



HONORED—Leaders of the Visiting Homemakers Service of Central Union County were honored for their efforts with the presentation of a resolution designating National Home Care Week at a recent session of the General Assembly. It was presented by Assembly Speaker Chuck Hardwick, second from right, and Assemblyman Peter Genova of Union, third from left. Receiving the resolution were, from left: Leonard Moody, Betty Brubaker, Forrest Blanding, Muriel Smith and Ruth Pringle.

Malgran's appointment OK'd

By STEVEN LIEBMAN
G. Richard Malgran will remain in the position of general counsel to the Union County Utilities Authority even if a designated signatory of the authority refuses to sign his contract, Jeremiah O'Dwyer, special counsel to the authority, said.
O'Dwyer reaffirmed Malgran's appointment at a special meeting of the authority. He said the general and widely accepted rule is that an appointment to a public office is legally completed when the last act required of the appointing power or authority has been performed and accomplished.
The CUA passed the resolution of the appointment at its Jan. 8 meeting. "Upon the receipt of the opinion of Special Counsel and the filing of the resignation from his freeholder position, Mr. Malgran was entitled to enter upon and perform the duties of his office," O'Dwyer said.
Malgran is also entitled to "earn the prescribed compensation for such performance," O'Dwyer said.
Joseph M. Hartnett, treasurer of the commission, has questioned the ethical side of the appointment and said he will refuse to sign any contract or check to Malgran.
"O'Dwyer is very vague in all his legal opinions. He cannot give an ethical opinion," Hartnett said.
O'Dwyer says his opinion is based on research of relevant statutes and case law. "I do not and cannot express my opinion relative to matters which are within the sole jurisdiction of the Advisory Committee on Professional Ethics," he commented.
The refusal of an officer to "execute a contract" which is ancillary to the appointment will not prevent Malgran from his appointment or "right to earn and receive prescribed compensation," O'Dwyer said.
For a check to clear a bank the signatures of the president of the authority, the treasurer and a bookkeeper are needed.
The present by-laws of the commission do not address the issue of when and for what reasons a signatory on the authority can refuse to sign a check, O'Dwyer said.
Authority President James J. Fulconer appointed Malgran to compose a list to help define what ministerial and discretionary reasons for not signing a check can be used.
Hartnett said he finds it amusing that the man whom the issue of signing checks is about will decide

DR. MARK NITTI • DR. STEVEN RENNERT
486-5030 Independent Doctor of Optometry 486-1051

COMPUTERIZED PERSONAL EYE CARE "SET US APART"
We are a private professional association offering comprehensive quality eye examinations for glasses & contact lenses. We utilize the latest of high tech instrumentation to give you the best in eye care in a relaxed personal atmosphere.
Remember only our look is expensive! Our prices are very affordable!

Come Celebrate Our Grand Opening Specials

Eye examinations (includes: Galucoma, Cataract & Visual Fields Test)	REG. \$35	NEW (with coupon) \$25
B & L Daily Wear Contact Lenses	\$115	\$99
B & L Extended Wear Contact Lenses	\$160	\$99
Change Brown Eyes to Blue with Contact Lenses	\$269	\$199

Lenses for Astigmatism and Gas Permeable Lenses also available. Prices for contact lenses include: Examination, 90 day unlimited follow-up, wear & care instructions & lenses.
Located in Eye Works at St. George Plaza, 1025 W. St. George Ave., Linden not combined w/ other offers
Coupon Exp. 2/12/87

925-7222
925-7227

EYE WORKS

"Eye Wear and Much More!"
Grand Opening... Get into the RIGHT FRAME of mind. Choose from a selection of over 1000 frames from top designers to affordable fashions.
Located at St. George Plaza 1025 W. St. George Ave., Linden
Our regular low price with the purchase of any complete pair of eyeglasses Exp. 2/12/87 With This Ad
Not to be combined with any other offer.

Property heads lauded

Since 1979, the Property Owners Association has had the leadership of four diverse leaders, including an appraiser, a science teacher and professional educator, an electrical engineer and a housewife. Each of these leaders shared a common interest in the Property Owners Association and the field of investment real estate. They are: Ira B. Skolnick, the retiring president, Stanley Daltch, Stanley Staniloff and Joyce North.
In 1979, Joyce North accepted the presidency. Under North's leadership an overall improvement in all programs was undertaken and accomplished. Stan Staniloff took over the office in 1981 and strengthened the organization's ties with the state group. He was able to build on the momentum created during the North years and together with his officers and board fashioned a solid and financially strong organization.
In 1983 the membership called upon a man who had served as president once before, Stan Daltch. The situation called for a strong person and Daltch filled that picture with his experience as a former president and his knowledge gained through many years of community service. In 1985 Daltch turned the office over to Ira Skolnick, a real estate appraiser and consultant.
The Property Owners Association is the largest trade group in the real estate investment industry, with a paid membership well over the 600 mark.
For more information about Property Owners Association contact: 181 Morris Ave., Union, 07083.
DON'T MISS A WEEK OF LOCAL NEWS CALL 686-7700 FOR HOME DELIVERY

Child care course provides 'nanny' career opportunity

Union County College will be offering a child care provider course, The Nanny Program at its Cranford Campus this spring for those who are interested in this career opportunity.
The 10-week, 90-hour course will start Feb. 7 and run each Saturday from 9 a.m. to 4 p.m. through May 23. Created by registered nurses Maureen Hebra and Lorraine Townsend, the course will teach the necessary skills to become a certified child care provider.
The sessions will focus on the basic practical components of the development and care of children; from birth to 10 years with a special emphasis on the young child. Additional focus will include selected aspects of nutrition, play, safety, discipline, emergencies, common childhood illnesses and family dynamics. A hands-on classroom laboratory will provide an opportunity to utilize these skills.
Upon successful completion of the course, the students will be awarded a certificate as a child care provider. This credential is recognized in group day care, family day care, and a variety of in-home settings.
The cost of the 15-session course is \$300.
For information or registration call the college's Division of Continuing Education, 276-7301.

Find out how much your house is worth in today's market. Call us today!
DEGNAN BOYLE
THE SIGN OF EXPERIENCE
UNION/ELIZABETH
540 North Ave.
353-4200

CAMP a NEW concept...
AT NEWARK ACADEMY LIVINGSTON
A totally unique concept! All activities will be electives so each camper will choose higher own activities for every period of the day. Campers decide their own individual schedules! **COMPUTERS:** 30 color-sound computers **SPORTS:** tennis, basketball, soccer, football, softball, cross country/fitness. **ART:** pottery, wheel & kiln, leather craft, cartooning, painting & drawing, candle making. **CLUBS:** rocketry, newspapers, badminton, weight training, chess, cheerleading, academic tutoring. **DRAMA & MUSIC:** shows, chorus, acting, improvisations. **SWIM:** 6 lane heated indoor pool, water sports, diving. **DANCE:** aerobics, break dancing, lap, jazz, disco.
Door-to-Door Van Transportation to Local Programs
Feel free to call 952-7167 for information brochure

don't forget! register for **brook lake day camp** FLORHAM PARK
• Van Transportation • All Sports
• Music • Optional Lunch Program
• Computer Instruction • Dramatics
• Swim (3 pools) • Arts & Crafts • Drama • Clubs
• Tennis • Dance • Racquetball • Aerobics
• Horseback Riding • Professional Shows
• Rainy Day Program • MUCH MORE!
CALL JUDY 333-1600 NEIL ROYSTEIN, CAMP DIRECTOR

SWEATERS

Men's Sweaters
1/2 Off!*
Regularly Priced to \$175.00
*From Our Select Group

John Franks
A TRADITION SINCE 1927
207 East Broad Street, Westfield • 233-1171
Major Credit Cards Accepted

BLAZERS

All Ladies Winter Blazers
75% Off!
Similar savings throughout the Ladies Department

John Franks
A TRADITION SINCE 1927
207 East Broad Street, Westfield • 233-1171
Major Credit Cards Accepted

1-Year parts & 90 days Service & Labor Warranted by ZENITH. Additional 9 months Service & Labor Warranted by POST TV Sales & Service, Inc. Ask us for details.
ZENITH COLOR T.V. 1987 MODEL
NOW ONLY \$499.99
Cable Capabilities • 2 Headsets • 2 Headsets • 2 Headsets • 2 Headsets
Model C1992
ZENITH V.C.R.'s
Our Every Day Low Price
2 Heads \$324.99
VR16-10
4 Heads \$379.99
VR18-20
964-0646

LAST 3 DAYS! **M. ATKIN** "In Irvington Center Since 1931" LAST 3 DAYS!

YOUR VERY LAST CHANCE!

LOST OUR LEASE SALE ENDS SAT. @ 6 P.M.

Now Save An Additional **70%**

AND MORE OFF OUR COMPLETE INVENTORY OF BEDSPREADS, DRAPERIES, CURTAINS, KITCHEN, BED & BATH ACCESSORIES. (and all fixtures)

NO REASONABLE OFFERED REFUSED SHOP NOW BEFORE IT'S TOO LATE!

Hurry in today for the buys of a lifetime to...

M. ATKIN
"In Irvington Center Since 1931"

1016 SPRINGFIELD AVE. IRVINGTON, N.J. OPEN: MON-SAT-9:30 A.M.-11:00 P.M. FRIDAY 11:00 P.M./SALE ENDS SAT. @ 6 P.M.
First Come, First Served • All Sales Final • Cash, Checks, Visa and Mastercard Accepted.

PARK CHIROPRACTIC CENTER HEALTH CERTIFICATE

This certificate entitles the bearer to consultation • spinal examination • report of finding
50% Discount with this certificate
Normal fee \$50.00 with this coupon \$25.00
Does not include x-rays, if necessary

ISN'T IT TIME... TO TAKE RESPONSIBILITY FOR YOUR OWN HEALTH?

Your health is your most precious possession. We often ignore many healthy warning signals that our bodies provide us. These signs and symptoms are often misunderstood. Chiropractors realize that if you are expressing a variety of symptoms it is usually a sign of a central nervous system that is in overload. The chiropractic approach is to locate, analyze & correct areas of spinal nerve pressure. Once this nerve pressure is found, chiropractors release that pressure by using gentle manually adjustive techniques. These adjustments provide the opportunity for the inner non-toxic recuperative power that mother nature has provided each of us to flow uninterrupted through the bodies communication network, the nervous system. Now that the NEW YEAR is here make a resolution to do all those things that allow you to stay as healthy as you were designed to be. Give yourself a chance. Let mother nature do the healing you deserve it. Try chiropractic today!

DR. RICHARD E. GLASS
318 Chestnut St. Roselle Park 245-8844
Hours: Mon, Wed & Fri-10-1, 3-7 Tues-3-7 Sat-9-12
Most Insurances Accepted

EARN 6.50%

EFFECTIVE ANNUAL YIELD
6.35% ANNUAL INTEREST RATE

on your variable rate IRA deposits from January 1 to March 31, 1987

We offer:
■ FDIC insurance up to \$100,000
■ Professional management of your IRA with NO service or transaction fees
■ Interest compounded and credited quarterly

Contributions for the 1986 tax year are fully deductible. Contributions for the 1987 tax year may be tax deductible and will accumulate tax deferred interest.
Substantial interest penalty is required for early withdrawal.
*Consult your tax advisor for details.

For additional information, visit one of our branch offices or call one of our Retirement Account Specialists at 931-6935.

UNITED COUNTIES TRUST COMPANY

MEMBER, UNITED COUNTIES BANCORPORATION

Belford • Berkeley Heights • Clark • Cranford • Elizabeth • Hillside • Kenilworth • Kenilworth • Lincoln • Linden • Madison • Middletown • North Plainfield • Oakhurst • Port Monmouth • Shrewsbury • Springfield • Summit

come see where a woman's future begins at our **Open House** Sunday February 1, 1-3 p.m. (Snow date Sunday February 8)

kent place school
42 Norwood Avenue
Summit, New Jersey 07901
201-273-0900

OPEN THURS. NIGHTS TIL 8 PM
THE **MATTRESS FACTORY** Open to the public!

OFFERING **25-55% OFF**

SEALY • SERTA Also on Display

• Mattresses
• Box Springs
• Brass Beds
• Hi-Risers
• Custom Sizes
• No Phone Orders

• Mattress and Box Springs Made on the Premises
• Two-hour Free Delivery* on all stock items including The Jersey Shore & Long Island • or premium bedding

Garwood 500 North Avenue Factory Showroom
Parsippany 250 Route 156 Warehouse Showroom
Haverhill 25 Haverhill Way Warehouse Showroom

Mon-Fri., 10 AM-4 PM THURS. 10 AM-6 PM SAT. 10 AM-4 PM

For people who like to smoke...



BENSON & HEDGES because quality matters.



SURGEON GENERAL'S WARNING: Smoking By Pregnant Women May Result in Fetal Injury, Premature Birth, And Low Birth Weight.

FOCUS

on
Union
County

Section Two of the Union Leader, Springfield Leader, Mountside Echo, Linden Leader, The Spectator, Kenilworth Leader

January 29, 1987
Over 70,000 Readers

Changes in the American work ethic

"Work, work, work," said American naturalist and writer Henry David Thoreau, addressing an audience in New Bedford, Mass., a booming factory town in 1854. "It would be glorious to see mankind at leisure once."

Thoreau knew his topic firsthand, for he spoke during the great roar of the nation's Industrial Revolution — the span of decades between 1790 and 1860 that forever changed the world. Coming fast after the War of Independence, this second revolution, its historians declare, was the most important change separating our complex world from the technologically, far, far simpler life to Colonial America.

New factories cut into the tranquil landscape. Textile companies, machine shops and ironworks came first, though the speed at which new plants opened varied from industry to industry and place to place. Scores of

amazing new inventions, many familiar household names today, altered daily life: Bigelow's carpet loom, Howe's sewing machine, Goodyear's rubber overshoes, Colt's revolver.

The ways Americans labored rapidly changed too. "The Industrial Revolution is about more than machines," says Steven Lubar, organizer of a new permanent exhibition, "Engines of Change," at the Smithsonian's National Museum of American History in Washington, D.C. "New management practices were just as important as technology."

The casual, camaraderie of the Colonial workshop, where a day of labor might be followed by a day hunting or fishing, was vanishing as fast as the nation's wild game. In 1813, the superintendent at the Springfield (Mass.) Armory put forth a representative set of rules that controlled not only the way work was done there but also the behavior of

the employees and their families. Declared one regulation: "Due attention is to be paid to the Sabbath and no labor, no business, amusement, play, recreation and...proceeding incompatible with the Sacred Duties will be allowed."

The factories, the machines, the management systems meant not only an enormous increase in production but also a boom in consumption. While Americans became accustomed to a vast marketplace of new goods, Lubar and others have found that there was a substantial price to pay for these products.

"It now appears that Americans of the early 19th century were making a difficult transition from the world of household production and the artisan's shop to the world of commercial farming and the wage system," historian Harry L. Watson recently suggested in the journal of the National Endowment for

the Humanities. "What the victims of this process resented most was the loss of autonomy it entailed. In other words, they believed their liberty was in danger."

American workers today appear to be in the midst of eerily similar challenges of their own, with technology changing once again and foreign competitors forging inroads in traditionally American enterprises. For management, workers and American society as a whole, "work has become a problem," according to psychologist Michael Maccoby, a participant in a 1984 Library of Congress "Symposium on Work."

For many, the problem is as basic as employment, lost as technical advances "wiped out traditional jobs," Maccoby said. For the well-educated, work "is a problem because (often) it does not sufficiently engage skills or meet aspirations." And for private-sector management, the task is "to gain higher levels of

motivation and efficiency" to remain competitive in sales markets.

Americans have not always taken their bread-winning this seriously. As Thoreau's New Bedford speech implied, the first American dream was not so much of work-but-of-leisure. It was Thoreau, after all, who described his own occupation as "inspector of snowstorms and anticipator of sunrises." Yet for most 19th-century Americans, University of Wisconsin historian Daniel Rodgers noted in a 1978 study of the work ethic, "to doubt the moral pre-eminence of work was the act of a conscious heretic."

The reasons Americans give for going to work have changed every so often, however. The Puritan work ethic motivated many early Americans. They found it morally necessary to have a "calling — to labor for the glory of God. By the time of factory-building, interest in work had turned fiercely practical. In a world of pressing material demands, the laboring class was reminded over and over that a slackening of pace would send the nation — and them — into the abyss of poverty.

Americans apparently like to think more positively, for it was not long before the reason to work had a new lure. To gain a sense of dignity and mastery on the job was no longer entirely satisfying. Now, like the heroes of Horatio Alger, workers wanted to get rich, perhaps even as rich as the Rockefellers and Vanderbilts. The industries left behind by the capitalists set the stage for today's job holder.

As the Museum of American History exhibition "Engines of Change" reveals, by and large the republic's first citizens, most of them farmers, found "it easy to accept!" not only new ideas about work but also innovative machinery that powered the industrial age.

(Continued on page 2)



MEN OF PROGRESS—This intriguing 1863 portrait by Christian Schusele, influenced many 19th-century Americans, who began to view the nation's inventors as heroes. From left the inventors are: Dr. William Morton, discoverer of the use of ether in surgery; James Bogardus, cast iron architecture; Samuel Colt, revolvers; Cyrus McCormick, reapers; Joseph Saxton, survey instruments; Peter Cooper, locomotives and steel; Charles Goodyear, rubber; James Mott, iron; Joseph Henry, science of elec-

tricity; Eliphalet Nott, anthracite coal stove; John Ericsson, screw propellers; Frederick Sickels, steam engine improvements; Samuel F. B. Morse, telegraph; Henry Burden, horse shoe machinery; Robert Hoe, rotary printing press; Erastus Bigelow, carpet loom; Isaiah Jennings, friction matches; Thomas Blanchard, copying lathe; and Elias Howe, sewing machine. Benjamin Franklin, the inventor, watches over the group.

APARTMENTS WANTED

QUIET Non smoking business man desires efficiency apartment or a room. Excellent references. Call 245-4208.

CONDOS

UNION Two bedroom, two full baths, living room, dining room, kitchen, dishwasher, central air, fireplace, washer, dryer, carpeting. Very well landscaped grounds, clubhouse with swimming pool. Less than one year old. \$143,900. 467-0525 or 687-1376.

FURNISHED ROOMS

UNION Furnished sleeping room for non-smoking female. Private entrance and bath. \$65.00 weekly. References. Call evenings and weekends, 686-3067.

HOUSES TO SHARE

MAPLEWOOD Luxury, 3 bedroom Condo to share. Master bedroom with bath. \$500 month includes heat/hot water/gas, 1 month security, laundryroom, garbage disposal each floor. Tremendous closet space. Close to supermarket, train. Call 740-1572.

OFFICE SPACE

UNION For rent 3000 square feet in modern office building with or without furnishings. Will divide, medical oriented. Call 687-7770.

OFFICE TO LET

CRANFORD UNIQUE Close to parkway, railroad, and bus. 1,000-2,000 square feet of beautifully renovated office space located in a 250 year old mill. Situated on a lovely river with waterfall surrounded by magnificent old trees and charming landscaping perfect for the discriminating tenant who wants more than just an office. Call 276-4500 and ask for Mrs. Hudak between 8:00-4:00.

VACATION RENTALS

WANTED People to share summer rental in Belmar. House of 15 people ages 21-30. \$900 per person for entire summer. Call Joe Fazzino, days at 686-7700. Evenings call 686-3036 (Randy) or 549-5379 (Joe).

10-BUSINESS OPPORTUNITY

OWN YOUR OWN Jean-Sportswear Ladies apparel, children's, maternity, large sizes, petite, dancewear/aerobic or accessories store. Jordache, Chic, Lee, Levi, Izod, Giltano, Guess, Calvin Klein, Sergio Valente, Evan Picone, Liz Claiborne, Members Only, Gasoline, Healthtex. Over 1000 others, \$14,800 to \$26,900. Inventory, training, fixtures, grand opening etc. Can open in 15 days. MR. MCCOMB (404) 924-4583.

Your Message Gets Across Better IN WANT ADS

for your **HEART'S DESIRE**


This Year Send A
LOVING VALENTINE MESSAGE
To That Special Person To Appear In The
FEBRUARY 12th ISSUE

ONLY \$5.00
(Pre-Paid)
Deadline, Monday Feb. 9th, 4 PM
For A 20 Word Message in the

or send to
County Leader Newspapers
P.O. BOX 3109
Union, N.J. 07083

Print Message in
Boxes Below


1.	2.	3.	4.
5.	6.	7.	8.
9.	10.	11.	12.
13.	14.	15.	16.
17.	18.	19.	20.



your advertising dollars do better in
the classifieds

SCHLOTT

REALTORS




COLONIA
MINT CONDITION

In a quiet neighborhood on a large corner lot, this aluminum-sided home is in mint condition. A 3-bedroom Ranch, it affords comfort and privacy without sacrificing convenience. Features include natural hardwood floors, a country kitchen, dining area, 2 full baths, and a finished basement. \$167,500 Call 687-5050 (UN1151)




ROSELLE
BRICK RANCH

A spacious living room, a formal dining room and a modern kitchen. These are just some of the great features that this beautiful brick Ranch Cape has. There is a total of 4 bedrooms, 2 upstairs and 2 down, and there is a finished basement with bathroom. A great deal. \$129,900 Call 687-5050 (UN1153)



UNION
TODAY'S HOME


Located in the lovely Connecticut Farms School area of Union, this 3-bedroom Multi-level home is a tremendous buy. There is a beautiful large fenced-in yard for the kids to play in, so you can keep a watchful eye. Convenient to schools and shopping, this home has everything to offer. \$189,900 Call 687-5050 (UN1164)




UNION
MINT CONDITION

This owner occupied 12-room, 2-family home is in mint condition, and is a perfect opportunity for the right owner. Interior boasts a 3-bedroom and a 2-bedroom apartment. There is a large family room in the owner apartment. Home also boasts a nice yard, modern kitchens and baths, and all separate utilities. \$239,900 Call 687-5050 (UN1123)


MILLION DOLLAR PRODUCERS




Bill Decker



Sue Gold



Joan Casserly



Joy Kaplan

Call Our Extra-Effort People at the Office Listed Below:

UNION
530 Chestnut St.
687-5050

Offices in
New Jersey, New York,
Connecticut, Pennsylvania
and Florida.

SCHLOTT

REALTORS

The Extra-Effort People

THE HOW of saving on your 1986 taxes AND WHY

you should get
a Howard Powered IRA today.



HOW can you save on your 1986 taxes?

For many people, this is the last year that an Individual Retirement Account contribution will be fully tax deductible. So, tax experts across America recommend opening an IRA for the immediate tax benefits as well as the retirement income it will provide for you.

WHY is a Howard Powered IRA your best choice?

Because we give you the best choice of IRA investments, and we make it easier for you to start your account.

All it takes is a toll-free call to 1-800-4-HOWARD.

If you visit your local Howard office, we'll even charge your MasterCard or Visa account for your IRA deposit, or loan you money at a preferred IRA rate to open the account.

The Howard Powered IRA is the smart IRA.

The key to success with self-directed IRA's is to select the investment opportunity that best matches your needs. The Howard lets you take control over your IRA, with a wide selection of high-interest investment programs:

FDIC insured savings plans that let you select any length of maturity up to 10 years.

Mutual funds, stocks, bonds and other investments through the John Howard Discount Brokerage, a wholly-owned subsidiary of the Howard and a fully-registered broker/dealer; member SIPC and NASD.

Annuities offering flexible investment terms available through the Howard Insurance Group, another wholly owned subsidiary.

Choose the investment di-

rection you feel comfortable with, and open your Howard Powered IRA today.

It's easy. Call 1-800-4-HOWARD.

Our customer service center will tell you our current IRA savings rates, answer your questions and promptly send you an application for the Howard Powered IRA savings plan of your choice.

Call toll-free Monday-Friday 8 a.m. to 6 p.m.; or Saturday 9 a.m. to 1 p.m. Don't let Uncle Sam bite off more of your hard-earned money. Call today.

the Howard
Your bank for life

Member FDIC

Serving you locally at 2784 Morris Avenue, Union.

On all Howard time deposit accounts, any withdrawal of principal prior to maturity is subject to a substantial penalty. In addition, any amount withdrawn from a retirement account before age 59½ is considered taxable income for that year and is also subject to an IRS penalty tax of 10%.

Meets all insurance needs

Located off the Boulevard on South 21st Street on the Kenilworth/Cranford border, American Insurance Services is a multi-service insurance agency. A privately owned, independent insurance firm, American Insurance Services is capable of handling all insurance needs by shopping the insurance market to get their customers the best possible coverage and premium for their dollar.

Since they are independently owned, they bring a high level of personal interest to serving their customers by working with them.

Some of the services they provide are claims payment authority with major insurance carriers, binding facilities in principal markets, an in-house computerized Wang/Redshaw comprehensive insurance

system, and premium financing facilities. Their personal sales department is equipped with a computerized rating system to afford on-the-spot quotes for comparisons from one insurance company to another. In an effort to better service their customers who are closing on a house, they have the authorization to issue policies in their own office.

Their commercial sales department represents some of the major insurance carriers in the nation, including access to numerous surplus markets to place the hard-to-place risk. An area they market for is the difficult restaurant/liquor market, including liquor-law legal liability. Their staff can be reached weekdays from 9-12 and 1-4:30 at 709-0200.

Now's the time to get in shape

"Feeling down, sluggish and blue? Have you been reprimanding yourself for the candy canes, fruitcake, egg nog and turkey with all the trimmings? If so, you're not alone. Post-holiday depression is a common ailment among individuals who have over-indulged during the holiday season," says Dr. Arnold A. Lazarus, professor of psychology, Rutgers University.

"This group is generally made up of 35 to 65-year-old women who spend a considerable amount of time between Thanksgiving and New Year's involved in planning parties, attending parties, throwing parties and enjoying the social 'grazing' at parties.

"The loneliness and depression which sets in after all the festivities can be crushing," adds Lazarus. "The loneliness results from the children, relatives and friends returning to their normal routines. The depression is often due to self-inflicted guilt that comes with over-eating and drinking and from

gaining extra, unwanted pounds." To rise above this sense of "gloom and doom," Lazarus recommends "doing something positive and constructive for yourself. January is an excellent time to set goals and embark on a self-improvement campaign. People see the new year as a clean slate; a point in time that holds hope and promise to accomplish what seemed impossible in December."

Lazarus also urges those wishing to lose weight to join an organization that specializes in not only helping them shed pounds, but one that will help them to maintain that loss.





wan EXECUTIVE VILLAGE


"Check in for comfort."

- Direct Dial Phones
- 170 Rooms
- Meeting Room
- 66 Suites
- Cocktail Lounge
- Full Kitchens
- Major Credit Cards
- Color TV

- Newark Airport Courtesy Car
- Free in Room Movies
- Thermasol in Room Steam & Whirlpool
- Open 24 Hours
- 14 Miles from New York City
- Major Credit Cards Accepted



EXECUTIVE VILLAGE
On Highway U.S. 1, Linden
862-4500



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 that is the best among New Jersey chartered savings banks. Our officers, managers and staff are proud of our 103 year heritage of serving the community with banking totally tailored to each individual's needs. Our four convenient offices offer Carefree Checking and Highest Interest Savings - all with an emphasis on strong personal customer relationships.

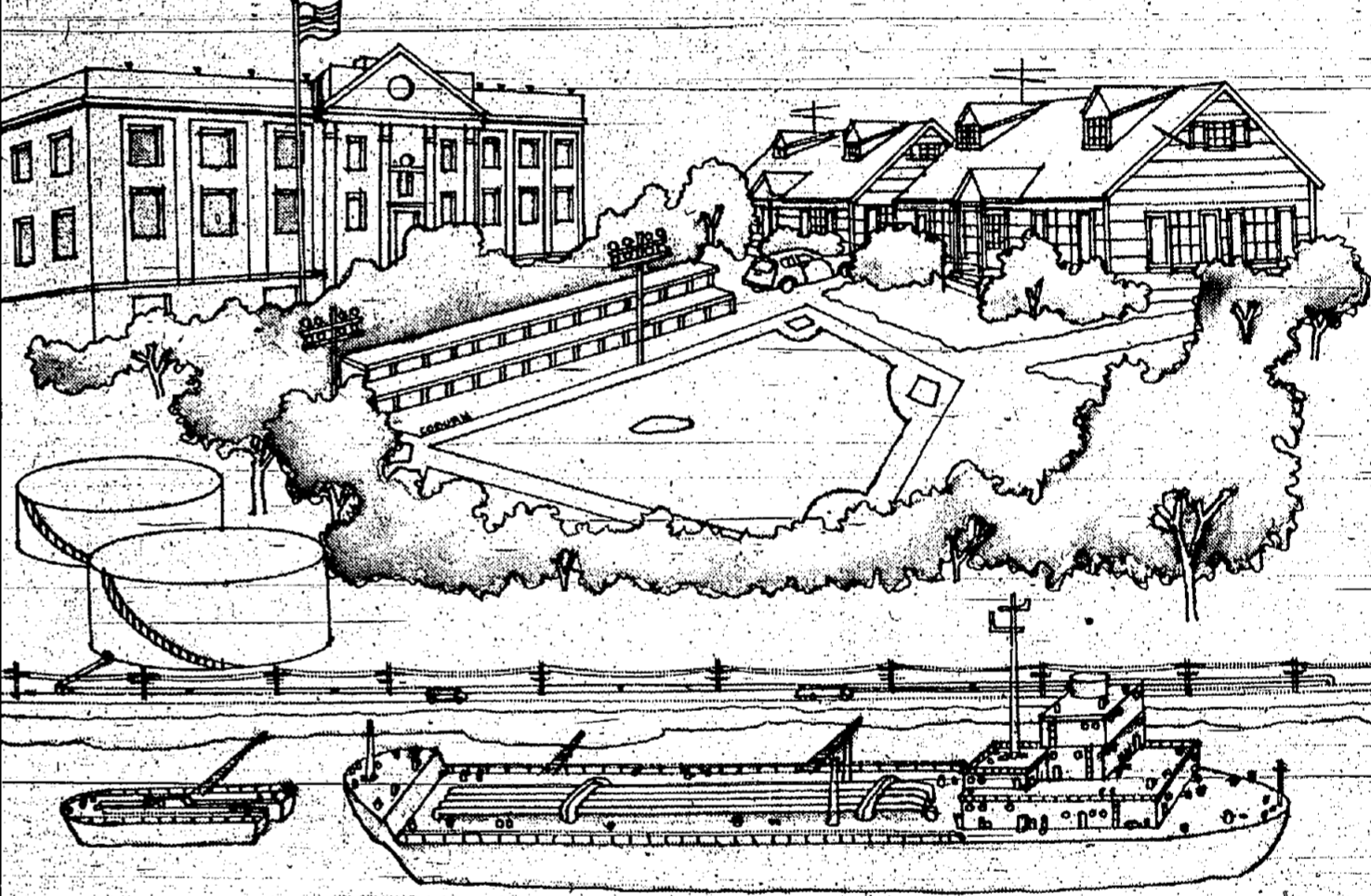
We wish to thank our many loyal friends and neighbors for their valued support and confidence and for being members of our proud family and helping us to grow.


<p>Statement of Condition December 31, 1986</p> <p style="text-align: center;">ASSETS</p> <p>Cash on Hand and in Banks \$3,334,286.20 U.S. Government Securities 25,620,321.54 Other Bonds 121,289,841.54 Preferred Stock 8,172,344.54 Real Estate Mortgage Loans 74,619,633.83 Collateral Loans 1,884,265.33 Other Loans 14,800,000.00 FORECLOSURE AND RECEIVABLES 18,292,148. Banking Premises 2,000,508.42 Interest Accrued on Investments 4,589,162.11 Other Assets 98,872.96 Total Assets \$234,995,099.93</p> <p style="text-align: center;">LIABILITIES</p> <p>Due Depositors \$222,898,598.40 Official Checks Outstanding 2,142,129.76 Mortgage Escrow Account 622,265.50 Other Liabilities 2,801,298.76 Surplus and Reserves 26,503,849.71 Total Liabilities \$224,266,099.93</p>	<p style="text-align: center;">OFFICERS</p> <p>Donald C. Gline President-Treasurer Robert Biewirth Vice-President Gloria A. Kaczmarek Secretary Richard Jarvis Asst. Vice-President Robert T. Cruise Asst. Vice-President Kathleen H. Doyle Asst. Vice-President Richard Shelton Assistant Treasurer Jonathan L. Schneider Assistant Treasurer Amy T. Donagan Assistant Secretary Beverly Gronowetski Assistant Secretary Counsel: Carl R. Fenslemaster</p> <p style="text-align: center;">MANAGERS</p> <p>Edward K. Cumming, Jr. Platted Edward K. Cumming & Co., Inc. Carl R. Fenslemaster Attorney Ralph Orscollo, M.D. Physician Roger Pawson Vice-President and Secretary Hyde & Watson Foundation Donald C. Sims President Franklin E. Steinhilber, D.D.S. Dentist Charles S. Tracy Retired, Exxon Corp. George Wilhelm, Jr. Vice-President Whelan Construction Co.</p>
---	---

UNION COUNTY SAVINGS BANK
 Four Offices to Serve You
 320 North Broad Street, Elizabeth, N.J. 354-4600
 87 Broad Street, Elizabeth, N.J. 354-4600
 642 Chestnut Street, Union, N.J. 964-6060
 201 North Avenue West, Cranford, N.J. 272-1880
Member Federal Deposit Insurance Corporation

THANK YOU LINDEN...

We're glad to be an active part of the community.





LINDEN TERMINAL CORP.
We care about our environment.

Lasers are used for treatment of glaucoma

Lasers are light amplification by the stimulated emission of radiation. The laser theory, first proposed by Albert Einstein, has long been a part of our favorite science fiction movies. But in reality, laser technology is greatly aiding mankind in science, industry and even health care. Right now, lasers are saving eyes and saving lives at Elizabeth General Medical Center, Elizabeth.

The latest addition to Elizabeth General's operating room is a CO₂ surgical laser which can be used by the surgeon to make an incision less than 1/25,000th of an inch deep. This allows doctors at Elizabeth General to spare more healthy tissue next to

the diseased site than occurs with conventional surgery. There is less bleeding during surgery, less swelling and less discomfort to patients who undergo laser surgery. Two new lasers were added recently to Elizabeth General's division of ophthalmology. The first, an Argon laser, is used primarily to treat glaucoma—a dangerous build-up of pressure within the eye. In addition, the laser can be used to stop bleeding and repair damage to the eye without surgery. Sight can also be saved with the YAG laser, which is used to treat secondary cataracts. More information can be obtained by calling the Medical Center at 558-8167.



LASER BEAM PROCEDURE—Dr. Laurence Grissmer of Roselli aims laser beam at eye of patient during glaucoma treatment at Elizabeth General Medical Center. The simple procedure is performed on an outpatient basis.

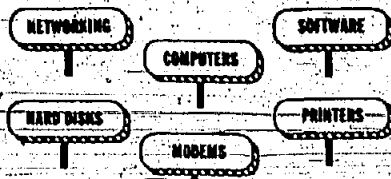


Tips are taxable and must be reported. For more information ask the IRS for free Publication 531, "Reporting Income from Tips."

A PUBLIC SERVICE MESSAGE FROM THE INTERNAL REVENUE SERVICE

TALK TO US IT'S FREE!

OUR PRICES ARE COMPETITIVE
OUR SERVICE IS EXCELLENT
And We Sell Brand Names For Less.



YOU WILL PROFIT FROM OUR SERVICE

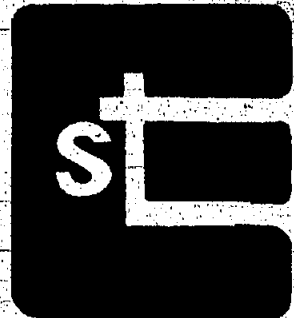
COMPUTERS
&
SOFTWARE

Call Us Now
201-851-0880
2031 Morris Ave.
Union, N.J. 07083

EASTERN UNION COUNTY'S TEACHING HOSPITAL PROUDLY ANNOUNCES THE OPENING OF

ST. ELIZABETH HOSPITAL'S HEART CENTER

Putting years of experience as a regional cardiovascular diagnostic center to work in this expanded program, St. Elizabeth Hospital's Heart Center offers the latest in state-of-the-art technology to assist its team of highly dedicated, Board Certified cardiologists in the prevention and treatment of heart problems—both before and after a cardiac incident.



Heart disease is the nation's number one killer. Over a million and a half people have heart attacks each year; thirty percent die.

DON'T BE A STATISTIC
call (201) 527-5200 for more information.

St. Elizabeth Hospital
Combining medical technology with human compassion.

St. Elizabeth Hospital
225 Williamson Street
Elizabeth, NJ 07207

Linden's mayor sets strong leadership aims

By Paul Werkmeister
It is a great honor and privilege for me to have been elected mayor of Linden. I accept this enormous responsibility with conviction and determination.

It is my intention to provide Linden with strong leadership that will inspire a new pride and confidence in our city.

I pledge that this administration will be bold and imaginative, but at all times, sensitive and responsive to the voice of all the people and the needs of the community.

There is a great deal of work to be done in 1987. First and foremost we must control city spending and stabilize the tax rate. Having observed and participated in the preparation of the preliminary 1987 city budget, I can assure you that council's finance committee has and will continue to reduce spending and effect economies without affecting the many public services we now enjoy.

Early in 1987, I will complete and recommend to city council a table of organization for each department in the city. This is intended to streamline operations and to update and assign proper job titles to all employees.

The need for the often discussed new tax abatements will be given a big assist by a maturing Linden Economic Development Corporation and my planned revival of the Mayor/Council Industrial Development Committee.

To ensure the economic future of Linden we will diligently pursue the development of the former Exxon property and Linden Airport. At the airport I envision a major hotel, office buildings and high tech industry. We will not under any circumstances entertain heavy-pollution prone industry or commercial warehousing at either property.

The quality of life in Linden will be a chief concern of this administration.

The federally-funded redevelopment of the business areas of East St. George and Chandler avenues is a special priority that will transform a long neglected section of town into an entirely new business and residential community.

I shall propose changes to our zoning and building ordinances that will require improved buffering, landscaping and fencing, a reduction in the size and number of signs and the compatibility of architecture of new residential housing to surrounding neighborhoods.

The creation of an office of senior citizen affairs by city council, and the appointment of a recreation advisory committee have my full support.

I will make every attempt to organize a Union County League of Municipalities for the purpose of resolving common problems and monitoring county freholder meetings, county budgets, and state legislation that directly affects our community.

Most of all, I promise to be a mayor for all the people, regardless of color, creed, nationality or political affiliation, and pledge to provide fair and honest government to our citizenry.

I will depend upon the cooperation and support of our city department heads and employees to implement the projects and programs I have outlined and to treat the general public with courtesy and understanding at all times. To meet and work with these very important people who keep the city operating on a day-to-day basis is very high on my new agenda.

I eagerly look forward to working closely with all members of city council, who have demonstrated an uncommon dedication to the electorate.

(Continued on page 18)

SIGN OF THE TIMES FOR INDUSTRIAL REAL ESTATE AND CORPORATE OFFICE SPACE IN NEW JERSEY



1986
• 1,000 Completions • 20,000,000 Square Feet
• 500,000,000 Volume

ARCHIE SCHWARTZ COMPANY, REALTORS
1 Commercial Avenue, East Orange, New Jersey 07017
201-672-5500

Licensed Sales People Who Would Like To Inquire, Please Call:
MAUREEN MARONE V.P.

Now
one hotel towers
above the competition.



The new Tara Hotel in Parsippany, NJ.

The new Tara Hotel is a legend in the making. An elegant castle set at the edge of the woods near a tranquil lake.

Inside, you'll enjoy the warm, personal service and attention to details that have vanished from most hotels. The same special service we've made famous at all eleven Tara Hotels.

Among our many amenities are 400 spacious and tastefully appointed rooms. Elegant gourmet dining at The Upper Crust restaurant overlooking our lake and formal gardens. Unhurried evenings at The Laurels dancing to relaxing live entertainment. Brisk workouts at The Tara Club, the area's most fully-equipped health and fitness center. And state-of-the-art meeting and banquet facilities adjacent to our rose garden for those special occasions for 20 to 2000 persons.

Plan to visit the new Tara Hotel soon. And see how legends are made.



For reservations or information,
call 201-515-2000.
1-287 & 1-80 on Smith Road, Parsippany, NJ

THE PICTURE LOOKS BRIGHT...

...and your local governing body plans to keep it that way!

UNION TOWNSHIP COMMITTEE MEMBERS

Diane Heelan • Mark Bellotti • Greg Muller • James Roberts • Anthony Russo

MAYOR'S MESSAGE

We are a community of over 50,000 residents, made up of diversified ages and nationalities with an excellent mixture of residential and commercial properties. With all of this going for us I'm sure the picture will stay bright in Union.

I have taken my first step in improving communications in our township by establishing a **MAYOR'S HOT LINE**. If you have a request for service, or a question on a township problem you can now call **688-9124**.

A vigorous effort will be made to increase programs for recreation and senior citizens in our community.

Our residents have a right to expect services in a reasonable time frame. I assure you that the shade tree problems will be a top priority in this administration.

Unity in Union: . . . working together as one, the governing body, municipal employees and most all - with the help of the residents — we'll keep Union's picture bright.

Diane Heelan, Union Township Mayor

