audience gives a correct answer, the correct slide is flashed on the screen, followed by a slide about some erroneous answers, Prof. Dunscombe said.

Secretaries plan meeting

The Summit Chapter of Professional Secretaries International will hold its monthly meeting on Wednesday at 6 p.m.

Guest speaker will be Patricia Chlarell, director of The Timely Organizer of Bridgewater, who will discuss "Time Management For The Busy Professional." Topics will include identifying goals and how to set priorities, the relationship between organization and using your time well; different active roles and smooth transition from one to another.

Any secretaries interested in attending the meeting may contact Martha Peterson for further information and reservations at (201) 766-2928.

Ensemble at Keon

I Solisti di Zagreb, a Yugoslavian ensemble known for its "wide ranging repertoire, discipline and virtuosity," will perform at 8 p.m. Feb. 7 in the Wilkins Theater at Keon College of New Jersey, Union.

Tickets can be purchased by calling the box office at 527-2337.

The 13-member collective of independent artists' repertoire, under the musical direction of Tonko Ninic (There is no conductor) ranges from the earliest masters to the avant-garde.

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Branson also will teach Basic Life Energy Fundamentals on Wednesday, at 8:30 p.m. for five weeks.

A Haiku writing workshop will be taught by Alexis Rotella on Feb. 9 from 1:30 to 4:30 p.m.

These and most Interweave events are held at the Parish house, of Calvary—Church, Woodland and DeForest avenues, Summit.

Hospital art show

Watercolor paintings by Florence MacDowell Laughlin are on display through next month in the Children's Specialized Hospital, Mountainside. Her paintings feature wildlife, country and shore scenes, and "the aloofness of the cat." A percentage of sales will be donated to the hospital by the artist. The show is open to the public during daytime hours. Arrangements to see the exhibit can be obtained by contacting Shirley Blegler, hospital community resources coordinator.

Laughlin has painted since high school, studied watercolors with Ann Hel Club de France.

The concert is the third in the Jazz at the Art Center series.

Future concerts will include the Derek Smith Trio and the Warren Veche Trio with Jane Jarvis. Additional information can be obtained by calling 273-0121.

Atlas and is in a studio class with Betty Stroppe of North Plainfield. She is a member of the Westfield Art Association, the Warwick Art League, and the Orange County Art Federation, both of New York.

Laughlin has had several one-art shows in New Jersey and New York and has also exhibited in many art club members' shows. She won an award in the 1985 Westfield Art Association Watercolor Show for her painting entitled "Spring Flood."

Laughlin has served on the board of the Westfield Art Association and is in charge of members' exhibits.

'Jazz Hot' time set in Summit

Andy Stein and Howard Alden, "La Duo Jazz Hot," will play jazz of the 1920s and 1930s at the Summit Art Center, 68 Elm St., Sunday at 4 p.m. Stein and Alden have recreated the style and repertoire of Django Reinhardt and Stephane Grappelli, the classic guitar-violin pair of Le

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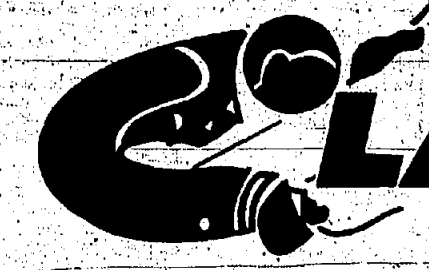
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Reaching over 175,000 readers in the Union Leader, Springfield Leader, Mountainside Echo, Kenilworth Leader, The Spectator in Roselle & Roselle Park and the Linden Leader. Also in combination with the News-Record of Maplewood and South Orange, West Orange Chronicle, East Orange Record, Orange Transcript, The Independent Press, Glen Ridge Paper, Irvington Herald and Valhalla Leader.

TRANSIENT CLASSIFIED RATES		CLASSIFIED DISPLAY	
20 words (commissionable) (minimum)	\$5.25	Classified Display-open rate (commissionable)	\$9.38 per inch
Each additional 10 words or less	\$1.50	Contract rates for ads that run on consecutive weeks:	
IF SEEN IN ALL CAPITALS		4 times	\$9.54 per inch net
10 words or less (commissionable)	\$4.00	Over 4 times	\$7.70 per inch net
Each additional 10 words or less	\$1.50		
Classified Box Numbers available — \$5.00			
Classified Ads are payable within 7 days.			
UNION/JESSEX COMBO RATES		CLASSIFIED DISPLAY	
TRANSIENT CLASSIFIED RATES		Classified Display-open rate (commissionable)	\$19.04 per inch
20 words (commissionable) (minimum)	\$10.00	4 to 6 weeks	\$17.08 per inch
Additional 10 words or less	\$2.00	7 to 52 weeks	\$14.98 per inch
Classified Box Number	\$5.00		
BORDERED ADS	\$7.00		

Bordered Ads — Add \$4.00

UNION/JESSEX COMBO RATES
CLASSIFIED DISPLAY

DEADLINE FOR UNION COUNTY PAPERS IS 1:00 P.M. TUESDAY
DEADLINE FOR ADS RUNNING IN COMBO IS 5:00 P.M. MONDAY

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| 1. AUTOMOTIVE | 3. EMPLOYMENT | 5. SERVICES OFFERED | 7. PETS | 9. RENTALS |
| 2. ANNOUNCEMENTS | 4. INSTRUCTIONS | 6. MISCELLANEOUS | 8. REAL ESTATE | 10. BUSINESS OPPORTUNITIES |

AUTO ACCESSORIES	AUTOS FOR SALE	AUTOS FOR SALE	AUTOS FOR SALE	ENTERTAINMENT	LOST AND FOUND
BUY-WISE Auto Parts WHOLESALE To The Public Open 7 Days Sun. 8 am to 12 pm Wed. & Sat. 7:30 to 5:45 p.m. Weekdays 7:30 am to 7 p.m. 688-5848 Vaughan Section 2071 Springfield Ave. Union	1978 CHRYSLER Le Baron Six cylinder, automatic transmission, power steering/brakes, air con- ditioning. White with blue vinyl roof. Mint condition. 49,000 miles. 48-5758 days 48-2419 evenings and weekends. 1982 CADILLAC Sedan DeVille. Fully loaded. Show room condition. Call 376-5811 after 7:00 pm. 1980 CAMARO 6 cylinder, automatic transmission, power steering, air con- ditioning, cassette, 48-5758 days 48-2419 evenings and weekends. 1980 CAMARO Sports Coupe, 4 speed, power steering, power brakes, clean. Runs great. New clutch. Harrison area. Asking \$2,850 or best of- fer. Call 485-9420. 1974 CELICA AM/FM, air, auto, trans. Good running con- dition, needs body work. Call Sandy at 686-3034 after 6 p.m. (Mon.-Fri.) 1977 DODGE MONACO 4 door, vinyl roof, air condition- ing, rear window detector, AM/FM cassette, power steering/brakes. \$950. 341- 3709. SMYTHE VOLVO Exclusive Volvo Dealer 326 Morris Ave Summit 273-4200 Authorized Factory Service Long Term Leasing AUTOS FOR SALE AUSTIN-MARINA CHEVY Chevy and Datsun B-210. All cars in good condition. For more information, please call, 852-7041, after 6 p.m. 1980 BONNEVILLE 2 door, power steering, power brakes, power windows and air condi- tioning. 61,000 miles. Ex- cellent condition. \$3,900 or best offer. Call 689-2637. 1983 BUICK ELECTRA WAGON. ASKING \$8200. CALL 467-3310 EXT. 331. 1984 CHRYSLER New Yorker. sunroof, tape deck, fully equipped. 1500 miles, ex- cellent condition. \$12,500. Call 964-0126.	1978 FIAT 1315i, 5 speed, 2 door, 83,000 miles, new, 78-built brakes, AM/FM Stereo, \$700 or best offer. Call 763-2533 after 4pm. 1970 FORD Stationwagon-New engine, transmission and ex- haust system. Call 467-9044 evenings. 1982 GRAND PRIX 26,000 miles, air conditioning, power windows and locks. Hi wheel, cruise control, AM/FM Cassette, \$2,000. 964-4117. 1979 GMC 4x4 SIERRA Classic. Suburban. Silver, maroon, good condition, \$5000 or B/O. 467-4219. 1981 HONDA LX HAT- TRAC. Five speed Power steering/brakes. 53,000 miles. Original owner. Excellent condition. \$4,000. 851-0634. 1974 MERCURY Bobcat station wagon. Excellent body. Needs minor work. 77,000 miles. \$500 firm. 467-1415 anytime. 1976 NOVA 6 cylinder, power steering, air conditioning, low mileage, runs well. Asking \$200. Call 276-8317 after 4pm. 1979 OLDSMOBILE Custom Cruiser Wagon. Automatic transmission, air condition- ing, power steering, brakes, windows. Cruise. Hi wheel, Good running condition. Ask- ing \$1675. 379-7233. 1976 OLDSMOBILE DELTA 88. Power steering, brakes, air conditioning, Va. many new major parts. Excellent mechanical condition. Must sell. Days 487-2285 best time after 5pm. 1978 PONTIAC Catalina, Va. 2 door, automatic, air condition- ing—power—steering. Power brakes. 65,000 miles, excellent condition. 1 owner, \$2850. 688- 3072. 1982 PEUGEOT 505 Turbo Diesel, excellent condition, 5 speed—36 plus miles per gallon, all power equipment, air condition. Color Metallic ice blue. Asking \$7300. Call 667-1962 after 4pm. 1974 PONTIAC GRAND AM 2-2-000—miles—good transmission, must sell. \$500. Call after 5pm 964-1038.	1974 Pontiac Astro Station wagon, 4 cylinder, automatic, hatchback, 62,000 miles, runs great. \$295. 464-0134 after 5. 1980 PONTIAC Phoenix, Blue, four cylinder, four door hatchback. Excellent condi- tion. Automatic transmission, power steering, brakes and air conditioning. Asking \$3,200 or best offer. Call (201) 276-8917 between 8 and 5. 1984 SUBARU GL Hatch, 4 cylinder, \$750. 1981 ARIES Wagon 41,000 miles, 4 door, 4 cylinder. \$3000. Firm. 687- 6907. 1977 TOYOTA High Mileage, 4 cylinder, \$750. 1981 ARIES Wagon 41,000 miles, 4 door, 4 cylinder. \$3000. Firm. 687- 6907. 1981 TOYOTA Celica GT Liftback, air condition, Hi Wheel, cruise control, 5 speed, 44,000 miles, \$6500. Call after 5 p.m., 467-1415. 1978 TOYOTA Celica S.T. Sports Coupe, Automatic, AM/FM stereo/8-track. Garage kept, very clean. \$2,300 or best offer 379-9149 evenings.	EAST COAST ENTERTAINMENT No. 1 in Professional Disc Jockey Entertainment! Weddings & Bar-mitzvah's Are Our Specialty A COHEN (201) 233-8011 NOOBIE THE MAGICAL CLOWN Entertainment For All Occasions Specializing in Children's Birthday Parties MARK SAENGER 487-3274 NEW JERSEY TEENAGERS D.J.'S We do any affair We play the top 40 hits. Weddings & Bar-mitzvah's *Sweet 16's* Responsible Rates P.O. Box 1012 Union, NJ 07083 Robert Felas, President 687-5666	CEMETERY PLOTS HOLLYWOOD MEMORIAL PARK Gethsemane Gardens, Mausoleums. Office: 1500 Stuyvesant Ave., Union. 688-4200 NEW YEAR! NEW YOU! Lose 10-25 pounds/months on 71 Herbal Weight Loss Pro- gram. Watch USA Cable, Sun- day, 11pm Then Call Arlene 275-5600 days, 272-8210 even- ings. SPECIAL Thanks-To Sacred Heart of Jesus and Saint Jude for answering my prayer. I.D. ST JUDE: I promised to make your name known. Saint of the impossible cases. Thanks for answering my prayer. JBM.

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 323
 626
 B2000
 CAB PLUS
 CALL
KEY OLDS/MAZDA
 400 ST. GEORGE AVE.
 LINDEN, NEW JERSEY
 488-5555

APARTMENTS FOR RENT
 SPRINGFIELD—5 year old woman rents upstairs of home in Springfield. One bedroom, one living room, private bathroom, use of large eat-in kitchen and laundry equipment. One parking spot. Quiet dead end street. Heat, hot water and electric included. \$350 per month. Call (212) 315-0558.

UPPER IRVINGTON—Four nice rooms. Heat and hot water supplied. Near transportation. 3 Elmwood Terrace. See Superintendent after 3:00 P.M.

UNION—Brand new two bedroom luxury condominium. Two full baths. All appliances. Washer, dryer, walk-in closet, fireplace, pool, parking, air conditioning, balcony. Available about March 15 or April 1, 1986. 3975, Call 467-0525 or 687-1376.

UNION—4 room apartment, 2nd floor, heat, hot water, supplied. \$600 per month. 1 month security. No pets. Business couple or adults. Call 664-7374.

UNION—Four rooms. Great professional appearance or single preferred. \$600.00 month includes all utilities. Call Broker 686-3000.

ROSELLE PARK—One and two bedroom apartments. Available. Heat, hot water and cooking gas included. Laundry facilities. Off street parking. Month and half security. One year lease. No pets. Call 241-7591.

LOOKING FOR family to house and provide minimum supervision for 21-year-old handicapped man. Call Diane Lamont, 354-3030.

THREE Adults-in-need of small house or 2 bedroom apartment. April 1st occupancy. \$600 to \$500 month. Union or vicinity. Call 761-0974.

HOUSES FOR RENT
 2 BEDROOM—In Union, near 5 points, convenient to New York transportation and shopping. \$1000 per month. Call 687-0345 after 6:30pm.

SPRINGFIELD—Quiet three bedroom, 1 1/2 bath, hot water with attached 2 1/2 car garage. Modern bath-kitchen complete with dishwasher and refrigerator. New wall to wall carpeting. Entire interior freshly painted. Central air conditioning and gas heat. Within walking distance of schools and shopping. Call Jeff 522-1619, or call 375-8640 leave message.

OFFICE SPACE
 UNION—400 to 800 square foot, parallel, 1st floor Stuyvesant Avenue location. Air conditioning, own thermostat, private lav. Call 687-444, 9:30 to 5 P.M., Monday to Friday.

OFFICE TO LET
 KERRIN MOSS—of Kentworth, you have won N.J. Devils tickets please call 686-7700 within one week to claim your tickets.

ROOMS FOR RENT
 ATTENTION SENIOR CITIZENS
 A residential health care facility is now accepting applications for those who need assistance with daily living. Please call 756-6029.

WANTED TO RENT
 GARAGE—Wanted Union area. 24 car. Must be secure. Call 688-9121.

BUSINESS OPPS.
 LINGERIE SHOP—Constant growth in preferred location. Opportunity for 2 ambitious women. Good numbers. Reply Classified Box 4413. County Leader Newspapers, 1291 Stuyvesant Ave., Union, 07083.

LINDEN—Marvelous beauty parlor business with equipment. \$15000. Act now. Call Harmony Realty, 964-8850, 1380 Morris Avenue, Union-Realtor.

UNION—4 room apartment, 2nd floor, heat, hot water, supplied. \$600 per month. 1 month security. No pets. Business couple or adults. Call 664-7374.

UNION—Four rooms. Great professional appearance or single preferred. \$600.00 month includes all utilities. Call Broker 686-3000.

ROSELLE PARK—One and two bedroom apartments. Available. Heat, hot water and cooking gas included. Laundry facilities. Off street parking. Month and half security. One year lease. No pets. Call 241-7591.

THREE Adults-in-need of small house or 2 bedroom apartment. April 1st occupancy. \$600 to \$500 month. Union or vicinity. Call 761-0974.

HOUSES FOR RENT
 2 BEDROOM—In Union, near 5 points, convenient to New York transportation and shopping. \$1000 per month. Call 687-0345 after 6:30pm.

SPRINGFIELD—Quiet three bedroom, 1 1/2 bath, hot water with attached 2 1/2 car garage. Modern bath-kitchen complete with dishwasher and refrigerator. New wall to wall carpeting. Entire interior freshly painted. Central air conditioning and gas heat. Within walking distance of schools and shopping. Call Jeff 522-1619, or call 375-8640 leave message.

OFFICE SPACE
 UNION—400 to 800 square foot, parallel, 1st floor Stuyvesant Avenue location. Air conditioning, own thermostat, private lav. Call 687-444, 9:30 to 5 P.M., Monday to Friday.

a little dough can make a lot of bread in...

The CLASSIFIEDS
 Call 686-7700 for easy details today!

UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 23-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 24-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 25-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 26-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 27-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 28-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 29-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 30-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 31-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 32-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 33-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 34-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 35-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 36-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 37-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 38-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 39-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 40-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 41-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 42-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 43-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 44-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 45-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 46-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 47-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 48-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 49-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

Public Notice
 UNION COUNTY BOARD OF CHOSEN FRENCHMANS
 RESOLUTION NO. 50-88 DATE 1/23/86
 WHEREAS, there exists a need for professional services to provide dental services to the patients of the Board of Chosen Frenchmans of the County of Union at the date of the said Resolution;

**ONLY
9 DAYS
EXTENDED TO FEB. 1!
LEFT!**

SPECIAL FACTORY INCENTIVES
7.5% APR on DODGE OMNI & HORIZON 4-dr... over 200 to choose
7.9% APR on DODGE DAW 106 & 150 model trucks... over 100 to choose
7.9% APR financing on selected FORD models
8.5% APR financing or up to \$500 rebate on selected DODGE models
8.6% APR financing or up to \$1000 rebate on selected CHRYSLER models
Incentives based on 48 mo. in stock cars

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 Chinese-Czech-German-French-Hebrew-Yiddish-
 Polish-Arabic

AUTOLAND'S BIGGEST EVENT EVER!

WIN \$10,000.

NO PURCHASE NECESSARY

Another AUTOLAND check for \$10,000 could be yours. Simply stop by and enter your name... and you could win \$10,000. All entries must be received by 2:00 PM FEBRUARY 1ST, 1986 when the winner will be drawn. Remember... there's no purchase necessary. Good luck! One entry per family... licensed drivers 18 and older please. And while you're here, pick up your free "Book of Liberty" poster from Chrysler & AUTOLAND while supplies last.

Our first \$10,000 winner was Brian Kelly from Scotch Plains, NJ... Saturday the 18th. Brian's name was drawn from over 3,000 entrants. Congratulations Brian! To all who didn't win—There's a bright side—we're doing it again, and on February 1st at 6 pm we'll draw the second \$10,000 winner from all the total entries... Good luck! Brian, by the way, saved almost \$5,000.00 off list on the new Ford he bought early that Saturday. The list was \$17,715 and Brian paid only \$12,950! So Brian really won twice. Once again, congratulations!

NEW CAR BLOWOUT!

AT LEAST \$750. LESS! ON OUR HUGE SELECTION OF 3000 CARS AND TRUCKS IN STOCK

Everyone says 'they'll beat it'... but nobody dares to say by how much. Until now. Bring us any bonafide deal on FORD, TOYOTA, DODGE, CHRYSLER, PLYMOUTH and we won't just beat it by \$4.00, but for this event we'll beat it by at least \$750. or more! To protect ourselves from other dealers, we reserve the right to buy their deals.

USED CAR BLOWOUT!

HUNDREDS TO CHOOSE FROM—MANY AT HALF PRICE!

'84 FORD Tempo 4 dr. 2.0L 105hp NADA Book \$2500 Now \$2750	'82 DODGE Colt 4 dr. 1.6L 105hp NADA Book \$1500 Now \$2850	'82 DODGE Aries 4 dr. 1.6L 105hp NADA Book \$2900 Now \$1950	'82 MERCURY Lynx 4 dr. 1.6L 105hp NADA Book \$2300 Now \$1500	'81 DODGE Omni 024 4 dr. 1.6L 105hp NADA Book \$2500 Now \$1250	'81 DODGE Aries 4 dr. 1.6L 105hp NADA Book \$2500 Now \$1700	'83 DODGE Omni 4 dr. 1.6L 105hp NADA Book \$3900 Now \$3300	'82 CHRYSLER Omni 4 dr. 1.6L 105hp NADA Book \$5500 Now \$4400
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Prices incl. dealer prep, exc. tax and license.

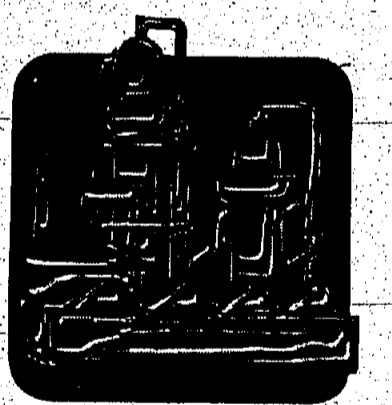
**DODGELAND • FORDLAND • TOYOTALAND
CHRYSLER/PLYMOUTH LAND • R/VLAND
USED CARLAND • TRUCKLAND • LEASELAND
Route 22 East, Springfield N.J.**

Call for more info and directions
(201) 467-2900 In N.Y. 1 800 922-0213

HOME OF THE WORLD'S LARGEST DODGELAND



PROGRESS



**A 1986 BUSINESS REVIEW & FORECAST
Thursday, January 30**

County Leader Newspapers

Supplement to Union Leader

Kenilworth Leader • Mountainside Echo • Springfield Leader • Linden Leader • The Spectator

Savings league lists 1985 industry figures

According to statistics compiled by the New Jersey Savings League, the trade association representing the 166 savings and loan banks in the Garden State, 1985 has been record-breaking year for mortgage lending and industry growth.

Within the past year, thrift institutions in New Jersey realized a 25 percent increase in total mortgage lending with an aggregate figure of \$11.6 billion as compared to \$9.2 billion in 1984.

During the months of May, August, September and October of last year, the largest mortgage volumes of 1985 were recorded. Each of those months saw in excess of \$1 billion in new mortgages.

Commenting on this record-breaking trend, John H. Westling, chairman of the League's board of Governors, said, "New Jersey's economy has flourished during 1985, and as consumer and business demand for mortgages has grown, the savings and loan industry has been here to provide the needed financing. We look for New Jersey's economy to continue growing in 1986 and for the savings and loan industry to continue its strong support of the economy and the financial needs of the citizens of New Jersey."

The league reported that commitments to make mortgage loans set a year-end record at

Gateway lists new tenants

Four commercial leases, representing a total commitment to 18,000 square feet of space, have been negotiated at Gateway Center, the 2.2 million square-foot mixed-use development owned by The Prudential Insurance Company of America in downtown Newark.

The center's new tenants include Bathgate, Wegener, Wouters & Neumann, the Comptroller of the Currency, Metromedia Long Distance, Inc., and Overseas Unlimited. The four leases have an aggregate rental value of approximately \$4.5 million.

Bathgate, Wegener, Wouters & Neumann, a multi-faceted law practice based in Lakewood, is expanding its operations with 7,500 square feet of space in Three

and 3,200 square feet of its top floor have been leased by Metromedia Long Distance, Inc., whose holdings include radio and television stations nationwide and cellular telephone and payphone equipment. Metromedia, which installed a communications dish on the roof selected Gateway Center because of its location in the path of the fiber optic route and the advanced telecommunications network.

Overseas Unlimited, a private employment agency specializing in placements abroad for Fortune 500 companies, occupies 1,300 square feet in One Gateway Center, Newark and accessible location for this division's offices which cover 12 states in the northeast.

The Comptroller of the Currency, an office of the United States Treasury Department, has leased 6,000 square feet within Three Gateway Center. This local division of a federal agency, previously located in Perth Amboy and now establishing permanent quarters in Newark, is responsible for supervising the national banking system of New York and New Jersey.

The roof of Three Gateway Center

Ultra Center plans business class

The Urban League ULtra Center is accepting applications for free word processing and terminal operations training classes will begin in May.

The ULtra Center is a partnership of the Urban League of Essex County, IBM Corp. and local businesses and foundations. Training is provided in a business-like atmosphere and includes courses in advanced typing, office procedures, business English and math and business environment.

ULtra Center graduates earn on average \$13,000 per year. They are employed at local area companies which extend the training the ULtra Center provides. IBM Corp.

Prudential, Mutual Benefit, Blue Cross/Blue Shield, New Jersey Transit, AT&T, Fort Authority of New York and New Jersey are some of the employers who can attest to the value of ULtra Center graduates.

"Economic development for the disadvantaged begins with the individual and is based on employment," says ULtra Center director Marvin T. Johnson. "ULtra Center training expands the career horizons of the disadvantaged and in turn contributes to the economic growth of the community. Total annual salaries for 1986 graduates in excess of 1 million dollars—most of that money comes back to the Essex County community."



Report details county growth

By SID FRANK
Public Information Director
Union County Economic
Development Corporation

"County Business Growth" is the title of a report recently issued by the Office of Economic Research, New Jersey Department of Commerce and Economic Development. The statistics contained in the report provide the most accurate measure available for determining current business trends in the state and in the counties as well, for the report includes data on each of them.

Since many changes have occurred in the New Jersey business picture following the 1982 recession, the study is a comparison of 1982 and 1984 employment figures, broken down by business categories. 1984 is the latest year for which such data is available. Trends can be determined by comparing the figures for the two years.

STATE GROWTH

In the state overall, employment in 1984 was 2,830,700, an increase of 266,800 over 1982.

The greatest number of private sector workers, 210,185, or 7.4 percent, were employed in the "business services" category, which includes such activities as advertising, consumer credit agencies, mercantile—wholesale, collection agencies, mailing services, commercial art, photography, news computer services, personnel and building services.

This represents a growth rate of 13.8 percent, the fastest among the top 20 categories of the 72 categories

THE UNION CENTER NATIONAL BANK	
"UNION'S ONLY HOMETOWN BANK"	
Condensed Balance Sheet	
December 31, 1985	
ASSETS	
Cash and Due from Banks	\$ 10,268,195
Investment Securities	62,865,415
Federal Funds Sold	7,800,000
Loans (Net of Reserve for Possible Loan Loss & Unearned Discount)	45,668,066
Bank Premises & Equipment	1,054,579
Other Assets	2,433,224
TOTAL	\$126,190,469
LIABILITIES AND SHAREHOLDERS' EQUITY	
Deposits	\$115,091,075
Federal Funds Purchased and Securities Sold Under Repurchase Agreements	1,745,000
Other Liabilities	881,271
Total Liabilities	117,717,346
Common Stock (\$5.00 Par)	2,000,000
Surplus	3,487,120
Undivided Profits	4,975,502
Total Shareholders' Equity	10,472,822
TOTAL	\$126,190,469
DIRECTORS	
Jack McDonnell Chairman of the Board	
Hugo Barth III Francis E. Cardinal Donald G. Keil Robert C. Miller Rudi O. Wadle, D.O.	Wallace J. Butler John J. Davis Paul Lomakin, Jr. Stanley R. Sommer Charles P. Woodward
HONORARY DIRECTORS	
John A. Deltrich Adolph W. Jaeger Maurice A. Scotch	
OFFICERS	
John J. Davis President & Chief Executive Officer	
Helen Mako Vice President & Cashier Eileen J. Torbick Vice President John S. Zimmerman Assistant Vice President David O. Johnson Assistant Cashier William A. Saunders Assistant Cashier	John Heathcote Vice President Rona O'Shea Assistant Vice President Margaret Baguloy Assistant Cashier Thomas S. Nichols Assistant Cashier Anthony C. Weagly Assistant Cashier
Lori Brinton Auditor	
THINK LOCAL, WE DO!	
MAIN OFFICE: 2009 Morris Avenue, Union	
STONE STREET DRIVE BR.:	
2022 Stone Street, Union	
FIVE POINTS BRANCH:	
356 Chestnut Street, Union	
LARCHMOUNT BRANCH:	
2353 Morris Avenue, Union	
STUYVESANT BRANCH:	
1723 Stuyvesant Avenue, Union	
SPRINGFIELD BRANCH:	
783 Mountain Avenue, Springfield	
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TODAY allows patients to have surgery in the morning and return home the very same day. We cater to the special needs of our same-day surgery patients and their families.

- Convenient hours
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- Peaceful waiting room for families and friends
- Hospitality area with beverages
- Phone follow-up the day after surgery

Patients who use the **TODAY** Center have available to them the same newly-renovated operating suites

and technological advances that also accommodate our overnight patients. In fact all of the Hospital's expert resources and staff stand by to support your surgery. At **TODAY**, patients are assured of continued personalized attention and quality medical care with the added benefits of improved comfort and convenience.

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THE UNION CENTER NATIONAL BANK	
2009 MORRIS AVENUE, UNION	
2022 STONE STREET, UNION	
356 CHESTNUT STREET, UNION	
2353 MORRIS AVENUE, UNION	
1723 STUYVESANT AVENUE, UNION	
783 MOUNTAIN AVENUE, SPRINGFIELD	
MEMBER FEDERAL DEPOSIT INSURANCE CORP.	



RETURNING HOME—M. Gordon Construction Co., Linden, will return to a building it first renovated in the mid-1950's when it transforms what was until recently a two-story hardware/lumber store into part of a 54,000 square-foot enclosed shopping arcade (above) also located in Linden. The photo at right delineates how the new structure will be connected to the rear of the building on the three-acre site. Scheduled for completion in the spring, Stiles Circle Associates of Linden is the owner/developer of the \$3 million project. Parking for 172 cars will be available.



Exec's pay seen to be topping off

Top executives of small companies earned strong 13 percent increases on average in 1984 and indications are that compensation levels in 1985 are moderating, according to the comprehensive annual survey on executive pay by Arthur Young.

In its annual survey for the Financial Executive Institute, the accounting and consulting firm of Arthur Young found that in 1984 small business executives secured salary increases of 8 percent and bonus gains in the 40 to 60 percent range. Total compensation—salary plus bonus—average a strong 13 percent for many top executives.

While 1985's bonuses are not included in the survey, participants projected that salary increases for 1985 will be in the 6 to 7 percent range.

"The strong economic expansion and relatively low inflation rate made last year an excellent one for executive compensation," said James H. McAdoon, Human Resources Consulting Services director of Arthur Young's Newark office.

"The 3.7 percent inflation rate for the year—the lowest in the U.S. since 1967—means that the 13 percent total compensation increase represented—a substantial—real earnings gain," he explained. "Healthy profits at many companies continuing into this year have helped account for the substantial salary and bonus increases paid to many small business executives."

The survey results for companies with sales under \$50 million are extracted from "Executive Compensation," an annual Arthur Young study by Edwin Mruk and James Giardina, a partner of Arthur Young. The study findings are based upon the pay of top executives of nearly 1,250 U.S. companies of all sizes.

Giardina noted that the small business pay increases of 13 percent slightly outpaced the 12 percent posted by the top executive pool tracked by the study, but that bonus increases at small companies often were higher. "Swings in bonus increases can widely vary from year-to-year at smaller companies where the pay-for-performance practice often is even stronger than at larger companies," he observed.

Many senior managers at small companies earned 12 to 16 percent increases in their total compensation in 1984. Chief executive officers posted approximately \$181,000 in average pay, with salary increases of 8 percent and bonus payments of 44 percent for a total compensation increase of 13 percent.

Other executives of these companies earned total compensation and increases as follows: chief operating officer, \$158,000 (15 percent); chief financial officer, \$84,000 (12 percent); marketing director, \$85,000 (18 percent); and top manufacturing executive, \$78,000 (12 percent).

McAdoon noted that the outlook for executive compensation is unclear. "Wages are greatly reflected by the economy" he said. "Our early indicators for 1985—point to a moderating compensation picture caused by the sluggish economy."

We're growing by a New Name!



QUEEN CITY SAVINGS
is now

FIRST ATLANTIC SAVINGS

Queen City Savings has changed its name to FIRST ATLANTIC SAVINGS! A great new name to grow by! The "Queen Bee" has served us well; however, with growth comes change.

As FIRST ATLANTIC, we'll be growing out in new directions and changing to benefit you in many ways. Our new name and the strong image that it portrays more appropriately reflects our projected growth and future expansion in the financial marketplace.

FIRST ATLANTIC SAVINGS, with resources of over \$1 Billion, will be one of the 10 largest Savings and Loans in New Jersey and rank

among the top 250 in the nation. We are strong, solid and well positioned within the thrift industry to serve your every financial need.

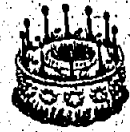
But, only our name has changed! We have not merged nor become part of any other financial entity. The same friendly, personalized service that has distinguished Queen City Savings for nearly a century, will continue to be first and foremost!

We welcome the opportunity to be of service under our new name.

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WHO DOES YOUR CHAMBER SERVE?

The primary objective of the Chamber is to serve the total community of Union Township. This service is offered under the umbrella entitled Community Development. As this terminology is all encompassing, your Chamber endeavors to assist in meeting the immediate needs of the community and anticipate and plan for the long-range needs that will continue to maintain a healthy community in which to be established, live and work. Union Township has a business population of over 2100, including retail establishments, business and industry, service companies and the professions.

They obviously require assistance in numerous areas from the Chamber staff. These members and Chamber staff work together on an individual and committee basis for the betterment of members, their individual and collective needs and the community in general.

At present our membership consists of over 600 voting members.

...servicing the people of our great Township of Union

MEMBERSHIP INFORMATION

Contact: Jim Schaefer at 688-2777

Contact: Ervin Samuels at 688-5933

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Union County Economic Development Corp.

"A Great Place For Business"

Queen City changes to First Atlantic

Gerald R. O'Keefe, president of Queen City Savings and Loan Association, has announced that the billion dollar-plus financial institution is changing its name to First Atlantic Savings and Loan Association. The name change, which became effective Jan. 22, will be supported by an attractive new logo that will complement the institution's new identity on all office-building exteriors and material throughout the First Atlantic Savings network.

"As Queen City Savings, we have just completed another successful year, marked by increased financial strength and expanded customer service capability," O'Keefe said. He added that the former, and very recognizable, "Queen Bee" identity had served the institution well,

however, "with growth comes change." According to O'Keefe, the new First Atlantic Savings will be growing out in new directions and changing to benefit its thousands of customers in many ways. "Our new name and the strong image that it portrays more appropriately reflects our projected growth and future expansion in the financial marketplace," he said.

O'Keefe also pointed out that only Queen City Savings' name has changed. "This is a change in name only," he emphasized. "We have not merged nor become part of any other financial entity, the same management team and staff of dedicated employees who have helped us attain this milestone will

continue on at First Atlantic. Moreover, the same friendly, personalized service that has distinguished Queen City Savings for nearly a century will always be first and foremost. We are strong, solid, and well positioned within the thrift industry to serve every financial

need," he added. "First Atlantic Savings welcomes the opportunity to be of service to existing and future customers under its new name—a great new name to grow by," O'Keefe concluded.

With total resources of over \$1 billion, First Atlantic Savings will be

one of the 10 largest Savings and Loans in New Jersey and rank among the top 250 in the nation. Headquartered in South Plainfield, the institution maintains offices throughout Central New Jersey and is a member of the Federal Savings and Loan Insurance Corp. (FSLIC).



BOARD OF DIRECTORS of Queen City Savings and Loan, which has changed its name to First Atlantic Savings and Loan Association are, seated from left, Richard G. McDonough, chairman; Gerald R. O'Keefe and Thomas M. Tracey. Standing, from left, are John W. Schombs, Peter J. McDonough III, Warren Hill, Louis G. Block, Edward M. Sullivan, James F. Collins, John M. O'Keefe, Joseph H. Brunnequell, Robert J. Fagan and Peter H. Stevenson.

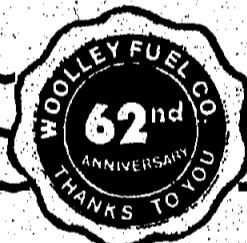
Record sales reported

Bristol-Myers Company reported record sales and earnings for the year and fourth quarter ending Dec. 31, 1985. Fourth quarter sales increased 10 percent to \$1,190,224,000 and net earnings increased 11 percent to \$139,902,000 or \$.86 per share compared to \$.86 in 1984.

For the year, sales increased 6 percent to \$4,443,973,000 with domestic sales up 7 percent and international sales up 3 percent. Net earnings increased 12 percent to \$531,352,000 or \$3.86 per share compared to \$3.45 last year.

Richard L. Gelb, chairman, said that he was pleased with the performance for the year, as profit margins improved again in 1985 notwithstanding the expenses associated with the consolidation and reorganization of certain Bristol and U.S. Pharmaceutical & Nutritional operations, including the costs of moving to the new pharmaceutical research center in Wallingford, Connecticut.

With the exception of the severe devaluation of the Mexican peso, exchange rates became more favorable during the latter part of the year. Nevertheless, overall annual sales and earnings were negatively impacted by exchange rates.



As we enter our 62nd Anniversary year, we would like to thank those who made it possible—our loyal employees and customers who have relied upon us.

Our organization has operated the same family fuel business at the same location since its inception in 1924. Since our beginning, we have strived to make our customers warm friends with the same slogan as always—"Your Comfort is our Business."

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Union has it all! A community of 50,000 residents, located at the center of commerce and transportation for the Northeast, just 14 miles from New York City, was settled 314 years ago and incorporated in 1808.

Union has successfully brought together a community of diverse backgrounds and interests through the efforts of its people—people who cared enough to work for the type of community they believed in. They pushed for a workable community action program, an exceptional, innovative senior citizen's

program, a superb recreation program and a mixture of business and industry that produces an ideal suburban atmosphere.

The goal of this administration is to be open and accessible to the public while maintaining a fair and affordable tax base for our residents and the business community and keeping our community clean and attractive.

These goals can be accomplished because, Union, like America, is people working with people for other people.

TOWNSHIP COMMITTEEMEN



Anthony E. Russo
Michael Y. Bono
Diane C. Heelan
Peter J. Genova
E. James Roberts

MAYOR'S MESSAGE:

We are a community of people proud of our heritage and looking to the future with confidence. An "All-America" community of fine residential areas combined with a good balance of industrial and commercial sections. A superb school system producing champions both in the classroom and on the playing field. It is the goal of this administration to keep our community clean and attractive within

an affordable tax rate and be responsive, efficient, compassionate and understanding.



ANTHONY E. RUSSO, Mayor

Celebrating 175 Years of Progress!



1985 was banner year for contractors

1985 proved to be another banner year in the specialty contracting business, a trend begun in the early 1980s, according to Garden State Brickface & Stucco Co., Roselle, the nation's largest exterior surfacing company.

The company sees no end in sight for this upward spiral although it anticipates more modest increases for the industry in general in 1986, particularly for commercial projects.

"There will be certain companies which will continue to see record increases in activity," said David Moore, chief executive officer of Garden State Brickface & Stucco, "and we fully intend to be one of them."

Moore said that the reason the company expects a certain leveling off industry-wide in commercial specialty remodeling is because of possible changes in the tax laws concerning depreciation and other investment programs like limited partnerships.

"The last few years have been incredible years for commercial real estate," he noted, "and we really do not expect such a feverish pace in 1986. Historically, when an individual or an investment group purchases a commercial property, they invariably want to make exterior and interior alterations to the building, particularly if it has been purchased for different usage like converting warehouse space to

office space. This has certainly proved to be a boon to our business."

While Moore anticipates a leveling off of activity for the industry in general, it won't occur until later in 1986. "Much of the real estate activity of the past year will generate considerable business for specialty contractors through the first two quarters of 1986. After that, it remains to be seen how the proposed tax laws and regulations alter this scenario."

In the residential market, the company sees no end in sight to the current brisk activity levels, despite lower mortgage interest rates. "When interest rates were at their all-time high a few years ago, people could not afford to 'trade-up' on their

houses," said Moore. "Consequently, we did a tremendous volume of residential business from those homeowners who resolved to remain in their existing homes and decided to upgrade or change its appearance with exterior remodeling. Now, although we have much more modest interest rates, real estate prices are still keeping the great majority from considering more expensive housing."

Moore added that it isn't price alone which will contribute to another superior year for this industry. "A great many of the homes in our present housing stock were built and purchased during the 1960s. These buildings have reached the age where they are, in fact, ready

for remodeling and renovations."

He said that customized projects will constitute more of the residential activity in 1986. "Because homeowners expect to spend more years in their existing homes, they are looking for customization rather than just standard approaches to exterior and interior work. Having this flexibility to customize will be important adjunct to the specialty contractor's business."

With brisk residential activity growth, he anticipates another record year for Garden State Brickface & Stucco. "We have positioned ourselves as industry leaders in specialty contracting. This, coupled with our expanded

operations, both in terms of geographic locations and volume capability, means that we will continue to receive the lion's share of the specialty contracting."

In addition, Moore said that his company has stayed on top of new products and new designs which will give them an added advantage. "There has been ample work for virtually everyone in this business in the last few years due to the total volume of activity. But the smaller, more staid companies are going to find that people are not knocking on their doors as readily this year simply because of supply and demand. Solid business planning and marketing will be factors in any company's continuing good fortune."

Firm unveils new computing module

Although digital theory and techniques have become dominant in engineering educational systems, analog methods have remained an integral part of most courses in engineering and applied sciences.

To satisfy the need for more advanced analog teaching equipment, Feedback Inc. of Berkeley Heights has introduced its new ACM347 Analog Computing Module.

ACM347 is designed as an aid to teaching the fundamentals of analog computing, as well as providing

sufficient computing elements in the investigation of second-order systems. Full hold, reset and compute capabilities are provided, and external control of all functions is possible by most of the popular microcomputers.

Additionally, up to three modules can be mounted and interconnected in a specially designed rack to run from a single power supply. This positioning would make possible investigations of Fourier synthesis and the behavior of higher order systems.

According to the company, the ACM347, when used in conjunction with common laboratory test equipment, offers an analog subsystem to enable individual students to relate mathematical analysis to practical behavior of engineering systems.

Along with the ACM347, the educational package includes a comprehensive instruction manual, covering first and second-order differential equations, damping, and frequency response of second order systems. Interfaces from the

Feedback MICA series are available for Apple IIe, IBM PC, Commodore and other microcomputers.

Feedback manufactures, markets and services a comprehensive line of fundamental and leading edge educational equipment, including robotics/CNC/CAM, for universities, junior colleges, vocational technical schools, and military and industrial training. Further information is available from Feedback Inc., 650 Springfield Ave., Berkeley Heights 07921; 464-5181.

'Pride of Newark:' A beer with spirit

"Pride of Newark" was a beer, its maker, the Christian Feigenpan Brewing Co., further exemplified the spirit of the city by keeping its name "P.O.N." sign illuminated throughout the dry years of prohibition. This it seems fitting that the name appear in the title of a new exhibition, "Pride of Newark: 150 years of Commerce and Industry," to open on Wednesday, April 16, at The New Jersey Historical Society.

The exhibition focuses on Newark's role as a center for business enterprise and commercial development in the 150 years since its incorporation as a city in 1825. As part of the city's anniversary celebration, the exhibition will open with a reception co-sponsored by the Greater Newark Chamber of Commerce. The Chamber's chairman, Robert C. Winters, also vice chairman of The Prudential Insurance Co., will join with Fred H. Rohn, chairman of the Historical Society's board of governors and the senior partner at Touche Ross & Co., in welcoming remarks.

In announcing the exhibition, Rohn said: "We are pleased to pay tribute to the role Newark has played in the economic life of the state and the region and of the pioneering spirit of companies that have grown and flourished here."

Maps, drawings and landscapes in the exhibition will paint the picture of partly rural, partly industrial city in 1836 virtually exploding into one of the nation's principal manufacturing centers in the last half of the 19th Century, accompanied by the impressive expansion of Newark-based financial institutions.

In addition to memorabilia and photographs highlighting the growth of Newark's most famous companies—The Prudential Insurance Co., First Fidelity Bank, Public Service Electric and Gas and Mutual Benefit Life—traditional trades also will be featured, including tanning, textile-manufacturing, furniture making and metal working, as well as transportation systems from mule drawn barges and trolleys to Port Newark and

Newark International Airport. The inventors who called Newark home for a time also are honored, including Thomas Alva Edison, Seth Boyden, Edward Weston, Hannibal Goodwin and John Wesley Hyatt. Their work changed the nature of every day life forever. In the adjacent portrait gallery, the society will be featuring famous Newark faces, including industrialists, clergy and civic leaders.

The exhibition runs through Aug. 31 at Society Headquarters, 230 Broadway, Newark, is open to the public from noon to 4 p.m. daily and Saturday with special tours available by appointment by calling 483-3333.

A slide-video presentation,

featuring Newark past and present, in conjunction with the exhibition, is being provided by L.H. Ganzer Associates.

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Northville Corp. expanding

Northville Linden Terminal Corp. in Linden, a major petroleum and distribution facility, has just expanded its marketing operations to offer New Jersey petroleum wholesalers a viable source for distillate products.

In addition to connections with three major pipelines and marine access to the entire New York harbor area, and beyond, Northville provides a multitude of services to their customers including two new truck-loading racks, wholesalers' distillate capacity.

Northville Linden Terminal, an equal opportunity employer, is dedicated to fulfilling its employment requirements with qualified local personnel.

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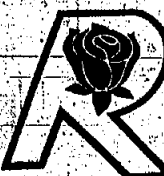
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National State finishes 173rd year of business

As 1985 closed, so too did the 173rd year of business for The National State Bank and the first year of operation for its parent company, Constellation Bancorp. Its president, John J. Connolly, noted "This was an excellent year for our flagship bank, National State, during which we continued the successful implementation of our strategic plan."

National State strengthened its commercial banking posture, adding to its key lending programs and attracting an even greater share of New Jersey's business community. Corporations in target industries are served by lending officers who provide a single source of financing and a special level of service.

In addition to serving companies generally having annual sales of up to \$20 million, efforts also are directed toward the business segment with sales of typically less than \$1 million. Said senior vice-president Arthur Campbell of the Community Banking Division, "In analyzing our markets, we recognized a real opportunity to address the needs of this segment and to do so through our community bank's network."

In May, National State established business financial centers specifically to serve this market, which the bank defines as a significant one. "By taking these first steps," states Campbell, "we will develop a competitive position serving small businesses."

The business financial centers facilitate basic depository and loan services at branch offices, assuming responsibility for loan application preparation, documentation and investigation. Explains Campbell, "In this way, we can provide needed support for our branch managers, who deal directly with both the small-business and consumer clients of our bank."

Through its international banking activities, National State supports the growth of foreign commerce. The bank provides superior trade-banking services and maintains a network of relationships with correspondent banks around the world. While

adopting an aggressive posture in new business development, however, National State has avoided the risks and exposures from international and energy-related lending that have adversely affected many other banks.

A well-attended trade forum sponsored by National State in October provided an opportunity for New Jersey importers and exporters to meet with trade representatives from more than 20 other countries. In welcoming the group, Connolly expressed the bank's "real commitment to supporting international commerce and encouraging international business in New Jersey."

Karl Blum, international department vice-president who recently completed a major calling effort at correspondence banks in 16 international financial centers, asserted the bank's leadership role in international banking in New Jersey. He pointed out the advantages offered by a regional bank that focuses its efforts within an area over the service provided by centralized money-center banks located in major cities. Often, they must turn to the local banks to help them to complete trade transactions. "Going directly to National State just streamlines the job," said Blum.

To meet the lending requirements of builders/developers in New Jersey, National State in 1985 introduced the innovative concept of single-source financing, providing construction, interim, and long-term financing from one location. Now consolidated in the bank's new Corporate Financial Center in Woodbridge, the real estate department can provide a total package to developers, who typically must seek multiple lending arrangements in other institutions.

Noting that the consolidation represents a competitive advantage, senior vice-president and senior mortgage officer Donald Kramer stated, "We are now better able to realize our objective of building total banking relationships with our customers." During

(Continued on page 18)

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JOHN J. CONNOLLY
President, Chief Executive Officer
National State Bank

Area 2nd to L.A. for high-tech work

New York City ranks second behind Los Angeles among 21 U.S. metropolitan areas in the number of new jobs projected for electronics and electrical technicians, computer systems analysts, and computer programmers through 1995, according to a recent study on technical employment.

This is one of the major findings of a Data Resources Inc. analysis conducted for DeVry Inc., one of the largest proprietary postsecondary technical education systems in North America.

The study forecasts employment trends in 74 selected occupations and

69 industries, both nationally and regionally, and in 21 cities, many considered to be major high-technology employment centers.

"Technology will continue to be a major source of new employment opportunities in the New York area," said Robert Boochino, president of DeVry's Woodbridge campus. "Thousands of jobs will be created there in the next decade as a result of the application of sophisticated computers and electronic systems in a broad range of industries."

In the New York area, employment opportunities for electronics and electrical technicians will increase by 4,770 new jobs; computer programmers by 4,720 new jobs; and computer systems analysts by 5,070 new jobs.

The outlook for technical employment in the Middle Atlantic region (New York, Pennsylvania, New Jersey, and Delaware) places it third among the nine U.S. census regions. Together, these states are expected to provide 20,750 new jobs for electronics/electrical technicians, 21,500 new jobs for systems analysts, and 20,200 new jobs for computer programmers.

At the national level, the DeVry

study shows the five jobs expected to exhibit the largest employment gains through 1995 are secretaries and stenographers (261,650), technical sales representatives (172,690), automotive mechanics (180,120), accountants and auditors (170,270), and store managers (153,470). The projections assume that employment levels during the current business cycle will follow the pattern established in previous cycles.

Industry demand for computer systems analysts will produce approximately 136,850 new jobs by 1995, making it the sixth-ranked occupation in terms of total employment among the job categories examined.

Other technically oriented occupations expected to produce strong demand for new employees include electronics/electrical technicians (134,300), electrical engineers (132,920), computer programmers (129,000), computer operators (99,190), and data processing and office machine mechanics (61,650).

Of the 69 industries examined, the DeVry study reveals that in absolute growth terms, the leading industries are all service oriented. In fact, only five of the top 25 are non-service industries.

Fueled by the aging of the population, health care industries are projected to have the highest rate of growth in demand for new employees. According to the DeVry study, six of the 10 fastest growing industries projected to need new employees are health-care related. In all, 637,170 new positions will be created in the health care field through 1995.

The motor vehicles and equipment industry is a leader in the creation of new jobs for electrical/electronics technicians, with an annual growth rate of more than 16 percent (more than 11,000 jobs). For computer programmers, the auto industry ranks third in terms of growth rate. This represents a significant increase from last year's study.

Figures cited in the analysis and this overview represent growth in all industries, not just the 69 examined. The study is an updated and expanded version of a similar analysis conducted for DeVry last year.

DeVry Inc., which sponsored the employment study, operates 11 technical campuses in the U.S. and Canada. DeVry offers programs in electronics technology and computer information systems.

Career agency tells of expansion

Future Search Management Corp., a college and career planning service, with headquarters in Englewood, has licensed its second franchise in New Jersey, according to Mary Ann Lisio, founder and president of Future Search.

The new Future Search franchise, which will serve Essex and Union counties, will offer college and career planning for two- or four-year colleges, as well as assisting students who wish to transfer from one college to another. The program also features graduate school planning, financial aid planning,

scholarship-availability-search, occupational interest analysis and aptitude testing, according to Lisio.

The franchise is owned and operated by Cathleen Collins and Julie Pallotta of Bloomfield, and Donna Frito of West Milford, all of whom are high school teachers specializing in marketing education.

The three educators said they applied for the franchise because they saw a need for personalized, individual counseling for students that wasn't being adequately met in the high schools.

"Many guidance counselors are overburdened," noted Collins. "In many cases they are dealing with several hundred students and their case load is too heavy to give each student the time he or she requires. Also, budget restraints often limit the tools, such as database sources, available to many high school guidance counselors," she added.

Future Search counselors are able to give personalized attention to each individual client and, according to Frito, Future Search's computer-aided operation uses at least one dozen up-to-date database sources.

Brochure tells of services

A new 16-page, full-color brochure with mixed-media illustrations tells the mission and capabilities of the Mutual Benefit Companies.

The booklet includes introductions by Robert V. Van Fossen, chairman and chief executive officer, and Frank E. Sullivan, president.

The material covers the history of Mutual Benefit, its diversified financial operations, national network of professional leaders, investment performance, management philosophy and the company's dedicated community involvement program.

The Mutual Benefit Companies embrace millions of individual, group and pension policyowners and investment clients. They provide financial products and services to individuals, affiliated groups and businesses.

A free copy of "The Mutual Benefit Companies" is available from Mary Ann Green, Mutual Benefit Company, 620 Broad St., Newark 07101.

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Addiction to be topic at seminar

The Outpatient Recovery Center at Fair Oaks Hospital will host for a public seminar, "The Origins, Traditions and Principles of Self-Help Groups in Recovery," featuring Conway Hunter Jr., MD, a noted authority in the field of addiction.

During the last 19 years, Hunter has earned an international reputation as a medical practitioner, counselor and consultant. He also has become known as a symposium innovator, developing in Atlanta the annual Southeastern Conference on Alcohol and Drug Abuse, the First National Conference on Cocaine, the World Conference on Alcoholism held in London and the Annual Seminar on Addiction, the first of which was held in London and the Annual Seminar on Addiction, the first of which was held in Athens and the second in Spain. Dr. Hunter has served on the Governing Board of Directors for the International Council on Alcoholism and Addiction and is the founder and director of the Georgia Citizens Council on Alcoholism.

Joining Hunter in this presentation is Charlotte A. Hunter, a gifted speaker in the areas of alcoholism and drug addiction. In addition to numerous radio and television appearances, Mrs. Hunter has addressed parent groups, civic organizations, seminars, as well as national and international drug abuse conferences. Also on the faculty is James A. Cocores, MD, medical director of the Outpatient Recovery Center at Fair Oaks Hospital.

This seminar will be held on Feb. 8 at the Coachman Inn in Cranford from 1 to 4 p.m.

There is no fee for this offering, however, pre-registration is required due to space limitations. Seat reservations and further information can be obtained by contacting Fair Oaks Hospital's Department of Education at 822-7038. Refreshments will be served.

Broker will handle sale

The Archie Schwartz Co. has been named exclusive broker for an industrial building on 3.5 acres along Commerce Street, behind the Coachman Inn, Cranford.

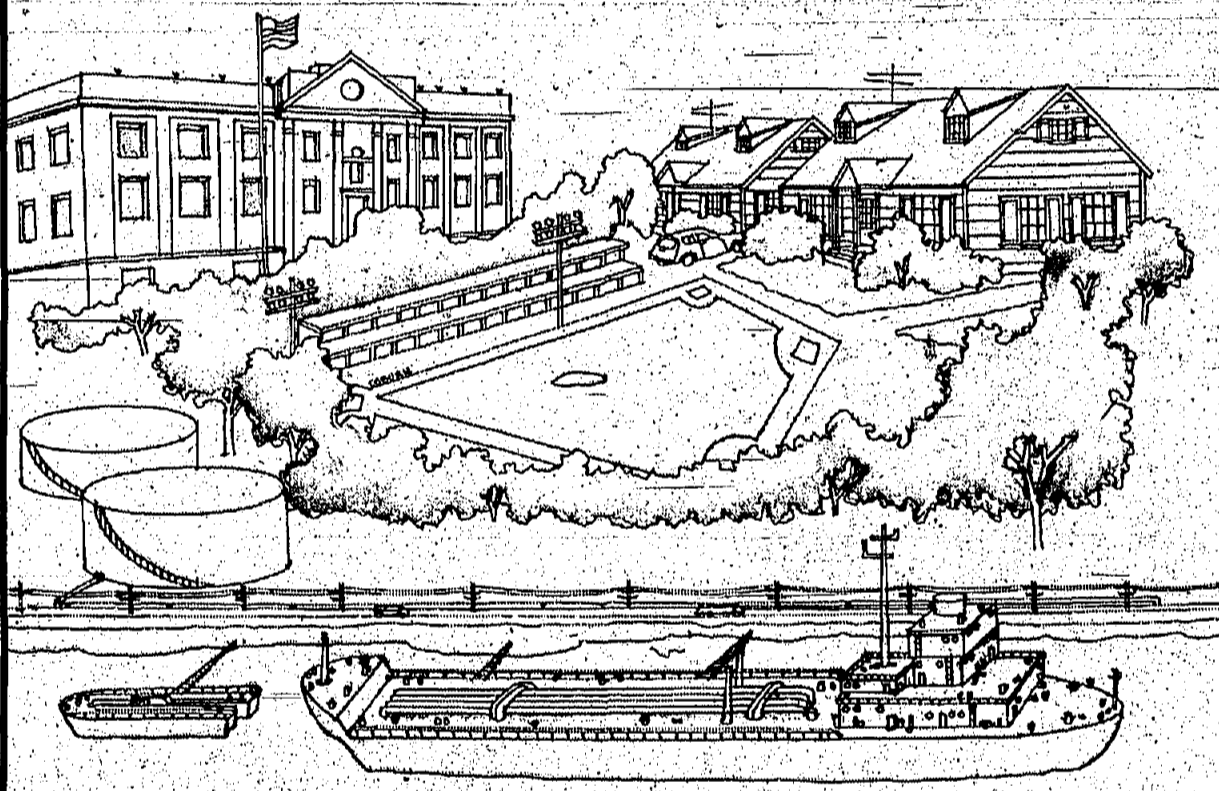
Schwartz sales representative Ron Orlick termed the single-story building "rare" because of its size, 45,000 square feet.

"In this part of Union County, the moderate-sized industrial user has few choices. The Commerce Street building offers reasonable rent, good highway access and is a turn-key property for the right industrial user," said Orlick.

Harvey Fern, Schwartz senior vice president for the Essex/Union/Hudson Division, said "the race for this size space in the Cranford, Westfield, Garwood and Mountside areas are fierce. The Commerce Street property will probably be one of the very few of its size that will come to market this year."

The Archie Schwartz Co., with a staff of more than 150, is New Jersey's largest real estate brokerage firm specializing in industrial real estate and corporate office space.

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Foundation drive a 'success'

Elizabeth General Medical Center Foundation was expecting success when it launched its "Renewing Our Commitment" capital campaign over a year ago, but the untold story of giving from the Medical Center family, corporations, foundations and friends, has propelled the foundation into the greatest campaign in Elizabeth General's history. The total challenge goal of \$2 million has already been exceeded.

According to Robert W. Kean Jr., honorary chairman of the campaign, "We are strengthened by the strong show of support from the Medical Center family and our community-at-large.

The Family Division, consisting of the auxiliary, trustees, employees, and medical staff, was led by Alice A. Holzapfel of Elizabeth, chairman. An established goal of \$735,000 for the Family Division was exceeded early in the campaign with impetus provided by the auxiliary's \$300,000 pledge.

Special thanks were awarded to the campaign's outstanding com-

munity leadership which inspired and encouraged the participation of all segments of the community. Prominent among these were Robert G. Guempel, president, Commonwealth Eastern Mortgage Corp., Westfield, and John Kerr Jr., secretary/treasurer, Elizabethtown Water Co., Elizabeth, co-chairman of the Community Division, John Connolly, president, the National State Bank, Elizabeth, and Amé Evans Gibbons, owner of the Elberon Development Co., Clark, co-chairman of the Leadership Division; David Silverberg, president, Wakefern Food Corp., Elizabeth, chairman of the major Gifts Division, and John B. Cahill, vice president, The Summit Trust Co., Summit, chairman of the Special Gifts Division. "Their strong leadership has enriched this important endeavor. We are indeed grateful for their service to our cause," added Kean.

Funds from the "Renewing Our Commitment" campaign are being

used as an equity contribution to the financing of Elizabeth General's \$25.5 million major construction/renovation project. A completely modernized facility will be realized at the conclusion of the building project, the most ambitious ever undertaken by the Medical Center. New, expanded and relocated facilities for intensive care/coronary care, adult psychiatry and short stay care will be included.

A linear accelerator and other state-of-the-art technology will enable Elizabeth General to continue to meet the health care needs of the community in a cost-effective manner. George F. Billington, president of the Medical Center and the Foundation, observes, "Elizabeth General now stands at the threshold of greatness. Our strong health care services and programs, together with the generous support pledged by our donor constituency, will ensure the Medical Center's prominence in health care for the remainder of the 20th Century and beyond."

'Hospital Hill' rolling

Early in October the best sleigh riding hill in Irvington gave way under bulldozers and earth movers to progress.

Towship children of all ages remember "Hospital Hill" and the great feeling of starting at the top, building speed, making it all the way to the street and hitting the parkway wall.

This year under a rare 100 percent F.H.A. insured mortgage program Irvington General Hospital began a 21 million dollar modernization program "Hospital Hill." This major addition to the hospital to be completed by 1988, will include a new Emergency Ambulatory Care Department; Laboratory Facility; Radiology Diagnostic Imaging with C.T. Scan, Computerized Nuclear Scanning and Digital Fluorography system, new Operating Room and Outpatient Surgery Facilities and two new "race track" nursing units.

The hospital has already enlarged its plastic, reconstructive and hand surgery facilities and offers free cosmetic surgery consultations at scheduled times throughout the year. In addition, the staff ophthalmologists are now making use of the intra ocular site (IXR) machine to perform today's most advanced cataract removal procedures.

The hospital is proud of its record, and of the progress being made in all phases of development and it should be, given the above advances in spite of troubled times in New Jersey hospitals. The hospital's commitment to excellence is unbending and the expanding facilities and services are quickly moving Essex/Union County health care into the future.

I USED TO BE SO HAPPY AND CAREFREE. WHAT HAPPENED?

Until a few years ago, I was cheerful and had lots of friends. But now I often wonder if life is worth the hassle. Mom and Dad are always nagging me. School is boring. Even my friends seem distant and aloof. Maybe my school counselor is right, and drugs are part of the problem. All I know is that it feels like I'm being buried alive.

What can I do?

Sound familiar?
WE CAN HELP.

OUR LITTLE GIRL ON DRUGS?

How could it be possible? We've always tried our best to be good parents, but lately we've felt her slipping away from us. Her grades haven't been as good as they used to be. She seems sullen much of the time, and she was always a happy child until this began. We've been talking it over and we just don't know what to do.

Sound familiar?
WE CAN HELP.

ME? ARRESTED FOR DRUNK DRIVING?

I never thought it could happen, but it did. And now I've placed my job in jeopardy and humiliated my family. Way down deep inside I knew it was only a matter of time. I guess I finally have to admit that my drinking is a problem. Next time I could kill someone. And then how would I feel?

Sound familiar?
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Retrofitting projects require vision, says contracting firm

The building was once a parking deck. The new corporate headquarters formerly held laboratory and testing facilities. The office building was a school for many children. The warehouse has become a corporate center and training complex. All of these are examples of recent retrofitting projects.

There are many things that make a retrofitting project happen, but first and foremost, it requires vision. Vision that takes an architect, a builder or a designer past the confines of a building's history, use or age.

Retrofitting, however isn't limited to historical buildings, or even to the most recent way in which the facility was utilized. Rather, retrofitting in its broadest sense, involves any kind of renovation, meaning anything from a temporary solution to a permanent one, to a new lease on life for an obsolete building.

The latter is becoming a more popular and viable alternative. The reasons for considering retrofitting as an option to building a new building are several, ranging from a cost-efficient way to utilize a basically sound building, to finding a structure located in an area with well established transportation routes.

According to architect Lewis Silverstein, vice president of the design/build firm of Brown and Matthews Inc., of Fords, when considering a retrofitting project, "our first step is to meet with the client to discuss their needs, both

present and future. Based on this and an evaluation of the existing structure and its client's functional needs, we can determine whether the site in question is worth pursuing."

As in any project, but especially in retrofitting, there are drawbacks. Many elements could make the project enticing, but if it isn't cost-effective, or the structure can't be salvaged, other options must be explored. Very often an older building may not have the adequate electric, water or sewer systems to accommodate its new design and this can impact the total project scope. Some of the more difficult challenges to overcome are being able to bring the building up to modern standards and codes, and dealing with specific design goals.

Silverstein cites the American Hoescht Corporation headquarters for its ENCO Printing Division as a recent example of Brown and Matthews' retrofitting expertise. When Brown and Matthews was contacted, the company was considering a pharmaceutical storage warehouse that had been vacant for two years.

The single-story structure, sited on 30 acres of property, consisted of approximately 100,000 square feet. Hoescht proposed converting 52,000 square feet of the space into corporate offices, a test and training center, a research and development lab, with the remainder being dedicated to assembly and storage. "At that time," comments Silverstein, "it was hard to imagine that it

could be used as a contemporary office environment—all we had was an empty warehouse space."

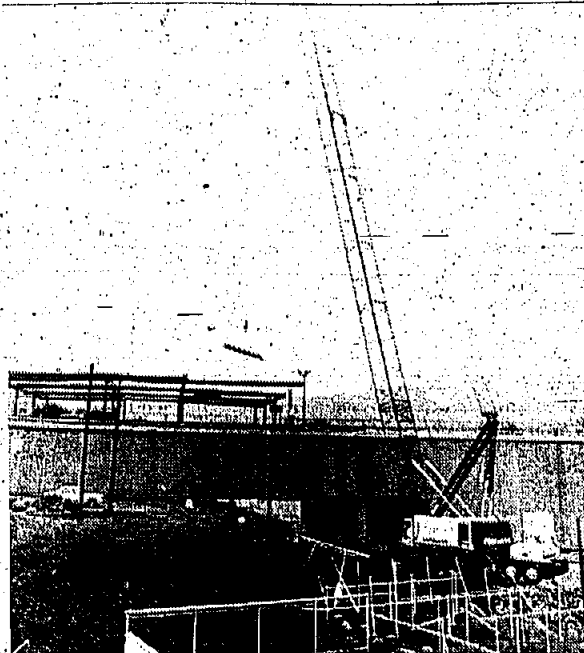
As a preliminary step, the Brown and Matthews team met with each department head to determine their functional and individual requirements. This information, along with the specific constraints that the structure offered, formed the basis of the retrofitting project.

Key in this evaluation was the structure's original design: a warehouse is a high-ceilinged, windowless structure. Rather than try to alter this structure Brown and Matthews worked with it, evolving a design concept that provided for a warm and airy interior, that is, they brought the outdoors inside.

According to senior designer, Joan Noakes, "the offices were designed around an internal 'street' which is a 12-foot wide corridor complete with planters, recessed lighting and windows into each office." The feeling generated is similar to other completely enclosed environments, such as shopping malls, where the lack of windows is hardly noticed. Colorful vinyl wall fabrics and carpeted floors also were added to complement this attractive environment.

In regard to the ceiling height, this was a factor that actually proved to be an asset, since they were able to design space to accommodate the larger-sized equipment and machinery of the R&D and testing labs, as well as higher than normal office heights.

(Continued on page 17)



BUILDING ON TOP OF A BUILDING—Brown and Matthews used a crane with a 300-foot boom to construct Better Methods Inc.'s executive offices on top of what was once a vacant warehouse to a remaining portion of the deck to create a park-like atmosphere.

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A VACANT WAREHOUSE...is what Brown and Matthews transformed into modern office space for American Hoescht's ENCO Printing Division. The design/build firm brought the outdoors inside with an interior walkway, recessed lighting, live plants and colorful interior panels.

Quality sales staff

Quality and not quantity in sales personnel continues to be the most important component in the continuous growth and success of Degan Boyle Realtors according to Peter J. Degan, president. The Northern New Jersey based firm represents 81 years of expertise in the real estate industry and currently operates 13 offices in Essex, Morris and Union counties.

According to Degan, "The rapid growth of larger firms in New Jersey has created severe competition for sales personnel. Some brokers have as many as 50 and 60 full and part time associates per office and are playing a 'number's game' by accepting the less qualified on the falacious premise that more sales licenses mean more sales." Contrasting his firm's policy with regard to staff, Degan states that "in fact, a smaller, but more competent staff will produce as many sales." The highly motivated professional staff in Degan Boyle offices is selected from among many who are now attracted to the lucrative field through a screening program which may include psychological aptitude testing. "In our experience, says Degan, "a sales staff which is selected in a qualitative manner is most likely to provide the 'best' services to customers and the broker. In addition some brokers may have a

turnover rate of 25 to 33 percent yearly while ours is one of the lowest in the industry."

In addition to these selective practices, Degan Boyle provides a comprehensive initial training program consisting of 32-hours of real estate technology and sales skills. "The program is enhanced by an ongoing inservice education conducted under the auspices of a highly qualified professional managerial staff. Key to the uniqueness of the entire training program is our personal interest in the progress and success of the individual," states Degan. "It has always been a declared goal that Degan Boyle strives to be the best, not necessarily the biggest. The attainment of this goal is possible through the achievement of a highly qualified, dedicated staff who are pledged to rendering the highest quality real estate services."


Degan Boyle Realtors locations were expanded last year to include Scotch Plains, Parsippany and Danville augmenting existing facilities in Caldwell, Cranford, Livingston, Millburn/Short Hills, Montclair, Morristown, New Providence, Summit, Union/Elizabeth and West Orange. All offices provide full real estate services including relocation, appraisals, mortgage placement, rentals and retirement referrals.

Retrofitting projects


(Continued from page 16)

Brown and Matthews also developed other interesting capabilities for this building based on the client's diverse requirements: The facility houses a large training center, where

demonstration areas large enough to accommodate newspaper and magazine-sized printing presses are necessary; a large auditorium, with complete AV facilities, as well as small laboratories and clean test environments.



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FOR MEXICO—The Peerless Beverage Company of Union recently raised \$1,500 for the Mexico City Earthquake Disaster Relief fund through revenues from Mexican beer products it distributes. Jim Lau, Peerless marketing director, left, presents the check to the Rev. David King, chairman of disaster services for the American Red Cross, Elizabeth.

Alliance taps new members

The New Jersey Alliance for Action has elected 11 new members to its board of directors. The Alliance for Action is a statewide coalition of more than 340 business, industry, labor, professional and governmental organizations with headquarters in Edison. It is "committed to improving the quality of life in New Jersey through economic progress and the creation of jobs."

Alliance Chairman Robert E. Wunderic said they demonstrate the diversity and high quality of the Alliance's membership. The new directors include George Albanese of Scotch Plains, former State Commissioner of Human Services, who is now president of Dynasty Homes Ltd., Roselle, and Richard Tisler of Union, president-business manager of the Heavy and General Construction Laborers Union Local 472, Newark.

Chamber slates biz seminar

The Union County Chamber of Commerce will hold a seminar Wednesday to instruct area small businesses on how they can share in the profitable benefits of the New Jersey Small Business Set-Aside Act.

Charles Bertch, Small Business Council chairman, said that thousands of area small businesses are unaware that the state has set aside a percentage of their contracts for small businesses, "and additional percentage of their contracts for small businesses." The chamber has invited spokesman Norma Brown from New Jersey's Small Business Assistance Office to conduct the seminar and instruct attendees on such matters as how to get certified and be put on the bidders list; what products and services are covered by the act; what state agencies are obligated to set aside contracts for small business.

The seminar, which will start at 8

a.m. with registration at 7:45 a.m. is free to all area business people and will be held at the chamber office, 135 Jefferson Ave., Elizabeth.

Because virtually all small businesses are affected by the set-aside bills, interested parties are requested to call in their reservations early. Seating is limited. To reserve seating, Jeanne Hall at 352-0900 can be contacted.

Rates change for unemployment

Commissioner Charles Serrano of the New Jersey Department of Labor has announced that effective Jan. 1, a number of changes in rates and eligibility requirements affected the unemployment insurance program in New Jersey.

Frederick C. Kniessler, assistant commissioner for Income Security, said the base week requirement, which is set at 20 percent of the statewide average weekly wage, will be increased from \$72 to \$76.

In order to establish a valid unemployment claim in New Jersey, an individual must work 20 base weeks in the year immediately preceding the claim. During that time he or she must earn at least \$76 in each week or the individual must meet an alternative earnings test.

Kniessler said the alternative earnings test increased from \$4,399 to \$4,600 beginning Jan. 1 and also will apply to the year immediately preceding filing the claim.

James A. Ware, director of Unemployment and Disability In-

crease from \$10,100 to \$10,700. This will result in an increase in maximum weekly contributions from \$39.50 for unemployment insurance and \$50.50 for disability insurance, to \$53.50 for each respectively.

Ware said the maximum weekly benefit rate payable under the State Plan and Private Plan programs also have increased from \$185 to \$200 for claims dated Jan. 1 and later.



National State finishes 173rd year of business

(Continued from page 12)

1985, the number of non-performing loans was reduced significantly. "Through skillful management, our lending team has put National State into a leading position among peer-group banks, with one of the lowest non-performing asset ratios," stated Robert Serafini, executive vice-president and senior lending officer.

The Community Banking Division had a strong growth year in both deposits and loans. Efforts to refine and to improve products were well-received by the marketplace. "Our plans now call for continued evolution of our product line to give customers the greatest flexibility, maximum access to their funds, and high yields on investments," said Campbell.

"We will continue to increase emphasis on the skills of our customer service staff to personalize banking relationships for a greater number of our customers."

A number of personal financial centers were opened during the year, specifically to serve depositors with aggregate deposit relationships of \$10,000 and more. At the centers, account managers provide a high level of service to meet the particular banking needs of each customer. Additional financial centers will be opened in 1986, expanding the bank's ability to serve a larger customer base.

Methods of delivery of consumer services also will be adapted in 1986 with more space and staff devoted to the financial service needs of customers. The bank also will begin to rely more heavily on its successful automated teller-machine network to handle many of the routine transactions now processed manually.

As part of the bank's commitment to delivery diverse, high-quality financial products and services to customers, space has been leased in branch offices to the full-service brokerage firm of Phillips, Appel and Walker.

Notes Campbell, "This combination of account manager, personal financial centers, full-service brokerage and an automated banking network stretching across the country positions National State well to meet the growing financial needs of the communities that we serve."

The Trust Division of National State has been under new leadership for several months and now boasts a distinctly stronger marketing focus. Both personal and corporate trust activities accelerated during the year, and investment performance compared favorably with major indices.

John Cavicchia, senior vice-president and trust executive, commented, "The corporate trust department is gaining a strong reputation working with emerging companies, often in their first public-offering stage. A typical situation finds us initially working closely with a firm and its investment bankers; after registration, we then act as the transfer agent or trustee of the securities issue."

With a central money-processing unit that rivals in size that of several Federal Reserve banks, National State is in the forefront of the financial services industry in this market.

Said Frank Tafano, senior vice-president and division executive, "Business continues to grow, consistently contributing a high level of demand deposits to the bank's asset and liability-management process."

In 1985, the central money-processing unit added several major retail chains and a mass-transit authority to a diverse customer base that includes fast-food chains, supermarkets, financial institutions, and Government toll agencies, all of which require currency and coin processing.

Looking to the future, Constellation is confident of its strategies and of the support of a highly capable management team. Capital infusion of \$20 million raised through private placement will enhance the bank's ability to broaden its range of services to target markets and to increase the corporation's responsiveness to future investment opportunities.

"We welcome the challenge posed by deregulation, interstate banking and the economy," Connolly stated. "Constellation is well positioned to enjoy the opportunities of this exciting era."

Constellation Bancorp is the holding company for The National State Bank, a \$1.5 billion financial organization serving Union, Essex, Middlesex, Mercer, Hunterdon and Monmouth counties.

S & L names vice president

Colonial Savings and Loan Association President William J. Blunno has announced the appointment of John P. O'Loone to executive vice president of the Union County-based thrift institution.

O'Loone, a seasoned financial manager, served in the same capacity at Colonial from 1973 to 1982 before relocating to Florida for a brief period where he was with Flagler Federal Savings of Miami.

Prior to returning to Colonial Savings, O'Loone served as senior vice president of Central Jersey Savings and Loan Association of East Brunswick.

"We're extremely pleased to have him back on our management team. His rich experience and expertise will enable Colonial to become even stronger and more aggressive in the deregulated financial environment that we're anticipating," said Blunno. "Our plans for continued growth in services and innovative financial products are enhanced by his presence."

Vice president of the Middlesex County Savings League, O'Loone also is a member and past president of the Union County Savings League, and he serves on the New Jersey Savings League's operations committee. He is a long-time member of the Financial Managers Society.

A graduate of Notre Dame High School, Lawrenceville, he received a bachelor of science degree in 1965 from Rider College.

O'Loone resides in Colonia with his wife and three sons.

Colonial Savings and Loan Association, with current assets exceeding \$277 million, has offices in Roselle Park, Colonia, Union and Elizabeth.

United Counties reports earnings

Eugene H. Bauer, president of United Counties Bancorporation, Cranford, has announced that earnings for the 12-month period ending Dec. 31, 1985, reached a record \$12.9 million, as compared to \$10.5 million for the same period in 1984. On a per share basis the results amounted to \$5.49 and \$4.35, respectively. Total assets at Dec. 31, 1985 reached \$685 million, a 17.3 percent increase from the previous year.

United Counties Bancorporation is the parent company of United Counties Trust Co. and United Capital Corp. The Bank operates 31 banking offices throughout Union, Monmouth and Somerset counties. The United Capital Corp. subsidiary provides lease

financing, credit life, disability and mortgage life insurance.

New computer center

General Computer Corp. has opened a new computer product center in Union.

The management said, "We offer complete Turn Key business systems featuring IBM compatible business computers and associated software. We also offer free training programs for our customers and their employees."

General Computer's product center is located at 1300 Stuyvesant Ave., Union. Additional information and a free demonstration can be obtained by calling 888-1555.



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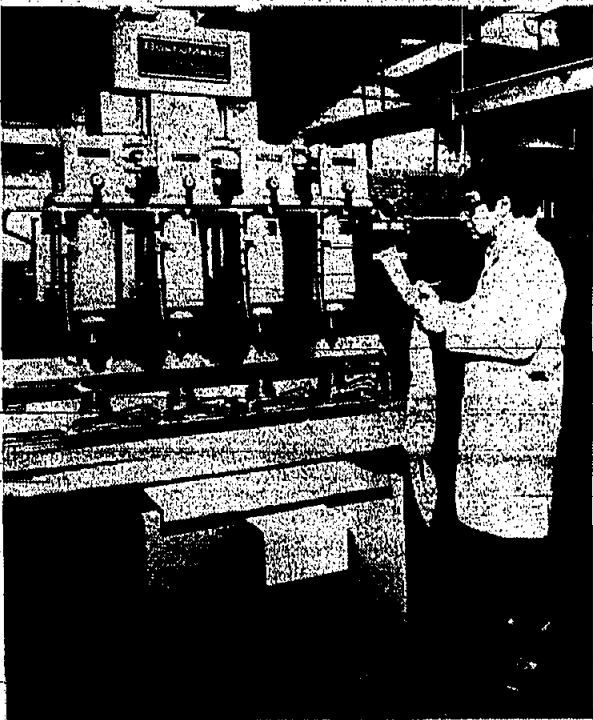
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Hermann Gerhaser, Assistant Vice President reviews the numerically controlled instructions to one of the machines in the department he manages.



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Lead Man Siegfried Erath is checking a set up on a numerically controlled lathe.

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