

Springfield Leader

County Leader Newspapers

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Two sections

35 CENTS

Merchants discuss revitalization of town center

By DOMINICK CRINCOLI JR.

Last Wednesday night's forum between two members of the Township Committee and 12 town center businessmen indicated that the Springfield merchants association may once again blossom after being defunct for 20 years.

Mayor Jeffrey Katz and Township Committeeman Marc Marshall, chairman of the industrial commercial relations committee, said they would agree to act as a "sounding board" for the group.

"The best thing about tonight is that it is an opportunity for merchants to become an organized body," Marshall announced.

Katz said that local government should not have much involvement in the merchants' efforts to revitalize the town center. The business owners should take charge, he said.

"But we will speed the zoning approvals, arrange for financing from various sources — including federal, state and private and, if need be, step up enforcement on landlords who will not maintain their property according to acceptable standards," Katz said.

Various topics were discussed, but dialogue reached a crescendo when talk veered to the administration's proposal to redouble the town center into a shopping mall arrangement with "visible parking, wider sidewalks and a six-story senior citizens housing complex."

"Rents would be sky high for a mall-type situation. The merchants would not be able to afford it," said Dennis Picullo, the owner of The Lighting Den and Clinton Paint Supply.

The merchants were visibly upset over the prospect of mall shopping in Springfield center and the concurrent rent hike it would bring.

A developer probably would come in, Katz said, and offer the storeowner a fair market value for his building.

"And what if I do not like the offer?" asked Bob Bruce, a 25-year town center resident and storeowner. "Will you then kick me out?"

"You can turn down the offer or you may have to sell out," was Marshall's response.

"I do not know where you think you're going with this idea — you can't make a silk purse out of a sow's ear," rebutted Bruce in reference to the center's degenerate condition.

"You can drive through town center doing 100 miles an hour all day — you can murder someone — and the police won't bother you, but park your car on the street after 4:30 p.m. and you'll get a \$20 ticket slapped on the windshield."

Bob Bruce

"Am I going to be kicked out, or what — that's all I want to know. I spent so much money on my business!"

"Our plans for the town center are in the conceptual stage," Katz replied. "You haven't even seen a published plan yet."

Both parties agreed that the town center has become a thorn in the side of Springfield. And though both sides have a stake in any proposed rede-

velopment plan concerning the Springfield town center, the issue seemed to hit the merchants closer to home.

"I think you're wrong when you said the merchants must pull themselves up by their bootstraps," said Picullo in reference to a comment made by Marshall in this newspaper a week ago.

Picullo explained that any effort by the merchants to help themselves would be thwarted by the town's lax law enforcement in the town center. Willie Perrelli's Chevron was cited as an example.

Many cars, including a good many junks are crammed into the front of Perrelli's store like sardines, and it's this type of neglect that destroys any hope for the town center becoming a viable commercial district, Picullo explained.

"And I know the police and firemen work on their cars there, that's why they don't crack down on enforcement," Picullo said.

The two committeemen were questioned about the absence of Christmas decorations in the town center during the past holiday season and the mayor was ready with an answer.

"In past years electricity run from the stores to the lighting fixtures on the street, but the National Electrical Code now dictates that the wiring must be available on the telephone poles. The town does not own the poles, and it would cost \$1,200 per pole for wiring," the mayor said.

The mayor's comments were disputed, however, by Jersey Central Power and Light.

"Electrical outlet attachments mounted on the poles for Christmas street lighting are a recommendation, but it is not a requirement — they still can be wired from the storefront," said JCP&L spokesperson Eunice Mackey.

The price for the pole hookups also varied from the mayor's estimate.

"Our charge for connecting the electrical wiring is approximately \$100 per pole at a location," Mackey said.

Mayor Katz offered use of the Sarah Bailey Civic Center for future merchants' meetings.

League takes swing at officials

By DOMINICK CRINCOLI JR.

Representatives of the Springfield Junior Baseball League came to the plate Tuesday night, seeking the help of the Township Committee in obtaining and repairing playing fields for the 1989 season.

The "record 425" youngsters have registered to play ball this spring, according to league officials.

Eleven representatives of the local league attended the session with a laundry list of requests, including 270 running feet of fences, seven player benches 10 feet in length, two blowers, a truckload of clay at each field and use of the Board of Education-owned Gaudineer Middle School for league games this spring.

The Junior Baseball League has 38 teams and garners more participation than any other activity in town with 350 boys taking part in the K-8 leagues and 125 girls participating in the girls' softball league, said league Treasurer Marty Mand.

"We are 11 members representing some 800 parents," said Junior Baseball League President Lucille Perez, before presenting the field priority list to the committee.

Specifically, Perez proposed use of Recreation Department funds for the field improvements.

Committeeman Sy Mullman, who served as liaison to the recreation committee during 1987, stated that 1987 recreation budget expenditures left approximately \$750 in the balance. In 1988, he said, approximately \$8,000 of the recreation budget was not used.

Mayor Jeffrey Katz explained that the 1988 leftover was placed in a general fund and used to pay for the costs incurred from one of last fall's particularly destructive storms, and to compensate for shortfalls in other budgets.

Katz said he would have to review the plans for use of Gaudineer Middle School before approaching the Board of Education with any proposal regarding physical improvement of the playing field there.

"They're passing the buck," commented league administrator Sidney Glycer.

The request again in the wake of a recent decision by the committee to appropriate funds for physical improvements made at Ruby Field recreational facility.

In other business Tuesday night:

- John P. Cook was appointed to the Springfield Police Department as a probationary officer.
- Second Class Patrolman Mitchell Eenton was promoted to first class patrolman.
- Patrolman Chris LaFragola was commended for his recent life-saving CPR administration to a woman reportedly suffering from a heart attack.
- Albert Baragona, the new township sanitarian, replacing Peter Hylkema, was appointed to the Emergency Management Council.
- The week of Jan. 29 was designated Catholic Schools Week.

Members of the Marshall family of Springfield are winners again. Zachary Alexander Marshall was born Jan. 5, making him Springfield's first baby of the year and the winner of the annual Diaper Derby sponsored by the Springfield Leader and area merchants. With the infant are his parents, Elaine and Marc, a member of the Springfield Township Committee, who won the local election last fall and took office only a few days before his son's birth.



Photo by Earl Moore

WINNERS... AGAIN — Members of the Marshall family of Springfield are winners again. Zachary Alexander Marshall was born Jan. 5, making him Springfield's first baby of the year and the winner of the annual Diaper Derby sponsored by the Springfield Leader and area merchants. With the infant are his parents, Elaine and Marc, a member of the Springfield Township Committee, who won the local election last fall and took office only a few days before his son's birth.

Marshall baby is '89's first

By EARL MOORE

The winner of the Springfield Leader's 1989 Diaper Derby and the township's first arrival of the year is Zachary Alexander Marshall, son of Marc and Elaine Marshall of Tree Top Drive.

Zachary, who was adopted by the Marshalls, was born at 7:59 a.m., Jan. 5, and weighed in at 5 pounds, 13 ounces, and measured 19 inches.

The infant arrived three weeks early, so the couple was quite surprised when they were notified of his arrival. When they flew out to the hospital to see their new son, the Marshalls said they felt a "combination" of emotions.

"We were so happy and excited," said the new mother, "but at the same time we were so nervous. The nurses at the hospital were trying to prepare us before they showed us the baby. When they finally held him up, all we could do was stare and smile."

"The whole thing was an amazing and exciting experience," said Marshall, a Springfield Township Committeeman who took office Jan. 1. He is also a longtime member of the First Aid Squad.

"Having grown up in Springfield, the town means a lot to me and I have a strong commitment to it. Now I have the chance to pass that torch on to Zachary."

Upon bringing their son into his new home for the first time, the Marshalls were surprised by about 25 of their friends, family and neighbors who were excited to see the new addition to the household.

"The couple said they received hundreds of congratulations the morning after their return.

"This has really been a great year so far," said Marshall with a contented smile. "With the elections, and now the adoption, it's really been a lot of fun '89 is the year for us."

According to the new parents, Zachary will learn about his adoption as soon as possible. The Marshalls believe that the days when parents tried to hide the facts from their adopted children are gone forever. They believe it is important for adopted children to know they are adopted for a variety of reasons.

"We've learned through the process of adopting, that a tremendous number of people are adopting and being adopted, not only in this area but everywhere," Marshall said. "It's an open, loving act that makes Zachary special to us, but not any different from many other children in the area."

One of the facts Zachary will learn is that his adoption was an open adoption. The Marshalls chose not to use an adoption agency, but rather to allow the matter to be handled by attorneys. Open adoptions, they've learned, allow the adopting parents to know everything about the biological mother, and are much faster than adoption agencies. The whole process took only five months. Families using adoption agencies often wait years for a newborn.

"The new mother will have her hands full, to say the least. Working for her family's business selling

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Prices include transportation, shipping, dealer preparation and any other costs to be borne by a customer, except for licensing costs, registration fees and taxes.

Tips on preventing car thefts

By EARL MOORE

In an attempt to halt the rash of auto thefts in the area, Springfield police have begun a community awareness effort to make it harder for the bad guys and easier for the good guys.

According to police, there have been about 30 cases of auto theft within the last month. The crimes have all been committed between 11 p.m. and 3 a.m., and the perpetrator of the crimes usually breaks into several cars within the four-hour period and steals whatever items are available.

There have been as many as 15 burglaries in one night and police believe, one person or group of people are to blame. Unfortunately, with precautions, many of the break-ins might have been avoided.

Most of the crimes have been committed in the residential areas of Meisel and Milltown, and local police have increased patrols between 11 p.m. and 7 a.m. in an attempt to catch the criminals.

Here, provided by police, is a list of precautions residents can take to reduce the risk of theft of an unattended car, its parts and contents.

- Lock your ignition and remove the key. Almost half of the cars stolen have the key in the ignition, or the ignition is unlocked. Never leave the motor running when you step out of your car. It is the perfect setup for the crime of impulse.
- Lock your doors and windows.
- Eighty percent of the cars stolen have unlocked doors. Unlocked doors and windows make it easy for a thief.
- Don't leave valuable items in plain sight. Keep items of value in a locked trunk or glove compartment, or under the seat out of sight. Even items you may consider worthless could have some value to a thief. Even your spare tire is a negotiable item for thieves.
- Keep your keys. Don't hide your key or extra keys anywhere in, on or under your car. Keep an extra set with you and give each driver in the family his own key.
- Separate your car and house

keys. Police records show many burglaries are committed by thieves who make duplicate house keys and use them at their convenience, so never leave your house keys in your car. If you have to leave your key in the car at a garage or parking lot, disconnect the car key from the ring.

- Hold on to your ownership papers. Never keep ownership papers — title, driver's license or credit cards — in the glove box or anywhere in the car.
- Use extra protective measures and devices for convertibles. You can make it more difficult for a thief by installing a protective device that will prevent a thief from "jumping" your ignition lock. You would merely remove the key and pull a hidden switch. Ask your mechanic about such a device.
- Park in lighted areas at night. If there is a lighted store window or street light nearby, take advantage of it. During the day, try to park in a busy area.
- Identify your auto accessories with hidden marks. Thefts of auto accessories have increased greatly since the introduction of bucket seats, car stereos and special wheels and hubcaps. These items should be branded with an identifying mark to aid in their recovery.
- If your car is stolen, report it to the Police Department immediately and have with you your license number, the make, model, year and serial number of car.

Slide show set

The Springfield Library will offer armchair travelers the chance to travel through the mountains of Utah, the South-west United States, New England, New York, and New Jersey on Wednesday, Feb. 1 at 7:30 p.m., Library Director Nancy Byouk announced.

This slide show, developed and presented by photographer Tony LaGruth is titled "This Sweet Land" and focuses on the beauty of the United States and its people. The visually stunning show uses two slide projectors focused on one screen and is set to music.



Photo by Dominick Crivello Jr.

CLEANUP TIME — Perrelli's Chevron on Morris Avenue in Springfield is one site local businesses consider an eyesore and an obstacle to future commercial success in the Town Center.

Revoked drivers pay fines

Several motorists pleaded guilty in municipal court this week to charges of driving while on the revoked list.

Joan Giles, 38, of Roselle pleaded guilty to driving while revoked, possession of marijuana in a motor vehicle, no front plates, missing plates, no registration, no insurance, and failing to inspect.

Judge Leonard Zucker imposed the following fines: \$750 for driving while suspended, plus \$25 court costs and six months revocation and one day in jail. Marijuana charges cost her \$50 plus \$10 court costs and two years revocation; no front plates, \$10 fine, \$10 court costs; misuse of plates, \$20 fine plus \$10 court costs; unregistered vehicle, \$10 and \$10; failure to inspect, \$10 and \$10; and no insurance, \$100 fine, \$25 court costs and six months revocation.

□ Martin Moroney, 28, of North Plainfield, pleaded guilty to driving while revoked and careless driving. Moroney was fined \$500 plus \$25 court costs and three months were added to his revoked status.

For careless driving, Moroney was fined \$60 plus \$10 court costs.

Car stopped, man arrested

A Philadelphia, Pa., man, originally stopped for a motor vehicle violation in the parking lot of a Route 22 Dunkin' Donuts store, was charged with unlawful possession of a controlled dangerous substance, drug paraphernalia and a weapon police believe to be a pellet-pump rifle on Jan. 14, authorities reported.

Police blotter

Terrence Richard Davis, 18, was stopped by Sgt. Ivan Shapow of the Springfield police at 2:14 a.m. A computer check also showed that Davis' driver's license was suspended.

□ On Jan. 19, John M. Shay, 24, of South Plainfield was arrested and charged with driving while suspended, displaying fictitious plates, leaving the scene of an accident and having no insurance, police reported.

Shay was arrested by Detective Robert J. Mason Jr. of the Springfield police after being pulled off the road on Route 22 by the South Plainfield Avenue underpass.

□ On Jan. 15, Curtis Thomas Lebeau, 26, of Alexandria, Va., was charged with driving while revoked.

Lebeau was stopped by Patrolman Scott Brokaw after the vehicle in which he was driving fit the description of a vehicle that was revoked.

□ Pablo Martinez, 31, of Newark pleaded guilty to driving while revoked.

Martinez was fined \$500 plus \$25 court costs and had his license revoked for an additional three months.

□ Carl Rutherford, 25, of Newark pleaded guilty to driving while revoked.

Rutherford was fined \$750 plus \$25 court costs, six months revocation and one day in jail.

□ Nicholas J. Caruso, 23, of Livingston pleaded guilty to driving while revoked.

Caruso was fined \$750 plus \$25 court costs, three months revocation and one day in jail.

□ Willie Roy Pinson, 44, of Elizabeth pleaded guilty to driving an unregistered vehicle and having no insurance.

Pinson was fined \$10 plus \$10 court costs for being unregistered and \$100 plus \$25 court costs and six months revoked for having no insurance.

Pinson also was fined \$25 contempt of court.

First baby

(Continued from Page 1)

truck and trailer parts, she says she will try to work out of her home and will work only part time now that she has a baby to care for. Like all new mothers, she is adjusting to a completely new life, and although she has looked forward to the change, said she could use a little more sleep.

As winners of the Springfield/Mountainside First Baby of the Year contest, the Marshalls win a free vaporizer from Park Drugs, a tray of slippy joe's from Campus Sub Shop, a \$50 savings bond from United Jersey Bank/Central, dinner for two at the Ramada Hotel, a \$50 savings bond from Berkeley Federal Savings, a \$10 gift certificate from Kay's Hardware, a \$10 gift certificate from Spring Liquors-De Rigo, a \$25 savings account at Howard Savings, one free lifetime membership at Video Captain and a one-year free subscription to the Springfield Leader.

While he was out, Bachus reported, someone gained entry to his home by pushing in a cellar window.

□ On Jan. 19, Springfield Pharmacy, located at 242 Mountain Ave., reported a \$53 theft from the store.

The suspect reportedly received a cash return on items which he had taken off the shelf, but for which he had not paid.

□ SanRon Electric of Kenilworth, reported that one of their construction trailers, left overnight on Route 22 near Lawrence Road, had an estimated total of \$1,500 worth of goods stolen.

The suspect entered the vehicle by prying the lock off the door, it was reported.

A Milwaukee pistol hammer drill kit was reportedly taken, as were 4,000 feet of No. 12 wire, two electric Markel heaters and assorted tools.

□ On Jan. 19, Beverly A. Marcantone of Woodside Road reported a stereo stolen from her Chevy Camaro.

Reportedly stolen were an Alpine AM/FM radio, an Alpine equalizer, an Alpine amplifier, and one bankbook with a Christmas Club account.

□ Jay S. Horn of Craig Road reported a radar detector stolen from the 1988 Volkswagen parked in his driveway.

Horn said a passenger window was shattered as well.

□ On Jan. 18, Juan Marte of Paterson reported that the license plate was taken off the 1979 Datsun he was driving after the vehicle was involved in a motor vehicle accident with another driver who fled with the plate soon after the accident.

The plate stolen was from the rear of the vehicle and the front license plate was embedded into the car, he said.

□ Juanita James of Diven Street reported two tires slashed on her motor vehicle on Jan. 18.

Summer camp, school enrollment has begun

Temple Beth Ahm, Springfield, announces the opening of nursery school enrollment for summer camp and the 1989-90 school year.

The six-week half-day camp is available for children who would be eligible to attend the 3- or 4-year-old programs in the fall. The nursery school has programs for 2-, 3- and 4-year-old children. Two-year-olds can attend two or three mornings. Three-year-olds can choose a morning or afternoon program with optional lunch days. The 4-year program includes optional one-, two- or three-day morning readiness classes and lunches which can be taken in conjunction with the four- or five-day afternoon program.

The school programs are varied and increase in difficulty and intensity with each age group. Activities for all the children include art, music, rhymes, blocks, dress-up and housekeeping, science, small manipulative and large muscle activities, sand and water tables, cooking, readiness, Jewish identity and music enrichment. Trips are added for 3- and 4-year-old children and the 4-year-olds are provided with computer experiences.

Parents are encouraged to visit the school with their children. The Mommy-and-Me-Play-In, for children who are 15 months and over and a parent, will start a new cycle in February. All Temple Nursery School programs are open to both members and nonmembers. Further information can be obtained by calling Renee, the director, at 376-0539.

Becky Seal lunch menu

The Becky Seal Nutrition Program for the elderly will be held at the Chisholm School in Springfield Monday through Friday. Reservations may be made by calling 912-2233. Transportation is available for those who would like to attend. Anyone who needs transportation can call 912-2236.

The lunch menu for the week of Jan. 30 - Feb. 3 is as follows:

Monday — Hamburger with ketchup and onion slices, cole slaw, baked beans, pear halves, beef noodle soup, hamburger bun, and milk.

Tuesday — Scalloped newburg, sweet peas, rice, cake, clam chowder soup, bread, margarine, and milk.

Wednesday — Beef liver with gravy, sliced beets, o'Brien potatoes, chocolate pudding, vegetable soup, bread, margarine, and milk.

Thursday — Battered chicken, diced carrots, succotash, fresh orange, chicken rice soup, bread, margarine, and milk.

Friday — Omelet, stewed tomatoes with peppers and onions, hash brown potatoes, blueberry muffin, orange juice, bread, margarine, and milk.



SUPERKIDS — First-graders at the James Caldwell School in Springfield recently had a Superkids Reading Club party where they dressed up as characters from the Superkids books, and received awards from their teachers. From left, in front, are Justis Azran as Hot Rod, Stephanie Shaak as Elzabette, Ryan Farrell as Alf, Sean Ciufo as Cass, and Caroline Contardo as Golly. From left, in back, are teachers Eve Lombardi, Blanche Treloor, and Annette Lacioppa.

Library has new books and programs to present

Robertson Davies' new book, "The Lyre of Orpheus," is the last of a trilogy which includes "The Rebel Angel" and "What's Bred in the Bone." This is a funny, baroque story of a restless spirit bringing out the worst in people as they try to finish the score of the opera he left uncompleted at his death.

"Imperial Purple," a novel of the early Christian era, is set in Palestine at the time of Roman rule. A silk weaver in Tyre is ordered to weave a cloak of imperial purple which thrusts her and her family into a conspiracy against the Emperor. Written by the author of "The Beacon at Alexandria," Gillian Bradshaw makes historical fiction exciting and evocative.

"Spy Hook" is the new thriller from best-selling author Len Deighton. This first book of a new trilogy features Bernard Samson, a British secret service agent, involved in uncovering a financial scam which takes him across two continents. This is Len Deighton at the top of his form.

"Dear Mill," a Grimm's fairy tale, was discovered in 1983. It was preserved in a letter written by Wilhelm Grimm to a little girl in 1816. A mother, concerned about a terrible war approaching, sends her daughter into the woods where she is befriended by a kind old man. What happens after makes for a charming story. The magnificent illustrations were done by Maurice Sendak, the prominent children's book illustrator of our time.

POTTERY PROGRAM

Mountainside Public Library announces that during the month of February, local artist and teacher Loukia Stanik will exhibit her artwork at the library. A public reception will be held on Saturday, Feb. 4 at 3 p.m. Mountainside Library patrons and local residents are welcome to attend this event, enjoy the artwork and meet the artist. On Feb. 7, at 7 p.m., Stanik will present a special program on print-making techniques, using her works on display and other examples of etching, water-colors, and silk screening to explain the different techniques used in artistic creation. People interested in this February special should telephone Mountainside Library, 233-0115, Monday through Wednesday, 9 a.m. through 9 p.m., Thursdays 9 a.m. to 5:30 p.m., Fridays and Saturdays, 9 a.m. until 5 p.m.

King visits schools today

Martin Luther King III, the oldest son-of-the-late-civil-rights-leader Dr. Martin Luther King Jr., will visit two Union schools this morning as part of a nationwide tour in conjunction with the Jan. 16 celebration his father's birthday.

King will arrive at Battle Hill School at 10 a.m. for an address to the student body followed by a similar program at Washington School 45 minutes later.

King will also visit the Union County Courthouse where Freeholder Chairman Brian Fahy and Freeholder Jerry Green will lead him on a brief tour of the county administration building.

According to Harry J. Pappas of Springfield, who coordinated arrangements for the tour, King will then go to the Newark campus of Essex County College for a reception in his honor before attending another reception, hosted by Essex County Freeholder Chairman Thomas Giblin at the New Community Corporation in Newark.

Sandmeier orientation

The following dates and times have been set for the Thelma L. Sandmeier School Pre-School Orientation Program: Feb. 17, March 27, April 20, and May 11.

The sessions will be held from 9-10 a.m. May 11 will be the Kindergarten Round-up. This program is designed to provide an opportunity for the children to become familiar with the school setting. This program is available to any Springfield resident who will be 5 years old on or before Dec. 31, 1989. Pre-registration is required. Further information can be obtained from Leona Kessel at 467-4916.

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Receiving proper reimbursement from major medical carriers for medical care payments made to doctors and hospitals can be very confusing. Blue Cross, Medicare and supplemental insurance companies often get their wires crossed, resulting in patients losing money to which they are legally entitled.

"A lot of times the patient pays, then the carrier pays and the patient never gets reimbursed for the double payment," said Monica Swanson, who operates Medical Bill Helpers in Roselle along with her husband, Keith.

"The business, a part-time operation for 'six or seven years," has grown so fast that the Swansons are now working full time to assure that their customers are rightfully reimbursed for their medical claims.

"It really grew out of necessity," said Keith. "Monica worked out of a billing office for about 10 doctors and people kept calling in to ask if there was someone they could go to dump all their medical bills in someone's lap and have them taken care of."

Even after the illness is a distant memory, many people are still in almost constant contact with insurance carriers needing additional data to complete required forms.

"The patient is constantly having to call for information, and it becomes totally frustrating for them," Keith said.

"Patients give us shopping bags full of bills and correspondence for the past year," said Keith. In some cases, patients overwhelmed by their experiences have received checks and placed them with the other records without cashing them.

Thanks to Medical Bill Helpers, patients are now able to avoid such problems that can be as aggravating as their illnesses. In many cases, the Swansons can and do obtain sizable refunds for their customers.

"We find a lot of errors," Keith explained, "by the patient and by the billing offices."

"For instance, we had one case whereby the patient had paid \$3,300 directly to a doctor's office."

Further investigation by Medical Bill Helpers found that a claim had been submitted to Medicare by the doctor's office stating that it would accept assignment, or whatever Medicare would pay, for the medical services rendered.

Medicare then sent \$1,900 to the doctor, but the patient received no reimbursement. Enter Medical Bill Helpers, who through negotiations, was able to return the entire \$3,300 to the patient.

Without Medical Bill Helpers' assistance, the error would never have been discovered, according to Keith.

"Everyone that has used our services has said that they have gotten a lot more money through us than they would have gotten on their own because, once, we systematically submit the claim to their insurance company and, two, we re-submit it if we feel an error has been made," he continued.

"And we follow up on the claims we submit. Many people submit a claim and forget about it. Many people also do not submit it to their secondary insurance company after Medicare. They may feel they're not entitled to further coverage."

In addition, Medical Bill Helpers will handle many-of-the-little-things-a-patient-may-feel-uncomfortable-with on his own. "We will do things that they would be too embarrassed to do for themselves," said Keith, who always stresses "tremendous courtesy" with the customer.

The cost of these services is minimal compared to the savings a patient may realize.

Medical Bill Helpers offers reasonable rates for its services.

"It's really a new service business... born through necessity due to the fact that people can't keep track of the variety of billing and payment procedures," Keith said.

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Art provided at Gallery by handicapped youth

By BEA SMITH

An inspiring array of artwork created by handicapped children from throughout the state will be displayed beginning Sunday and throughout next month at the Wheelchair Gallery at the Union Public Library on Morris Avenue. What's so marvelous about Art Par Excellence, the touring New Jersey-wide exhibit of outstanding artwork of children and adolescents with special needs, is that the 36 youngsters represented are the "creme de la creme" of the New Jersey schools.

A reception will be held Sunday at the Wheelchair Gallery from 2 to 4 p.m., it was announced by Viola Meskin, gallery committee president. She also has reported that this will be the seventh presentation since the gallery was opened early last year. The presentation is known as the Shannon Fitzgerald Memorial exhibition, named for the severely handicapped late granddaughter of Arthur Guarriello of Union, a founding member of the Wheelchair Gallery.

Sponsored by Very Special Arts New Jersey, a statewide organization and part of an international group "dedicated to providing opportunities to people with disabilities," Art Par Excellence has started its third year of activity. "The work submitted for this exhibition is a great rarity in the media," says Dr. Vera Schwartz, executive director of Very Special Arts New Jersey. "It all began when we sent out fliers statewide to all the schools. And we had a great response from teachers. They submitted works that they felt were outstanding, and the 36 students represented in this exhibition come from all over the state, from Cape May to Bergen County, and they range in age from 8 to 21. There are four from Union County — Eddie Lawson of Linden, Janis Epilo of Cranford, Nicholas Latroia of Elizabeth and William Wiseman of Rahway. In fact, the very first piece we received when we began the project in 1985 was from Connie Toth, an art teacher in the Cranford schools.

"There is such a variety of subject matter," says Schwartz. "Some are more realistic, others are in the abstract. "Sometimes I get to know them when they come to the receptions. I do meet them there, and it's a wonderful feeling."

Schwartz, whose office is in a county administration building in

North Brunswick, says that recently she "had a lovely letter from a parent-to tell me, what a positive image this gives to the youngsters. There's a tremendous feedback for the youngsters' self-esteem. After all," she sighs, "many have enough of the negative in their lives."

The Very Special Arts, a 10-year program which provides "cultural opportunities for the state's more than 80,000 people with physical and mental disabilities, also provides dance and theater programs for them. It is funded by a grant from the Department of Community Affairs, the Middlesex County Cultural and Heritage Commission and grants from the Geraldine R. Dodge Foundation and corporations."

The program also has "a highly acclaimed 3-year-old dance workshop for children with autism and their parents at Rutgers University" which Schwartz created and which "is one of the few arts programs for autistic children in the country."

Schwartz declares, "from learning disabilities to severely handicapped, visually impaired, the deaf and the neurologically impaired. We provide all sorts of arts opportunities with them. And this is our third go with Par Excellence."

"I come from a background of dance," she says, "and I've always been interested in the arts. Originally I was a physical education teacher for retarded children and for children with special needs. That was about four or five years ago. When this opened up, I combined those interests. I became interested in working with children in the arts. That's how I wandered into it."

"Although I'm a dancer and not a visual artist, I'm really very interested in art education for the children. I've always had an interest in these children. I find it very challenging. I'm very into movement, in dance, in the expressive aspects of the arts. I just find it very rewarding and very exciting to do this kind of work," exclaims Schwartz. "It's especially exciting to see their accomplishments, to see their achievements. There's a lot of positive reinforcement for the youngsters."

"And when one discovers talent, why, this often becomes their hold on life... a potential... something that can earn them a living. It requires an interest, a commitment... and like any kind of job, a real strong interest."

"I've met youngsters from different schools. I would love to meet more... to really get to know them more. It's always nice when you meet them and to put the child with the painting."

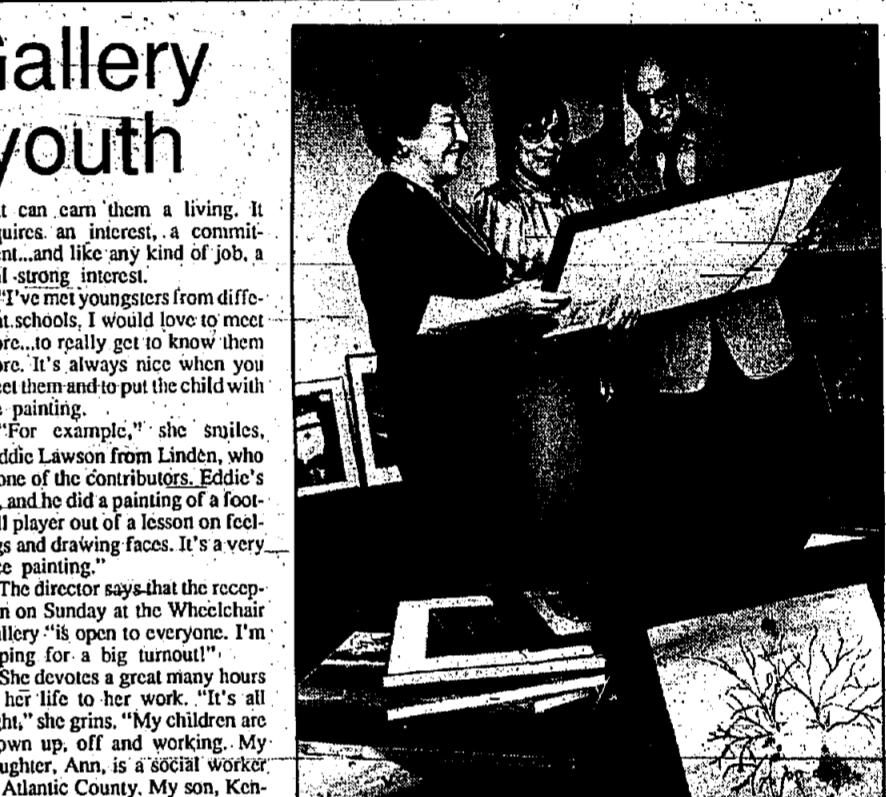
"For example," she smiles, "Eddie Lawson from Linden, who is one of the contributors, Eddie's 13, and he did a painting of a football player out of a lesson on feelings and drawing faces. It's a very nice painting."

The director says that the reception on Sunday at the Wheelchair Gallery "is open to everyone. I'm hoping for a big turnout!"

She devotes a great many hours of her life to her work. "It's all right," she grins. "My children are grown up, off and working. My daughter, Ann, is a social worker in Atlantic County. My son, Kenneth, who recently was graduated from college, is attempting to enter the business world. And my husband, Seymour, has just retired. He was a professor of speech pathology and audiology at Trenton State College. So, we are sort of in related fields. In fact, lately he's been pitching in as a volunteer. He helped us get a fund-raiser off the ground, and he knows the field."

Guarriello, who also will attend the reception on Sunday, explains that he became involved with the Wheelchair Gallery "about four years ago. It was in late September," he says, "and my friend and a founder of the Gallery, Les Malamat, asked me to go to a meeting. I took my handicapped granddaughter, Shannon, with me. One of the women who was there from Kean College, said, 'What school does she go to?' and I answered, 'She's handicapped. We can't get her in school.' With her advice, and the help of the governor's office, we were able to take her to school in Paramus."

"That's when I really became interested in providing means for handicapped people here in Union. The original idea was to have a ramp connected from the Municipal Building and the Library. Some people didn't like the idea. But the Township Committee approved it, but later scrapped the idea. Then we decided to put an elevator in to make the various floors of the library accessible to the handicapped."



PREPARING EXHIBITIONS — In photo above, from left, Viola Meskin, Wheelchair Gallery committee president, admires painting from collection by handicapped children, provided by Art Par Excellence, as Dr. Vera Schwartz, director of Very Special Arts New Jersey, and Arthur Guarriello, a gallery founder, who named the presentation, the Shannon Fitzgerald Memorial Exhibition, after his late granddaughter, who had been severely handicapped. A reception will be held Sunday afternoon at 2 at the Union Public Library, and the exhibition will be on display through February. Below, 13-year-old Eddie Lawson of Linden, who attends the Children's Institute in Livingston, and whose school submitted one of his paintings, stands beside a girder construction which he helped to create.



(Continued on Page 2)

County Leader Social



MR. AND MRS. DOUGLAS MARK MASLO

Sehon-Maslo

Kathleen Ann Sehon, daughter of Mr. and Mrs. Werner Sehon of Sunny Slope Drive, Mountaintide, was married Nov. 5 to Douglas Mark Maslo, son of Mr. and Mrs. William Maslo of Elizabeth.

The Rev. Edward Swierzbinski, pastor of St. Anne's Roman Catholic Church, Garwood, officiated at the ceremony in the Chapel of Mount Saint Mary Academy. A reception followed at the Summit Hotel.

The bride was escorted by her father, Linda Ann Sehon of Basking Ridge served as maid of honor for her sister. Bridesmaids were Susan Arnold of Pompton Plains, aunt of the bride; Marie Boehm of Kalamazoo, Mich.; Patricia Crann of Union and Nancy Sehon of Mountaintide, both cousins of the bride, and Lee Maier of Manahawick.

Gary Maslo of Union served as best man for his brother. Ushers were Rolf Kaiser of Roselle Park, John Koulouthros of Roselle, Allan Maslo of Elizabeth, brother of the groom; John E. Sehon of Springfield, brother of the bride, and Victor Simon of Aberdeen.

Mrs. Maslo, who was graduated from Mount Saint Mary's Academy, attended Kean College of New Jersey, Union. She is employed by Astro Molding, Inc., Old Bridge.

Her husband, who was graduated from Elizabeth High School and Glassboro State College, where he received a bachelor of arts degree, is vice president of Central Irrigation in Cranford.

The newlyweds, who took a honeymoon trip to St. John's, reside in Springfield.

Dunn-Goss

Deborah Anne Dunn, of Orange, Calif., daughter of Mrs. Anna M. Dunn of Minute Arms Road, Union, and the late Mrs. Merle Dunn, was married Nov. 22 to Gary J. Goss, M.D., of Orange, son of Mr. and Mrs. Ronald Goss of Marina Del Rey, Calif.

Rabbi Johnathan Miller officiated at the ceremony in Tarzana, Calif. A reception followed at El Caballero Country Club.

The bride was escorted by her mother, Lori Green, D.O., of Harrisburg, Pa., served as maid of honor for her sister. Bridesmaid was Karen Schmidt of Laguna Niguel, Calif., sister of the groom.

Douglas Raskoff of Santa Monica, Calif., served as best man. Ushers were Phil Schmidt of Laguna Niguel and Robert Green, D.O., of Harrisburg.

Mrs. Goss, who was graduated from Union High School and Union College, is a medical technologist employed by the V.A. Medical Center, Long Beach, Calif.

Her husband, who was graduated from Taft High School, Tulane University and Tulane Medical School, served his residency in radiology at the University of Southern California. He is employed by Fullerton Radiology and is in private practice as a radiologist.

The newlyweds, who took a honeymoon trip to Santa Barbara, Calif., reside in Orange.



DR. AND MRS. GARY J. GOSS

Photo charge

There is a \$10 charge for wedding and engagement pictures. Glossy photos suggested. Black and white preferred. Story and photo must be submitted within eight weeks of the wedding date. Photos cannot be returned by mail and must be picked up at Union Leader office, 1291 Stuyvesant Ave., within three months of publication.

Carusos' golden year

Mr. and Mrs. Dominick Caruso of Linden celebrated their 50th wedding anniversary Jan. 8. Following an golden anniversary Mass in St. Elizabeth's Church, Linden, a reception was held at the Colonia Country Club, where Bishop Dominic Marconi officiated at the renewal of their wedding vows.

Mr. Caruso and the former Mary Simeone were married Jan. 8, 1939 in Holy Rosary Church, Jersey City. They have five children, Marie Stiefel of Coral Gables, Fla., Paul of Vincentown, Michelle Bailey of Linden, Donna Hicks of Fort QuAppelle, Saskatchewan, Canada, and Carol Rudakevich of Collegeville, Pa.

Mr. and Mrs. Caruso have been active in their church and in their community. They are lecturers and eucharistic ministers of St. Elizabeth's Church.

Mrs. Caruso has been a member and past president of St. Elizabeth's Rosary Society, St.

Elizabeth 50-Plus Club, Linden Knights of Columbus Ladies Auxiliary, Linden Lionsess Club, Newark Archdiocesan Council of Catholic Women, Catholic Woman's Club of Elizabeth, St. George Chapter of the Catholic Golden Age Club, Linden Senior Citizens Club and the Mayor's Senior Citizen Advisory Board.

Her husband is and has been a member of such organizations as St. Elizabeth's Holy Name Society, St. Elizabeth Guard of Honor, a charter member and past president of the Linden Lions Club, president of the Serra Club of Union County, East, Linden Council 2859 Knights of Columbus, Fr. Washington Assembly, Fourth Degree, Knights of Columbus, is a former member of the First Linden Planning Board, a past president of the Union County Liquor Dealers Association and a member of the Board of Directors of Columbia Savings & Loan Association.



MR. AND MRS. DOMINICK CARUSO

Fiftieth year

Mr. and Mrs. Wendel Kralovich of Linden celebrated their 50th wedding anniversary recently at a Mass and party at their home. The Mass was celebrated by the Rev. Patrick Hurley, OSB, pastor of St. Elizabeth's Roman Catholic Church, Linden.

Mr. Kralovich and the former Mary Saas of Palmetton, Pa., were married in St. John's Slovak Church, New York City.

He is a retired postal worker at the Linden Post Office. His wife is a former school teacher at St. Elizabeth's School, Linden.

The Kraloviches have three sons. Wendan of Stockholm, N.J., an assistant principal of Butler High School; Stephen, a paymaster at the Post Office in Linden and Joseph, a police detective with the Juvenile Bureau at the Linden Police Department. The celebrants also have seven grandchildren.

Club women plan meetings, benefit events

The Springfield Woman's Club, member General Federation of Women's Clubs, will meet tomorrow at 1 p.m. at the Chisholm School, Springfield. Guest speaker will be Cameron Conover, past president of Arboretum in Summit. His illustrated talk will be "Haven in Summit." The public is welcome to attend.

To have lunch at the Nutrition Center, it was announced, one can call 376-5814 or 376-7964 two days in advance.

Club night at the club will take place Wednesday at the Sarah Bailey Civic Center. The group will take a picture trip to Israel with Hazel Wenzel.

THE AMERICAN HOME Life department of the GFWC Woman's Club of Connecticut Farms, Union, will meet Monday at the home of Jean Johnson, chairman, to decorate cans for its "Operation Candy-Cookies" for the veterans' hospital for Valentine's Day. The executive board will meet at the home of Helen Birch on Monday.

THE THURSDAY SENIOR Friendship Club had a combination birthday and business meeting Jan. 12. The members' birthdays of December and January were celebrated.

A trip is planned to the ice show in the Meadowlands on Wednesday.

Dorothy McGrath, president, has announced that a "paper benefit" will be held March 16. Hot dogs, coffee and cake will be sold.

THE UNION CHAPTER OF HADASSAH will meet on the evening of Feb. 6 at 8 p.m. in Bady Hall at Congregation Beth Shalom, Vauxhall Road and Plane Street, Union. President Evelyn Gingell has announced that this year's prizes will include a paint-

ing donated by Miriam Rotmensz, an afghan knitted by Frances Ostrofsky and miscellaneous gifts. Hadassah's regional prizes will be a shopping spree and merchandise certificates.

The program vice president has announced that the speaker will be Norman Salsitz, president of the American Red Mogen David for Israel, the Israeli Red Cross.

Ise Frank, ad journal chairman, has announced that she is collecting ads which will be printed in the Donor Dinner Journal distributed to more than 200 people.

Tribute cards can be bought at the meeting from Adele Chargell and Ruth Meisler, chairmen. Plans for the third annual "Let's Get Together To Be Together" brunch to be held in April, will be discussed. Julia Gelb is the chairman and editor of the monthly Hadassah newsletter.

Marie Herman has announced that the hostesses for the meeting will be Anita Erman, Tillie Harris, Ruth Meisler, Miriam Rotmensz, Adele Shargel and Sarah Windman.

All members are welcome to attend.

THE MA'AYAN GLA Chapter of Springfield Hadassah will present a 1950s Sock Hop Feb. 11 from 8 p.m. to midnight at the Thelma L. Sandmeier School, 666 S. Springfield Ave., Springfield.

The evening will feature further WABC's D.J. Chuck Leonard, games, prizes and refreshments. All proceeds will be applied toward pediatric and neonatal care. For information and reservations one can call 564-6276.

THE NORTHERN NEW JERSEY Region of Hadassah is planning its seventh annual "Day on the Hill" to Washington, D.C., to take place this year, March 13

and 14. The group will travel by motorcoach, leaving on March 13 from two locations in the area. Overnight accommodations in the D.C. area will be at the Chevy Chase, Maryland Holiday Inn.

More information can be obtained by calling 342-5743 or 265-1012.

DISTRICT 4 of the New Jersey Federation of Business and Federation Women will meet at the home of Marie Oakie, district director, on Church Street, Hill-

side, at 7 p.m. Monday to discuss a proposed "Job Search" program for non-members. Members will assist mature women in preparing resumes and finding positions after being out of the work force for several years. The group also will discuss redistricting and arrange the District 4 meeting in the spring.

The district is composed of officers of the Hillside, Linden and Carteret BPW clubs.

The Hillside Business and Professional Women's Club will conduct a fashion show benefit event April 15 at Reflections. Carmen Skarl is chairman. Proceeds will go toward the club's scholarships.

The club has presented two scholarships to high school senior girls annually since its inception to assist them in attending a college, nursing or business school to prepare for a business or a profession. Two years ago it awarded a third scholarship to a mature woman who is returning to the work force.

THE MONDAY'S ACTIVE SENIORS Club of Linden will hold a cake sale Feb. 10 in the Recreation Hall, Linden. The group plans an Easter hat parade, and prizes will be distributed. Virginia Duffy, chairman, will

conduct a bus trip on April 10 to the Nevele Hotel in the Catskills for a five-day stay as part of the spring get-away. It was announced.

THE PISCATAWAY CHAPTER of Women's American ORT, Organization for Rehabilitation through Training, has announced the names of the day and resident camps that will be participating in its fifth annual summer camp fair. The Camp Fair, which will be held at Brunswick Square Mall on Jan.

29, from noon to 4:30 p.m., is free to the public.

The camps, which are located from Maine to Virginia, offer a wide range of activities. Sessions vary from one week to eight weeks. They include Camp Oquago, Camp Eagle Hill, Camp Ockanickon, Camp Matillonequay, Camp Lohikan, Camp Ralph S. Mason, Camp Conrad Weiser, Camp Log-N-Twig, Pocono Highland, and Camp Bernie.

Representing local camps will be YMCA Day Camp YOMECA of East Brunswick Country Roads Camp of Manalapan, Knolltop Camp of East Brunswick, and Young People's Day Camp of Middlesex County.

Additional information can be obtained by calling 699-0506 before 5 p.m. or 469-8910 after 5 p.m.

THE LINDEN ACTIVE SENIORS will hold a cake sale Feb. 20 at the Gregorio Center, Linden, where all of the group's meetings take place. Refreshments will be served.

An Easter parade with hats and prizes will be held March 27. **THE SUNNYFIELD SOCIAL CLUB** of Linden will

'Stress' at Y

"Dealing With Difficult People," a workshop offering ways to identify and cope with individuals causing stress in your personal and/or professional life, will be presented by the Career Options Center at the Summit YWCA, 79 Maple St., today from 6 to 9 p.m.

The focus of the workshop "will be learning how to identify various types of difficult people, understand what makes them tick, and find ways to confront and manage them."

Dr. Anne B. Lovett of Lovett and Associates Inc. will facilitate the program. Advance reservations are required and requested by Jan. 20.

The program is offered through the Career Options Center, and is part of the YWCA Tribute to Women and Industry, TWIN Program of Central New Jersey, a project of the Plainfield/North Plainfield and Summit YWCAs.

The center offers individual and group career planning, professional counseling, vocational interest-testing, job search services, educational and vocational guidance and access to resource materials on various career paths. It serves women, men and teens in Union, Somerset, Morris, Essex, Middlesex, Hunterdon, Monmouth and Ocean counties.

Additional information or registration can be obtained by contacting Janet Korba, director, at 756-3836.

Anderson-Fiorina

Mr. and Mrs. Robert L. Anderson of Union have announced the engagement of their daughter, Janet Gail of Columbia, Md., to Steven Paul Fiorina of Bowie, Md.

The bride-elect, who was graduated from Union High School and Virginia Polytechnic Institute and State University, attends the Johns Hopkins University evening school for a master's degree in administrative science. She is employed by A.T.T., Columbia, as a computer account executive.

Her fiancé, who was graduated from Pennsylvania State University, where he received an associate degree in electrical engineering, attends Capital College, Laurel, Md. He is employed as an engineer by Watkins-Johnson, Inc., Savage, Md.

A fall wedding is planned.



JANET GAIL ANDERSON

Riker-Wurst

Mr. and Mrs. Phillip Riker of West Orange have announced the engagement of their daughter, Christine Catherine, to Glenn Allen Wurst, son of Mrs. Joan B. Wurst of Union.

The bride-elect will be a Morris County realtor with Century 21-Rac's Realty in Parsippany.

Her fiancé is employed by Berkeley Federal Savings and Loan in Short Hills and is a retail operations officer.

A June wedding is planned with a reception to follow at the Birchwood Manor, Whippany.



CHRISTINE CATHERINE RIKER
GLENN ALLEN WURST



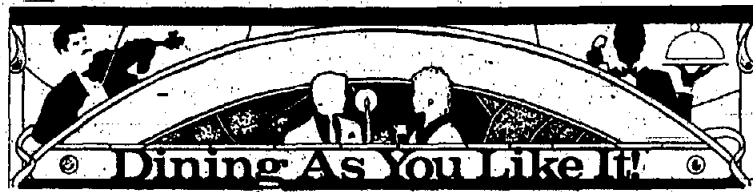
CANADIAN BRASS—Widely known group, seen above in 'Hornsmoke-A-Horse Opera in One Act,' which was written by Peter Schickele...

Cantata is set

On Sunday afternoon at 3 at the Sacred-Heart Church, Board and Liberty Streets, Bloomfield, the Bloomfield Symphony Orchestra and the Bloomfield Civic Chorus...

TIRFANY GARDENS 'The Place for Ribs' 1637 Vauhall Rd. & Rt. 22, Union 688-6888

Casual theme restaurant. Buffet lunch. Specialties: Baby Back Ribs, Spicy Chicken Wings, Creamy Smothered Pork & Beans...



the Rustic Nest Restaurant & Cocktail Lounge Rt. 22 W. Union 887-7591

THE Cedars 1200 North Ave., Elizabethtown 289-5220 Restaurant & Cocktail Lounge

Continental Cuisine including top assortment of fish and chicken entrees. Daily specials. Complimentary 2 hours of valet service.



AMERICAN FAMILY DINING With our own unique personality, this special Ground Round has a full menu, hamburgers, French fries & soft drinks...

Hunan Spring Chinese Restaurant 288 Morris Ave., Springfield 378-4984

The Fulton 1348 Fulton Street Highway 381-7852

GOLDEN WOK Chinese Restaurant 430 N. Wood Ave., Linden 925-3744

Fast Winds Authentic Chinese Cuisine featuring Szechuan, Hunan, Peking & Cantonese. Also offers a variety of delicious Gourmet Health Menu.

GROUND ROUND Dining and entertainment for modest prices

By SUZETTE STALKER Whether you're having an intimate dinner for two, a lively get-together with friends, or a night out with the family, the Ground Round in Springfield is the dining spot you're looking for...

Chestnut Tavern 848 Chestnut St. 964-8686 Italian-American Cuisine

JADE LAKE GOURMET Chinese Restaurant 214 W. Chestnut St. Linden 925-3776

THE STAGE DOOR CANTEN FINE FOOD & SPIRITS Italian Food at the Best! 1505 Main Street Highway 574-8858

DIONYBOS RESTAURANT Greek Cuisine 1. Our chef takes pride in his culinary art. He prepares each dish with an eye for detail...

Sweetheart This Valentine's Day say it in the LOVELINES A special section published Thurs., Feb. 9th in the Union County Classifieds. Tell your Valentine how much you care with a personal LOVELINE greeting only \$5.00 (Pre-paid) for a 20 word message. Your loved one will receive a postcard informing them that they have been selected as someone's special valentine and informing them to check the LOVE LINES Page on Feb. 9th. Be sure to include your loved one's name and address. DEADLINE: FRI. FEB. 3rd 4PM Mail to: COUNTY LEADER NEWSPAPERS P.O. Box 158 • Maplewood N.J. 07040. Loved One's Name _____ Street _____ Town _____ Zip _____ FOR MORE INFORMATION CALL: 763-9411 -PRINT MESSAGE IN BOXES BELOW

Small Ads... Big Results! CLASSIFIED ADS!

COUNTY LEADER NEWSPAPERS CLASSIFIED AD RATES (Effective April 1, 1989)

CLASSIFIED INDEX 1-AUTOMOTIVE 2-ANNOUNCEMENTS 3-EMPLOYMENT 5-SERVICES OFFERED 6-MISCELLANEOUS 7-PETS 8-REAL ESTATE 9-RENTALS 10-BUSINESS OPPORTUNITIES

AUTO FOR SALE 1986/4 TOYOTA SUPRA... 1986 FORD THUNDERBIRD... 1984 LINCOLN CONTINENTAL...

21st ANNIVERSARY SELF-A-BRATOR... SUPER 21st ANNIVERSARY SPECIALS... HUGE SELECTION OF USED CARS!

AUTO FOR SALE 1986 HYUNDAI EXCEL GL... 1984 MAZDA RX7... 1981 MAZDA RX7...

FINE QUALITY USED CARS... 1986 MERCURY GRAND MARQUELE... 1988 LINCOLN TOWN CAR...

AUTO ACCESSORIES BUY-WISE AUTO PARTS... WHOLESALE to the public... 688-5848

AUTO DEALERS ELIZABETH MOTORS, INC... SMTHE VOLVO EXCLUSIVE VOLVO DEALER...

THOMAS MERCURY LINCOLN MERKUR... 369 South Ave. E., Westfield 232-6500

Multi CHEVROLET-GEO, UNION MULTIPLY YOUR SAVINGS WITH 4.9% GMAC FINANCING OR UP TO \$1000 FACTORY REBATES

Table with 5 columns: '86 MONTE CARLO, '87 NOVA, '87 CUTLASS CRUISER WGN, '86 CUTLASS CRUISER WGN, '85 CAMARO

Multi CHEVROLET GEO... 2277 MORRIS AVE. UNION, N.J. 686-2800 SE HABLA ESPANOL

at **WYMAN FORD** you get **4.9% APR FINANCING** or up to **\$1000 CASH REBATE** on Select Models. See Dealer for Details.

CHOOSE FROM OUR HUGE SELECTION OF '89 FORDS

1988 LEFTOVERS 1988 & 1989 DEMONSTRATORS AND ALL USED CARS at... CLEARANCE PRICES

One of the Oldest Ford Dealers in New Jersey

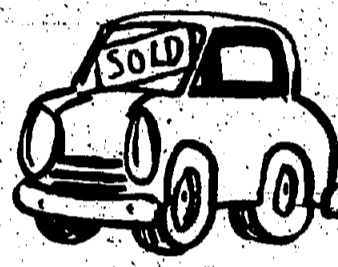
We're an In-Town No-Hassle, Down-to-Earth Dealership with Over 50 Years of Honesty & Integrity.

WYMAN FORD OPEN DAILY 9-9 FRI. 9-6. SAT. 9-5

1713 SPRINGFIELD AVE., MAPLEWOOD 761-6000

ACHIEVEMENT

"Guaranteed Results" Automotive Ads!!



Prepay your ad for your car or truck for two weeks for only **\$1000** Payable in Advance

AND WE WILL SELL YOUR CAR FOR YOU!

IF IT DOESN'T SELL, WE'LL RUN THE AD THE THIRD WEEK AT No Charge

IN FACT, WE'LL CONTINUE TO RUN THE AD UNTIL YOUR CAR IS SOLD (Maximum 10 Weeks)

INSTRUCTIONS: Simply write down your ad and mail it with your payment to the address below.

UNION COUNTY CLASSIFIED
P.O. BOX 158
MAPLEWOOD, N.J. 07040

Private Parties only - No dealers please

AUTO FOR SALE

1987 NISSAN 300 ZX-2 plus 2, white, beige leather, T-top, automatic, electronics package. Loaded. Mint condition. Garage kept. 24,000 miles. \$14,250. Call 288-7272.

1973 OLDSMOBILE Delta 88, 4 door, 8 cylinder, new steel belted radials. Good condition. Reasonable. Call after 6pm. 654-4059.

1987 OLDSMOBILE TORINADO. 17,000 miles. Loaded. \$12,000 or best offer. Call weekdays or evenings at 378-2050.

1983 OLDSMOBILE CUTLASS-Ciera. Brown. V-6, automatic, transmission, power steering, brakes, windows, AM/FM stereo, air conditioning. Dependable. \$3500 firm. 688-7048.

1977 PLYMOUTH STATION Wagon. Excellent running condition. \$2500 or best offer. Call after 6P.M. 687-1098.

1984 CHRYSLER LASER X-E. Burgundy. Fully loaded. Leather. 4 cylinder, sun/m stereo cassette, turbo charge and fuel injection. 673-7878/7879.

1987 PLYMOUTH SUNDANCE Black 4 door, power steering/brakes, air, AM/FM cassette. 15,000 miles. \$7300. 748-8789 or 258-0694 day.

1976 PONTIAC FIREBIRD. For parts. Nose and motor good. Back hit. \$500. Call 376-2065.

1986 PONTIAC FIREBIRD, T-top, V-6, 5 speed, power steering brakes/windows, tilt wheel, new tires. \$5,500 best offer. 688-1098.

1981 PONTIAC LeMANS stationwagon. New tires, brakes and exhaust system. Excellent condition. 64,000 miles. \$4,800 or best offer. Call 761-1730.

1984 PONTIAC TRANS-AM, red, 5.0HL, 49,500 miles, fully loaded! Mint condition! Must sell, moving. \$7,900/best offer. Call 964-8828 (Anthony).

1985 PONTIAC TRANS AM Blue. Mint condition. Garage kept. 35,000 miles. Every one must see. 5 speed. Asking \$9700. Call 687-7173.

1985 PONTIAC 6000 STE. 50,000 miles, fully loaded, all options, standard equipment, crown roof. Retail \$8,500. Must sell. \$7,250. 667-3821/6PM.

1981 PONTIAC FIREBIRD. Power steering/brakes, air conditioning, T-top, tilt wheel. Only 55,000 miles. \$3500/best offer. Call 964-8828 (Anthony).

1984 PONTIAC 6000 LE. 4 door, power windows/cassette, sun/m cassette, with equalizer. 63,000 miles. \$4,450 negotiable. \$92-1681 between 8:30-5:30P.

1988 SUBARU GL10 Wagon. Mint condition. Four door, 5 speed, air conditioning, sunroof, electric windows/doors. \$5500. Call 679-8883.

1985 TOYOTA CAMRY. Four door hatchback, automatic, power steering/brakes, rear window defroster/washer/wiper. Garaged. Excellent condition. 40,000 miles. \$6900 firm. 669-3878.

1982 TOYOTA CELICA GT Hatchback. 5 speed, air, AM/FM cassette, new tires, sunroof. 72,000 miles. \$3950 negotiable. 992-8400 between 8:30-5:30P.

1986 TOYOTA COROLLA. 5-speed, power steering/brakes, air conditioning, AM/FM, 30,000 miles. Original owner. Excellent condition. \$6000.00 or best offer. 365-2107.

1982 TOYOTA COROLLA. AM/FM stereo cassette with equalizer, air conditioning, rear defogger, power brakes, good tires. \$1700. Call 467-3831.

1987 TOYOTA PICK-UP TRUCK. Factory Air and AM/FM Radio. 6 Foot Bed Capped. 4 Speed. Manual Steering/Brakes. 7,000 Miles. 1 1/2 Years Old. Must Sell. \$7795 NEGOTIABLE. 666-3522. Any Time.

1980 TOYOTA SUPRA. Top condition. Wine, 5 speed, sunroof, loaded. 64,000 miles. New clutch, brakes, muffler, exhaust. After 4P.M. 763-5756.

1980 TOYOTA CORONA Wagon. 5 speed, Air, AM/FM cassette. 72,000 miles. Excellent condition. \$2400. Call 378-8477.

1988 VOLKSWAGEN JETTA GL 5 speed, air, removable radio, metallic blue, blue/gray cloth interior. 7,800 miles. Must Sell. 763-9430 after 6PM.

1978 VOLVO 245 DL. 4 cylinder wagon, power steering, power brakes, automatic, AM/FM cassette, new tires. \$1500. 864-0105 after 4P.M.

AUTO FOR SALE

1982 VOLVO DL-Outlet blue-AM/FM stereo, 5 speed, air conditioning. Excellent condition. \$5000. Call 762-4416.

YOUR AD could appear here for as little as \$6.00 per week. Call for more details. Our friendly classified department would be happy to help you. Call 763-9411.

AUTO-TOWING

WE WILL remove your junk car. 24 hour service. No charge. 688-7420.

AUTO-WANTED

TOP \$\$\$ IN CASH
For All Cars & Trucks
CALL DAYS - 689-8400
or **EVEN - 688-2044**
(Same day Pick-ups)

TRUCKS FOR SALE

1987 TOYOTA PICK-UP TRUCK. Factory Air and AM/FM Radio. 6 Foot Bed Capped. 4 Speed. Manual Steering/Brakes. 7,000 Miles. 1 1/2 Years Old. Must Sell. \$7795 NEGOTIABLE. 666-3522. Any Time.

(2) ANNOUNCEMENTS

PERSONALS

A TRUE PSYCHIC
MRS. RHONDA
READER & ADVISOR

I give all types of Readings and Advice. I can and will help you where others failed. I have been established in Union since 1958. By appointment 688-9665 or 684-7289, 1243 Shuyssant Avenue, Union, near Foodtown. Open daily from 9-5.

CEMETERY PLOTS - HOLLYWOOD MEMORIAL PARK

Getchman Gardens, Mausoleums. Office: 1500 Shuyssant Ave., Union. 688-4300

PSYCHIC READINGS BY MRS. DIXON
PALM AND CARD READING
ALSO CRYSTAL READING
ADVICE ON:
LOVE/MARRIAGE/BUSINESS
ALL READINGS PRIVATE
376-7748
Springfield

LOST & FOUND

FOUND IN St. Elizabeths School Park. In-Lined on Hesse St. Silver key with EZ-GO. Call 354-7538.

LOST: Small grey poodle with red collar, in the Union, Barile Hill School area. Offering \$100.00 reward. 687-5341.

(3) EMPLOYMENT

CHILD CARE

QUALITY HOME Daycare. State of New Jersey Approved, Registered Provider. Structured Learning Preschool Education. Call 688-8181.

EMPLOYMENT WANTED

CERTIFIED, RELIABLE nurse's aide seeks position caring for sick, elderly. Nights. Very good references. 374-8733.

CHILD CARE Loving mother will care for your Pre-schooler or student after school in her Union home. Experienced. References. Call 354-1825.

I WILL BABYSIT your child in my Union home. Infants to 10-year-olds. Call 687-1495.

WILL BABYSIT ages 1 and up. 7 years experience. Plenty of references. Call 687-8541.

HELP WANTED

ADMINISTRATIVE ASSISTANT needed for suburban interior design studio. Full time. Saturdays a must. Will train. Call Aileno or Heidi 533-0626.

ADMINISTRATIVE ASSISTANT

Looking for a challenge, a place to grow? Evers Management Inc. is looking for a detail person with excellent computer knowledge and skills. Good location and benefits. Call Mrs. Lantz at 762-2768.

BABYSITTER WANTED for 2 year old boy for Saturday evenings and occasional week nights. Near Shuyssant Village. Transportation provided. 372-8326.

374-9400

JUNK SALE

1976 Cadillac Seville 4 dr. auto. 100,000 miles. 23000. \$599

1987 Plymouth Duster. 4 cyl. auto. A/C. P/S. P/B. 26,672 miles. \$4995

1985 Dodge Charger 377 auto. A/C. AM/FM stereo. sun roof. \$1995

1982 Buick Century V6. auto. A/C. AM/FM stereo. 4 dr. wire wheels. \$2995

1984 Olds Cutlass Cruiser 6 cyl. auto. P/S. P/B. \$4995

1988 Nissan Sentra. 4 dr. auto. P/S. P/B. 66,888. \$4885

1986 Ford T-Bird. Turbo 4 cyl. 5 spd. leather. P/S. P/B. \$4895

1984 Chrysler Limousine. loaded. auto. A/C. rear stereo. rear sun roof. 134,000 mi. 4 cyl. P/S P/B. \$4885

1986 Chrysler Le Baron. 4 dr. auto. A/C. P/S. P/B. 138 mi. \$5999

1987 Plymouth Horizon. 4 dr. auto. A/C. P/S. P/B. Mileage 25,195. \$3999

1987 Plymouth Reliant 2 dr. auto. A/C. 18,071 mi. P/S. P/B. \$6999

1987 Colt. 4 dr. 101.000. P/S. P/B. Mileage 18,550. \$1700.00. Buy for \$1500.00

1988 Chrysler Str. Ave. All Pwr. P/B. Auto. V-8. Mileage. 87,000. \$7995

1988 Chrysler CTS. 500. New Car. 18,193. \$1400.00. Buy for \$1485

Some cars available with remainder of manufacturer warranty available.

GARDEN STATE
CHRYSLER & PLYMOUTH

817 Springfield Ave. Irvington
Exit 143 GS Pkwy

374-9400

SHOWCASE OF HOMES

Real estate transactions

Union

22 Florence Drive \$145,000
 Seller: Ruth Reinhard
 Buyer: Paul J. & Catherine Capelli
 2714 Andrus Road \$225,000
 Seller: Evdokia Kresh
 Buyer: Eduardo & Ondina Torres
 1696 Edmund Terrace \$152,000
 Seller: Ethel Richer
 Buyer: Robert F. & Mary T. Hartman
 1800-Berkshire Drive \$199,750
 Seller: James F. Farrington & Marian Copeland
 Buyer: Edward & Joyce Wiatzonek
 821 Townley Ave. \$200,000
 Seller: William & Lorraine Diaz
 Buyer: Mario & Dulce Neves
 2021 High Street \$206,000
 Seller: Antonio & Heidi Gomes
 Buyer: Joseph & Czeslawa Zadzieski
 2522 Branford Avenue \$170,000
 Seller: Jaime E. Prieto & Luz M. Rojas
 Buyer: Susan Giordano
 1087 Salem Road \$165,000
 Seller: Louis & Georgia Abruzzo
 Buyer: Nahaniel & Lisa Isler
 1252 Burnett Avenue \$150,000
 Seller: Marie Petroszello
 Buyer: William Petroszello
 1620 Porter Road \$140,000
 Seller: Robert & Rose M. Milner
 Buyer: Robert & Celeste Mackiewicz
 243 Globe Ave. \$125,000
 Seller: Peter H. Fischer
 Buyer: Florencio & Leonita De Las Alas
 2965 Burns Place \$162,000
 Seller: Nicholas G. Cucinello Jr.
 Buyer: Lillian Kotatis & Irene Kotatis
 292 Indiana Street \$103,000
 Seller: Douglas & Susan Hausstein
 Buyer: Joseph & Corinn Puff
 917 Madison Avenue \$158,000
 Seller: Roque & Maria L. Kertz
 Buyer: Eric Schweikert & Collen McDonald
 223 New Jersey Avenue \$175,000
 Seller: Katherine Martino
 Buyer: Joseph & Marisa Purcell
 134 Wyoming Avenue \$58,000
 Seller: John & Carol Banell
 Buyer: Carol S. Nagy & Stephen
 2615 Audrey Terrace \$166,000
 Seller: Arthur & Carolyn Engelken
 Buyer: John & Kathleen Kryzanski
 1398 Orange Avenue \$10,000
 Seller: Ronald J. Berni
 Buyer: Timothy & Patricia Penk
 2555 Jackson Avenue \$162,000
 Seller: Josephine Calderone
 Buyer: Richard & Kim Gajewski
 1553 Everett Circle \$175,000
 Seller: Filomena & Clijo Potani
 Buyer: Jagdish C. & Indira Bhukhan
 2957 Aberdeen Road \$178,500
 Seller: Raymond & Cynthia Mattis
 Buyer: Richard A. & Marie Grassie
 201 Broadmoor Court \$145,000
 Seller: Mark S. & Sharon Malzberg
 Buyer: Peggy Lio
 634 Lillian Terrace \$152,500
 Seller: Katherine C. Garbau
 Buyer: Ivo & Silvia Ursic
 895 Louisa Street \$175,000
 Seller: Daryl & Cheryl McCallin
 Buyer: Harold E. & Joanno Wiener
 1083 Kensington Terrace \$230,000
 Seller: Marie & Karen Passione
 Buyer: Richard T. & Jeanne Massarelli
 899 Carteret Avenue \$165,000
 Seller: Josephine & Rosanne Vasilio
 Buyer: Patricia M. Betz & Peter Primmer
 984 Moessner Avenue \$165,000
 Seller: Paul & Michele Gioe
 Buyer: Nicholas & Mildred G. Zonios

1207 Robert Street \$230,000
 Seller: Robert C. & Cecilia Duda
 Buyer: Peggy Beal
 144 Parker Avenue \$211,000
 Seller: Ronald H. Mago
 Buyer: Robert & Jean Miller
 876 Salem Road \$159,200
 Seller: Michael & Mark D'Agostino
 Buyer: Pakkin & Yuk-Ching Ng
 405 Lum Ave. \$193,000
 Seller: Richard & Cynthia Rostock
 Buyer: George 'Diakides' & John Diakides
 1021 Coolidge Ave. \$199,000
 Seller: Renato & Myrna Young
 Buyer: Romeo & Charito Palencia
 (Continued on Page 21)

UNION

NEW LISTING \$155,000
 ALL BRICK RANCH on lovely tree lined street, close to center of town, schools, shopping and house of worship. Large living room w/ fireplace, formal dining room, big eat-in kitchen, two bedrooms, full bath, enclosed front and rear porches on first floor. Second floor offers full dormered finished attic measuring (41x13). All hardwood floors throughout. Gas/steam. Low Taxes. By appt. only. Realtor.

METRO REALTY 379-7360

Weichert

Affordability Plus!
 A whole new way to buy more home for less. Call now!

Union - Brick styling adds to this home. 1 BR, Dining area, near shopping and trans. Affordability Plus available. \$112,500 U1683

Union - Built equity w/this Split Level. EIK, 4 BR/2.5 Bns, Main-level Laundry, Fam Rm, Gas HWBB heat, near trans \$237,500 U1651

NEWARK - Carefree living. Impeccable upkeep, vinyl sided, MEIK, Nat'l Wdwrk, Hdwd Flrs, FDR, Patio. Affordability Plus available \$154,900 U1728

Union - Excellent condition, Alum sided, Energy efficient, MEIK, hardwood fls, w/w carpeting, patio. \$254,900 U1682

UPPER IRVINGTON - 6 Family w/2 stores, all large apartments, business & commercial district \$295,000 U1710 Union Office.

ROSELLE - Welcoming 2 Family Colonial, Alum/Brick, FDR, 7 BR/3 Bns, corner lot. \$210,000 U1716

Union - Golf-Area Custom Split, modern Alum Sided, great Family area, A/C, Fin Bsmt, 3 BR/2 Mod Bns, Fam Rm, quiet street. \$225,000 U1706

UNION OFFICE
 687-4800

Weichert Realtors *The American Dream Team*

Get acquainted luncheons

The Woodmere Lifecare Retirement Community of Lakewood is expanding its Get Acquainted luncheon program to include additional meetings in November, according to Robert Yashar, president of the Lifecare Retirement Group, a division of the Kaplan Organization, developer of Woodmere.

The services and programs offered by Woodmere were introduced to the public last month and this month in a series of luncheons across the state. The program includes an informative slide show and an in-depth discussion on what life-care offers.

(Continued on Page 21)

Degnan & Boyle

Real Estate Since 1905

UNION

WORRY FREE CONDO
 Spend free time pursuing hobbies. 2 Bedroom, 2 Bath condo at 'The Pointe'. Upgraded unit features living room with fireplace. Maidstone Unit offers easy living - plan at \$142,000. Call 353-4200.

Union/Elizabeth 353-4200

DEGNAN BOYLE

15 Offices to serve you in Essex, Morris and Union Counties.

BURGDORFF

THIS HOUSE HAS IT ALL!
 Large modern kitchen w/dining area, formal dining room, living room, family room, four bedrooms, three baths, finished basement alum/brick. A Must See in Union! Low \$200's. Maplewood Office 378-6500.

MAPLEWOOD
 1 Ricallon Square
 Maplewood, New Jersey
 378-6500

SERVING THE N.J. COUNTIES OF: BERGEN, ESSEX, HUDSON, HUNTERDON, MERCER, MIDDLESEX, MONMOUTH, MORRIS, OCEAN, SOMERSET, SUSSEX, UNION, WARREN
 IN P.A.: BUCKS, NORTHAMPTON, LEICESTER

SHOWCASE OF HOMES

Real estate transactions

Roselle

216 E. 4th Ave. \$154,000
 Seller: Robert & Victoria Wilkins
 Buyer: Barbara J. Baker
 504 W. 3rd Ave. \$115,000
 Seller: Mary A. Bloss
 Buyer: Anselmo & Hoc Reyes
 108 W. 9th Ave. \$119,000
 Seller: Peter S. & Patricia Brewster
 Buyer: John M. & Agnes Stankunas
 415 Drake Ave. \$125,000
 Seller: John & Doncella Gibson
 Buyer: Carlos E. Simmons

Springfield

287 S. Springfield Ave. \$160,000
 Seller: Miriam A. Galvin
 Buyer: Joseph Grogan
 163 Tanker Ave. \$165,000
 Seller: Edward Foster
 Buyer: John D. & Gail Kronert
 21 Avon Road \$225,000
 Seller: Springfield Park Place Co. Inc.
 Buyer: Merwin & Elaine Nelkin

Vauxhall

108 Burkley Place \$164,670
 Seller: Soc. of Housing & Urban Dev.
 Buyer: Emri Francis

Kenilworth

650 Quinton Ave. \$130,000
 Seller: Sheldon Karlin
 Buyer: Anthony & Tammy Fredely

Roselle Park

619 Laurel Ave. \$188,000
 Seller: Frank Papparatto
 Buyer: John & Kalliope Cassotis

Mountainside

1407 Orchard Road \$235,000
 Seller: Harold & Jacquelyn Cliron
 Buyer: Jerome Conlin & Robert M. Levin

MANGELS & CO. REALTORS

UNION

Definitely Not Ordinary
 If you like English Tudors then you'll love this home. Large living room with cozy fireplace and cathedral ceiling. Modern kitchen. 4 bedrooms, 3 full baths, finished basement, 3 zone heat, 2 car garage. Washington School. \$200's.

367 Chestnut St., Union, NJ 07083
688-3000

SCHLOTT REALTORS *The Extra-Effort People*

POWER HOUSE

ZERO POINTS HOMES PRICED TO SELL
 SCHLOTT REALTORS' POWER HOUSE PROGRAM - PRICED TO SELL IN NEW JERSEY, PENNSYLVANIA AND FLORIDA

More than 170 offices in New Jersey, Connecticut, Pennsylvania and Florida

PUBLIC NOTICE

UNION COUNTY BOARD OF CHOSEN FREELANDERS DATE: 1/19/89 WHEREAS, there exists a need for professional services to provide professional services to the patients at the John E. Runnels Hospital for the year 1989;

PUBLIC NOTICE

WHEREAS, Barry B. Bick, D.O., 11 Lower Overlook Road, Summit, New Jersey 07901, has agreed to provide the necessary services as outlined above in the sum of not to exceed \$20,000.00;

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The New Number for the CLASSIFIED DEPT. 763-9411

PUBLIC NOTICE

RESOLUTION NO. 71-89 OF CHOSEN FREETOLDERS DATE: 1/18/89 WHEREAS, there exists a need for professional services to provide technical consulting services to the County of Union...

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OFFICE TO LET

WESTFIELD/SCOTCH PLAINS DESK SPACE Commercial Services, Shorthand, Bookkeeping, Word Processing, List Maintenance, Direct Mail, Park 30 seconds from your desk...

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UNION BUY OR SELL CALL WHITE REALTY 688-4200 UNION, 2 family, 2 bed, 2 1/2 bath, 3 car garage, 1.5 acres...

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VACATION RENTALS

LONG BEACH ISLAND, 4 bedrooms, clean and modern furnished duplex, 1 1/2 baths, screened porch...

WESTFIELD BY OWNER

2 1/2 story, 3 bedrooms Colonial top of hill, 1 block from Washington School, large dining room, eat in kitchen...

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Open House 1/26-1/27/89 Saturday/Sunday 11am-5pm Sit-down, 4 1/2 baths, 11pm-5pm Sit-down...

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ROSSEL PARK FERNHUR REALTY BUYING OR SELLING Realty 51 W. Westfield Ave., RP

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CARPENTRY Carpantry Contractors Custom Decks at special winter prices. Basements Finished Replacement Windows Fast Service/Reliable Free Estimates/Insured Mike or John 686-3073 687-1236 (ext)	CARPETS CARL'S CARPET SERVICE Wall To Wall Certified Dupont Steammaster Scottishguard Steamcleaner Installation & Pading Included Great LOW PRICES/Great SELECTION Free Estimates Fully Insured Call CARL at (201) 688-4313	CLEANING SERVICE VETERAN JANITORIAL SERVICE • Floor Stripping • Commercial • Floor Waxing • Industrial • Carpet Cleaning • Residential Free Estimates/fully Insured Economically Priced Springfield..... 376-7287 Union..... 687-8981	CLEANING SERVICE COMPLETE CLEANING MAINTENANCE HOME - OFFICE REASONABLE RATES CALL 687-3058 24 Hours	CLEANING SERVICE ALAN MARGULIES Interior Specialists All Phases of Interior Renovation • Plaster & Sheetrock Walls & Cell- ings • Floor Installation & Repair • Ceramic Tile • Rough & Finish Carpentry • Custom Decks • Airless Spraying • Counter Tops & Lami- nation • Window-Door Installations Fully Insured Reasonable Rates South Orange Area Springfield Area 783-2420 376-2211	HOME IMPROVEMENT J.L. CAROLAN PAINTING INTERIOR & EXTERIOR Quality workmanship REASONABLE RATES FREE ESTIMATES INSURED 815-0261 688-5457
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Plymouth 3 dr. Hatchback w/Std. Incl. Man./brks., 4 spd. man. trans., vinyl buck. w/dual recline seats, 1.5 4 cyl. eng. bsw tires. Optnl. incl.: rr. wind. derost., 1 in stock. VIN. No. J038370.

LIST: \$7894
PRIDE POWER SAVINGS: \$1322
CHRYSLER REBATE: \$500
FINAL PRICE \$6072

PRIDE POWER PACKAGE PRICE: **\$6572**

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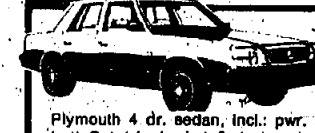
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Plymouth 3 dr. Hatchback w/Std. Incl. pwr. strng./brks., cloth low back buck. sts., 300 amp. batt. Optnl. incl.: pop. equip. pack., 3 spd. man. trans., 2.5L 4-cyl. EFI eng., int. gls., AIR. 1 in stock. VIN. No. 512124.

LIST: \$11,688
PRIDE POWER SAVINGS: \$2067
CHRYSLER REBATE: \$300
FINAL PRICE \$8715

PRIDE POWER PACKAGE PRICE: **\$9615**



**NEW 1989
RELIANT LE**

Plymouth 4 dr. sedan. Incl. pwr. strng./brks., 500 amp. batt. Optnl. incl.: cloth & vin. bench seat, 3 spd. man. trans., 2.5L 4 cyl. EFI eng., rr. wind. derost., AIR, w/w/w ad. belt, rad. tires, populer eqpt. pkg. 1 in stock. VIN. No. 448354.

LIST: \$11,443
PRIDE POWER SAVINGS: \$2070
CHRYSLER REBATE: \$300
FINAL PRICE \$9073

PRIDE POWER PACKAGE PRICE: **\$9373**



**NEW 1989
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Plymouth w/Std. Incl. pwr. strng./brks., 2.5L 4 cyl. eng., auto. 3 spd. trans. Optnl. Incl.: Value Wagon Disc. Pack., 7 Pass. Seat. Pack., 1 in Stk. VIN. No. 120278.

LIST: \$15,111
PRIDE POWER SAVINGS: \$2636
FINAL PRICE \$12,475

**NEW 1988
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Chrysler 2 dr. Liftback w/Std. Incl. pwr. strng./brks., 2.5L Turbo 4 cyl. eng., 5 spd. man. trans., tr./br. b/w/w Radiol. buck. sts. w/ 4-way adj. carp. protect. auto temp., air, AIR, 1 in stock. VIN. No. 018433.

LIST: \$21,215
PRIDE POWER SAVINGS: \$4015
CHRYSLER REBATE: \$2000
FINAL PRICE \$15,300



A SAMPLE OF OUR QUALITY USED CAR & TRUCK SELECTION

'88 SUNDANCE Plymouth 4 dr. 4 cyl. eng. pwr. strng./brks., auto. trans., 2.5L 4 cyl. EFI eng., rr. wind. derost., AIR, w/w/w ad. belt, rad. tires, populer eqpt. pkg. 1 in stock. VIN. No. 28829. \$7875	'88 GRAND FURY Plymouth 4 dr. 4 cyl. eng. pwr. strng./brks., auto. trans., 2.5L 4 cyl. EFI eng., rr. wind. derost., AIR, w/w/w ad. belt, rad. tires, populer eqpt. pkg. 1 in stock. VIN. No. 485075. \$8885	'88 NEW YORKER Lanau Chrysler 4 dr. 6 cyl. eng. pwr. strng./brks., auto. trans., 2.5L 4 cyl. EFI eng., rr. wind. derost., AIR, w/w/w ad. belt, rad. tires, populer eqpt. pkg. 1 in stock. VIN. No. 208277. \$14,388	'88 SHADOW Dodge 4 dr. 4 cyl. eng. pwr. strng./brks., auto. trans., 2.5L 4 cyl. EFI eng., rr. wind. derost., AIR, w/w/w ad. belt, rad. tires, populer eqpt. pkg. 1 in stock. VIN. No. 23085. \$7500	'84 LASER Chrysler 2 dr. 4 cyl. eng. pwr. strng./brks., auto. trans., 2.5L 4 cyl. EFI eng., rr. wind. derost., AIR, w/w/w ad. belt, rad. tires, populer eqpt. pkg. 1 in stock. VIN. No. 23085. \$2895	'88 DELTA 88 Chrysler 2 dr. 4 cyl. eng. pwr. strng./brks., auto. trans., 2.5L 4 cyl. EFI eng., rr. wind. derost., AIR, w/w/w ad. belt, rad. tires, populer eqpt. pkg. 1 in stock. VIN. No. 23085. \$5895	'88 TOWNE & COUNTRY WGN. Chrysler 4 dr. 4 cyl. eng. pwr. strng./brks., auto. trans., 2.5L 4 cyl. EFI eng., rr. wind. derost., AIR, w/w/w ad. belt, rad. tires, populer eqpt. pkg. 1 in stock. VIN. No. 23085. \$10,900	'82 LYON Mercury 4 dr. 4 cyl. eng. pwr. strng./brks., auto. trans., 2.5L 4 cyl. EFI eng., rr. wind. derost., AIR, w/w/w ad. belt, rad. tires, populer eqpt. pkg. 1 in stock. VIN. No. 23085. \$2685	'88 HORIZON Plymouth 4 dr. 4 cyl. eng. pwr. strng./brks., auto. trans., 2.5L 4 cyl. EFI eng., rr. wind. derost., AIR, w/w/w ad. belt, rad. tires, populer eqpt. pkg. 1 in stock. VIN. No. 23085. \$6385	'88 RELIANT Plymouth 4 dr. 4 cyl. eng. pwr. strng./brks., auto. trans., 2.5L 4 cyl. EFI eng., rr. wind. derost., AIR, w/w/w ad. belt, rad. tires, populer eqpt. pkg. 1 in stock. VIN. No. 23085. \$4895
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PROGRESS/1989

County Leader Newspapers
Union Leader • Springfield Leader • MountainSide Echo
Kenilworth Leader • The Spectator • Linden Leader
Thursday, January 26, 1989



First stage of Center is under construction

Elizabethtown Gas Company's new home is no longer just an idea — a stack of blueprints and diagrams void of substance. In fact, Elizabethtown's new corporate headquarters is starting to look the part.

The building is the first of three planned structures which will make up the Liberty Hall Corporate Center. The Center is part of the combined commercial/residential/museum development project currently under construction off Morris Avenue in Union.

In fact, the project has progressed so far that Building One will soon be turned over to Elizabethtown Gas as the primary tenant. The Company expects to begin moving into the new building by late summer 1989.

Pre-cast siding has been completed and most of the building's windows, none of which will open, have been installed. The sprinkler and fire protection systems are finished and duct work for the heating and air conditioning is being installed. The heating and cooling system will produce both heat and chilled water simultaneously to allow for flexible temperature control.

The building also has a large standby generator that can provide essential electricity needs in the event of a power shortage. In addition, the computer center and the telephone switching equipment will be protected by an uninterruptible power supply, UPS.

Interior fit-up, which includes installation of walls, partitions, light fixtures, carpeting and work stations, will begin in February and will be handled by Torcon, Inc. of Westfield. The interior design theme will be gray, blue-grey and rust.

To complement the color scheme, permanent interior walls for offices will be constructed only on the north and south sides of the building.

Rooms for conferences, storage and copying machines will be located in the center of each floor.

Outside, the foundation for the three level parking garage has been completed. The garage will be available to all the tenants of Building One. Additional parking for the tenants of the other two planned office buildings will be provided as those projects are completed.

The Morris Avenue entrances, one across from the Kean College gate and the other closer to Schering Plough, will be the only entrances and exits for the new building.

Springfield Eye Surgery & Laser Center

DREAM COME TRUE — The Springfield Eye, Surgery and Laser Center was dedicated on Nov. 16 at 105 Morris Ave. in Springfield. Pictured, from left, are Dr. Thomas Materna, Dr. Christine Zolli, and Dr. James Zolli.

Cornell Hall is more than custodial care

Cornell Hall Convalescent Center is a 180-bed, modern, progressive, non-profit, skilled nursing facility located at 234 Chesnut St.

Founded in 1969, Cornell Hall provides many levels of care to persons who require special attention and care due to their age or illness. While all residents experience a wide range of physical and/or cognitive impairments, all share in the need for personal care within a structured and protected environment.

The hallmark of Cornell Hall's approach has always been the personalized service it has provided. By providing varied services, the staff at the facility attempts to maximize the individual's self-esteem and independent functioning. To achieve this goal, its staff of medical, nursing, social services, therapeutic recreation, physical and speech therapy, dietary and religious professionals work together to determine a total plan that will enhance each resident's physical and emotional health. Cornell Hall is committed, therefore, to moving beyond the traditional notions of custodial care.

Staff members in every department are selected and trained based upon an ability to perform their duties with an overall attitude of

Continued on Page 27

Car insurance tops agenda

Assembly Speaker Chuck Hardwick has announced an ambitious agenda for the New Jersey General Assembly in 1989, with automobile insurance reform remaining at the top of the list.

Hardwick said the Assembly is developing legislation that would reduce car insurance rates by up to \$220 per car in New Jersey by rolling back existing surcharges imposed by the state's Joint Underwriting Association, JUA. The rollback would be accomplished by structuring settlement payments for "pain and suffering" for drivers in the JUA.

"At the same time, we will press the state senate once again to pass a Michigan-style mandatory verbal threshold. We have passed the verbal threshold four times in the Assembly during the past three years, only to see our efforts thwarted in the senate by the powerful trial attorney lobby," Hardwick added.

Near the top of the Assembly agenda for this year will be legislation to help preserve New Jersey's open spaces. Hardwick has sponsored legislation with Assemblywoman Maureen Ogden, R-Millburn, to place before the voters a \$500 million "Super Open Spaces Bond Issue" to help communities protect open lands.

Hardwick has sponsored legislation giving communities broad new powers to help preserve open spaces, while protecting the property rights of developers and landowners.

Legislation introduced by Hardwick and Assembly Majority Leader Chuck Hayden to provide property tax relief to New Jersey homeowners has already passed the Assembly Appropriations Committee with bipartisan support.

"The Property Tax Aid Reform Act" would create a permanent source of state funding for New Jersey's 567 municipalities by setting aside monies collected by the state from the Gross Receipts and Franchise Tax.

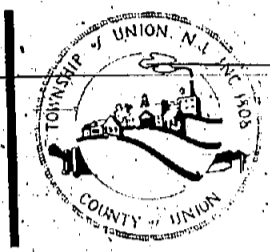
Hardwick will be pushing for Assembly action on the Senior Security Plan designed to help New Jersey's senior citizens have a more comfortable and secure future.

The plan would make more seniors eligible for prescription drug assistance and help older couples secure affordable nursing home care. A Hardwick proposal to prohibit foreclosures on seniors who are unable to meet rising property tax demands is also being looked at.

Finally, Hardwick has directed the Assembly Judiciary Committee to conduct a review of the state's death penalty statute in light of recent decisions by the New Jersey Supreme Court overturning death sentences for seven convicted murderers.

"A death penalty that is never used fails to serve as a deterrent," Hardwick stated.

PARTNERS IN PROGRESS SINCE 1923



"UNION'S HOMETOWN BANK SINCE 1923"

Condensed Balance Sheet

December 31, 1988

ASSETS	
Cash and Due from Banks	\$15,060,209
Investment Securities	98,557,973
Loans (Net of Reserve for Possible Loan Loss & Unearned Discounts)	63,230,396
Bank Premises & Equipment	1,722,578
Other Assets	3,876,978
TOTAL	\$182,448,134
LIABILITIES AND SHAREHOLDERS' EQUITY	
Deposits	\$160,765,888
Federal Funds Purchased and Securities Sold Under Repurchase Agreements	5,155,000
Other Liabilities	1,869,094
Total Liabilities	167,789,982
Common Stock	2,000,000
Surplus	3,487,120
Undivided Profits	9,162,032
Total Shareholders' Equity	14,659,152
TOTAL	\$182,448,134

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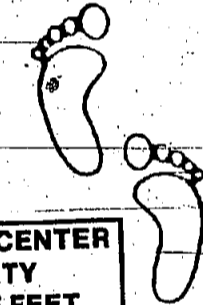
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HARMONIA SAVINGS BANK

A TRADITION OF EXCELLENCE

Statement of Condition

December 31, 1988

ASSETS		
Cash on Hand and in Banks		\$ 12,146,508
Bank Certificates of Deposit and Commercial Paper		78,756,936
Funds Sold		600,000
Securities:		
U.S. Government	\$ 10,717,499	
U.S. Government Agency	2,237,623	
G.N.M.A. Guaranteed Certificates	35,287,740	
Other Bonds	117,527,379	
Stocks	42,875	
Total Securities		165,813,116
Mortgage Loans:		
Conventional	236,049,899	
F.H.A. Insured	10,564,120	
V.A. Guaranteed	10,584,626	
Total Mortgages		257,598,645
Investments in and Advances to Joint Ventures		9,659,782
Collateral, Educational and Other Loans		80,602,308
Banking Premises and Equipment		7,538,306
Other Assets		6,630,329
TOTAL ASSETS		\$619,345,930
LIABILITIES		
Due Depositors		\$569,125,144
Funds Held in Escrow		3,613,785
Other Liabilities		2,958,826
Total Liabilities		575,697,755
Surplus and Reserves		43,648,175
TOTAL LIABILITIES, SURPLUS AND RESERVES		\$619,345,930

Outstanding Standby Letters of Credit Total \$309,653

Statement of Income

Income	\$ 53,452,932
Expenses	12,659,801
Dividends Paid to Depositors	33,740,733
Income Before Taxes	7,052,398
Taxes	2,499,800
NET INCOME	\$ 4,552,598

Founded 1851.

HARMONIA SAVINGS BANK

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Phone: (201) 289-0800

Administrative Office: 1700 Galloping Hill Rd., Kenilworth • 241-8400
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Banquet facilities featured

The Clark Ramada Hotel, located off Garden State Parkway Exit 135 and only minutes from New York City, Newark Airport, and close to New Jersey major tourist attractions, offers outstanding banquet facilities.

Groups from 20 to 400 can take advantage of banquet packages specially designed to meet every need. Banquet managers specialize in corporate luncheons, brunches and weddings. Nine newly remodeled meeting rooms for corporate and private functions are available, equipped with microphones, lecterns and easels at no extra charge.

Audiovisual equipment can also be supplied.

The Clark Ramada also offers elegant dining in a relaxed, comfortable atmosphere in the Continental Restaurant. The varied menu features continental dishes equal to any served in the finest restaurants in the United States and abroad.

Sunday Brunch has achieved a reputation for sumptuous dining. The Continental Lounge features a great new sound system that highlights the nightly entertainment and the Lobby Lounge provides room for quiet relaxation.

Realty Corner adds to staff, office

Growth was the key word for Realty Corner in 1988. The office and sales force have both been expanded.

"We have doubled our space, adding new sales desks, a private conference room and an executive office suite," says Freddy Dempsey, president.

Freddy and Sheri Redeker, Realty Corner's sales manager, are the daughters of Anne Sylvester, the founder of this 36-year-old family-owned-and-operated business. Anne Sylvester's Realty Corner started in 1953 in a small cape cod at the corner of Morris Avenue and Crescent Place in Springfield. Since that time, the building has been gradually expanded to house over fifteen sales professionals and staff.

Anne Sylvester began Realty Corner by placing her highest priority on professionalism and meeting her clients' personal needs; and both Freddy and Sheri take great pride in carrying on

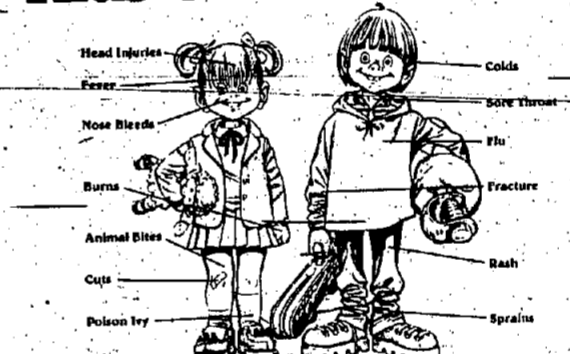
that tradition. They are proud that much of Realty Corner's business is based on referrals and loyal clients.

Realty Corner sales have kept up an even pace in 1988. Freddy states, "88 was a good year, and '89 will be even better. Interest rates are steady and with the variety of homes to choose from, it's truly a buyer's market!"

Labor 'firsts' in America

In 1850, the American League of Colored Laborers of New York City became the first organization of black workers, according to "Labor Firsts in America," a U.S. Labor Department publication.

Kids Will Be Kids...

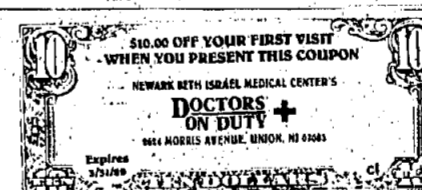


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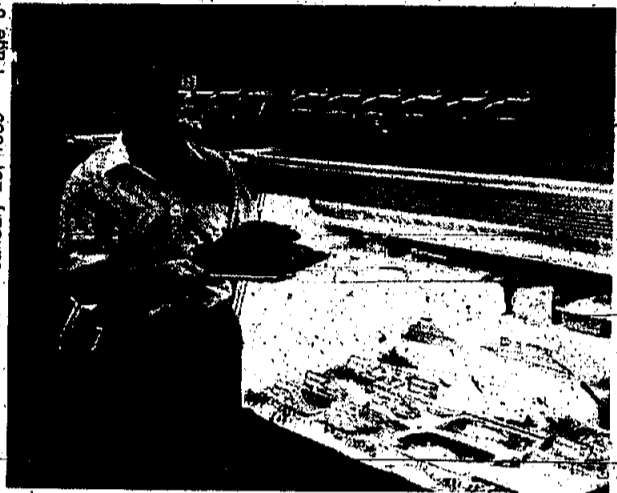
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GREETING CUSTOMERS with samples of the Deli King's offerings is part of owner Eddie Levy's chores.

Royal treatment at deli

"It's proven to be a very successful year," states Eddie Levy enthusiastically, speaking about the completion of his first year as the owner of Deli King of Linden, located at 628 West St. George Ave., Linden.

"The customers are back again like in the old days," Eddie reports happily. "I believe this is due to my 25 years of expertise in the food business and the quality of the food and service I provide."

In fact, with Eddie in charge, the deli restaurant has been so successful that Eddie is expanding his catering business and will deliver free to temples and corporate offices as well as homes all over the state.

"We will guarantee our catering service," states Eddie, "and provide satisfaction to all our customers and do whatever it takes to please them."

On Election Day in November, Deli King of Linden was the center of media attraction as Senator Frank Lautenberg stopped in to have a bowl of soup and a pastrami sandwich.

Deli King of Linden continues to offer complete dinner specials which include appetizer, soup, entree, two side dishes, dessert and beverage. Monday through Friday at prices ranging from \$7.95 to \$9.95.



DELI-KING
of Linden

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Our famous dinner specials are better than ever. Come in and enjoy our famous dinner specials. Monday through Friday (except Holidays) 3:30 p.m.-7:30 p.m. Dinner includes: choice of appetizer, soup, entree, two side dishes, dessert and beverage. Prices are \$7.95, \$8.95 & \$9.95. (Over 35 entrees to choose from). DELI KING OF LINDEN is always happy to serve you.

Tips on controlling arthritis

If you have arthritis, you already know how physically limiting, painful and frustrating it can be. Even so, you may have more control over your arthritis than you think.

According to Jodi Grant, senior physical therapist at Kessler Institute for Rehabilitation in Union, exercise can play a vital role in controlling arthritis.

"The benefit of a regular exercise program is that it allows you to keep your joints flexible and to improve your muscle strength and conditioning," she said.

Grant added, however, that certain guidelines should always be followed before exercising. Some tips she offers from the New Jersey Chapter of the Arthritis Foundation include the following:

□ Schedule sessions for the times of the day when you gen-

erally have the least pain and stiffness and when you are not tired.

□ Prepare for exercises by using massage and/or heat or cold applications, such as a warm bath or application of a cold pack to a specific joint. A physical therapist can give you suggestions for these kinds of methods.

□ Be sure to "warm-up" prior to exercise — for example, do gentle stretches.

□ Begin doing each exercise a few times and gradually increase the number of times (repetitions) you do each one. Gradual increases may take several weeks or even months. Should significant change occur in what you can do, contact your doctor and/or physical therapist for guidance.

□ Avoid vigorous exercise of a hot, inflamed joint. Move the

joint gently through its range of motion only.

□ Perform your exercises with a slow, steady rhythm. Give your muscles time to relax between each repetition. Do not bounce.

□ A good general rule is, if it hurts — stop. Arthritic joints should not be pushed beyond the point of pain without supervision by a specially trained therapist.

□ Listen to your body: it will tell you if you are doing too much or not enough.

Grant added that exercises performed in a warm water swimming pool, in particular, help to relax muscles and increase the flexibility of joints.

Anyone who would like to find out more about Kessler's outpatient rehabilitation programs for arthritis should contact Jodi Grant at 851-0800.

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UCEDC loans aid business

During 1988, loans totaling \$65,000 were approved for four Union County businesses from the Union County Economic Development's revolving loan fund.

According to Maureen Tinen, president of the not-for-profit corporation, a total of six loans were made to local businesses for such purposes as machinery and equipment purchase and/or building renovations.

Ken Marchi, chairman of the board of trustees, said that he is pleased to see the corporation fulfilling its goal of aiding businesses. "Because the Union County Economic Development Corporation is the County clearinghouse for the financing needs of growing Union County businesses, it is able to arrange loan packages from federal and state sources or to make direct loans from its own revolving loan fund," Marchi explained. Many of the loans are offered at rates or terms more attractive than those of conventional lenders.

APECA Company Inc. of Plainfield, a computer sales and consulting firm owned by James and Carol Branch, will use its \$20,000 loan for building renovations and computer equipment.

Risa Enterprises is a start-up restaurant operation located in the downtown shopping district of Plainfield. Its specialty is soul and sea food. The \$10,000 loan will be used for a new heating and air-conditioning system.

Geoffrey and Phyllis Griffin, the principals of Risa's, are also the owners of Porterhouse Cleaning and Maintenance Service Co., which has been in operation since 1973. Their new restaurant will create six new jobs with more to follow as the business grows.

Drew's Chicago Style Barbecue, owned by Andrew and Linda Haze, is a take-out restaurant in Plainfield, specializing in barbecued pork, beef, chicken and fish. The \$15,000 loan will be used to purchase cooking equipment and to make interior and exterior renovations to the West Front Street eatery.

The fourth loan of \$20,000 is to PC Pros, a Union-based firm offering word-processing, desk-top publishing and other computer-related services. They also provide computer training, systems design and work-flow analysis. The loan will be used to purchase new equipment and office furniture for the company's new and larger offices.

PC Pros is owned and operated by Avis Yates who has been in business since 1985. Further information about the Union County Economic Development Corporation's programs is available by calling 527-1166.

Stamps on sale

The U.S. Postal Service, Newark Field Division, has announced that a cooperative agreement had been reached with United Counties Bancorporation and its primary subsidiary, United Counties Trust Company of Cranford, to sell at face value, \$5 books and coils of 100 25-cent postage stamps at teller counters throughout its branch system.

United Counties Trust Company is the first bank in the country to participate in the Postal Service's "Stamps-By-Consignment" Program. New Jersey residents now will be able to purchase postage stamps at United Counties' 33 branches in Union, Monmouth, Somerset and Morris counties.

Power Lunches Begin at

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Hot and Cold Express Lunch Buffet
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As the largest independent authorized IBM dealer in the New York metropolitan area, Data Systems Computer Centre in Springfield is a full-service dealer for clients along the New England-Washington corridor. Since its inception in 1969, Data Systems has been providing Fortune 1000 companies, merging midsize companies and small businesses with computer technology that emphasizes "total solutions from a single source."

The company's primary business is selling, servicing and providing computers, including the IBM Personal System/2 family of computers, the complete line of Compaq portable and desktops, Apple Computer products, multiuser solutions from Coniel, networking hardware and software, and a broad range of peripherals from Hewlett-Packard and other major manufacturers.

And as its clients' technology requirements become more complex and interdependent, Data Systems is equipped to link them together with a local area network. LANs allow personal computers to communicate with each other, with the corporate mainframe or mini, as well as with outside information sources. The company offers total network solutions that

allow computers to share information, hard disks, CD-ROMS, tape backup systems and optical disks, as well as plotters, printers and modems.

Data Systems will research and assess a company's business requirements before recommending any type of hardware or software. Authorized to install and maintain network products from IBM, Novell, 3Com and Banyan, Data Systems will only recommend network systems that adhere to current mainstream standards, as well as future products, as they evolve.

As a full-service dealer, Data Systems Computer Centre also offers training, on-site warranty, consulting services, maintenance contracts and a support hotline.

Because Data Systems realizes the importance of customer services such as training and maintenance, three out of every four employees are responsible for support services. Data Systems attributes its rapid growth as a privately held company to its dedication to customer service and satisfaction.

The training services offered by Data Systems are based on the premise that the most effective implementation of these systems in the office includes a strong end-user training program. Its training staff can provide either a complete training

program or act as a supplement for in-house training programs. All courses are taught by professional instructors who have experience in both computer education and end-user training. Training is offered both day and evening either on-site or at the company's offices.

Maintenance and support of the computer systems are handled by a variety of service agreements offered by Data Systems, which has built its business and reputation on same-day service.

Unlike some third-party service organizations, Data Systems is authorized to perform warranty service for major manufacturers, including: IBM, Compaq, Hewlett-Packard, Apple, 3Com and Novell, and more. As an authorized service organization, Data Systems provides manufacturers' replacement parts that satisfy the warranty requirements of the major manufacturers.

All of its local field offices are equipped with spare parts kits and 24-hour availability through its Parts Source System, a multimillion-dollar spare parts inventory system that ensures complete availability of parts on a continuing basis. In addition, a mobile parts van is on the road daily to respond to any emergent needs.

Data Systems also maintains total product support, receiving up-to-the-minute product updates, as well as training and parts to ensure the proper support of its clients' systems. Because it is an authorized service organization, these updates come directly from the manufacturers to Data Systems.

Also, as part of the service agreement, Data Systems keeps a comprehensive profile of the client's systems in its Central Call Dispatching Center, making it possible to track installation dates, equipment add-ons, maintenance schedules, check-ups, repairs and more.

Thus, from supplying hardware, software and peripherals to training, servicing and maintaining the systems, Data Systems offers its clients "total solutions from a single source."

Corporate Headquarters: Data Systems Computer Centre, 35 Fadem Road, Springfield, N.J. 07081, 201-467-2300.

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Corporate Headquarters: Data Systems Computer Centre, 35 Fadem Road, Springfield, N.J. 07081, 201-467-2300.



Data Systems' service center is authorized to perform warranty service for major manufacturers.

Relax at the Eye Center

Many business people now opt to have cataract and laser surgery performed at a private outpatient setting. "Busy executives appreciate the convenience and flexible scheduling available at a private facility," according to Dr. Jordan D. Burke and Dr. Eric Gurwin, who developed the Eye-Surgi Center at the Suburban Eye Institute in Berkeley Heights.

"Our modern facility provides a relaxed atmosphere for both patients and their families, with less waiting time and interference with normal activities. A most distinct advantage of surgery at the Surgi-Center is that the operating team remains constant and specialized in cataract implant surgery, whereas hospitals typically supply nurses who are not adequately trained in ophthalmic procedures and the staff rotates frequently.

According to Dr. Burke, an important advantage to having a consistent staff is that they are specially trained in the use and maintenance of the Surgi-Center's utilize state-of-the-art equipment that requires careful operation and monitoring.

Having completed a fellowship in medical-retinal diseases, Dr. Gurwin makes ample use of Suburban Eye Institute's Fundus camera, Argon-laser with which fluorescein angiography and laser treatments are performed. The OR is equipped with a Zeiss microscope and site machine for planned extracapsular cataract implant.

All cataract implant surgery at the

Eye-Surgi-Center is performed by the two physicians. The Surgi-Center operating team is an experienced group of medical professionals including a board certified anesthesiologist, registered nurses, and certified ophthalmic technicians.

The spacious operating theater and adjoining recovery room cater to the cataract patient. In this anxiety-free setting, the caring Eye-Surgi-Center staff attends to the patient's medical and emotional needs in an environment designed to allay pre- and post-operative anxieties.

After studying the patient's medical history and current available data, the anesthesiologist meets with the patient to determine the type and level of sedation required for surgery. The anesthesiologist makes a case-by-case consideration after consultation with the surgeon.

Because of the relaxed setting at the Surgi-Center, patients can chat with staff and fellow patients before and after surgery. In many instances, a recovery patient will provide emotional support to the next scheduled cataract patient. The friendly, warm environment reassures patients and eases their fears.

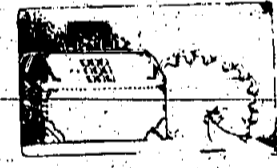
Dr. Burke and Gurwin and members of the operating team also interact informally with patients during the pre- and post-operative periods. This is in sharp contrast to the typically detached interactions experienced by hospital patients.

Local merchants need your support

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ELIZABETH GENERAL MEDICAL CENTER'S NEED-A-PHYSICIAN referral service is a name you can trust for health care and caring. Just one call will give you the name of a qualified private physician who can meet your specific health care needs.



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Arthritis

Do you have it?

Do you suffer from exceptional stiffness or pain in the joints, especially the hands, the hips, or the shoulders? Is it becoming increasingly difficult to perform simple, everyday tasks like signing a check or opening a jar?

How Kessler can help.

The Kessler Institute, widely respected for its treatment of the disabled, now brings its expertise to the management of arthritis. On an outpatient basis. At a convenient location close to your home.

Call us for an appointment.

If you would like more information, or would like to schedule an appointment with a Kessler physician—a specialist in physical medicine—call us at (201) 851-0800.

What can be done?

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Borough of Roselle Park

IN THE COUNTY OF UNION

Although the Borough of Roselle Park is officially 87 years old, its history can be traced back to the 1700's when Samuel Williams settled with his family near what is now East Westfield Avenue. The spirit of the Revolution also touched the lives of its early settlers. A monument at Colonial Road and Galloping Hill is a lasting reminder of the colonial soldiers who gave their lives for freedom.

From the time of its inception as a Borough in 1901, Roselle Park has remained a small suburban town. A great number of families residing here can boast of their heritage having roots in Roselle Park.

The Borough is proud that in 1901 Guglielmo Marconi made his first successful transmission of a wireless signal across the Atlantic. Eddie Cantor made his radio debut at the Marconi plant which is presently known as the Romerovski Plant.

Inasmuch as Roselle Park has little commercial and industrial establishments it has a vantage point of having excellent facilities for commuting. It has easy access to New York and points west - the Garden State Parkway and Route 28 run through Roselle Park and train and bus service to New York is also available.

The Borough can boast of an excellent school system one of the reasons it has no problems retaining its residents. Almost half of our homeowners are senior citizens who still maintain their residences. Roselle Park is proud of being a family town in the midst of a metropolis.

MAYOR HELEN RYAN

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As his 3 sons grew older they joined the family business and helped it grow to one of N.J.'s largest. All went well until World War II when business conditions forced them to close. At this point "Pop" Samuels retired.

The 3 boys reopened the business in 1948 and in 1951 added a new car showroom and automotive service facility. As the business kept growing an auto body and painting facility (the largest in Union) was added in 1952. The Samuels boys became the largest Studebaker-Packard Sales & Service showroom on the Eastern seaboard. When Studebaker ceased production in 1964 the boys continued their service and body shop business.

In 1968 a complete turn-around was accomplished when, in addition to their service and body shop business, they converted their auto showroom into the present "Buy Wise Auto Parts".

Martin and Lydia Samuels completed the construction of thousands of additional square feet which made Samuels, Inc. Auto Parts Warehouse the largest in the state. They buy direct from 123 manufacturers, with all the name brand products on hand such as: AC-Delco, Purolator, TRW, Federal Mogul, Everco McCord, Turtle Wax, SK Tools, Etc., Etc. Buy Wise Auto Parts was the 1st to sell wholesale to the public.

The firm is presently run by Ervin Samuels with the able affiliation of Robert Samuels, & Matt Plano and assisted by Jr. Stafford, Junkie Lawler, Ronnie Jakubovitz, James Fasala, Romaine Smith, Wayne Johnson, Ron McDuffie, Darroo Ware, and Randall Wilson who have matured with the constant growth of the firm and are a part of the great future that has made Buy Wise Auto Parts known by the phrase "If it's automotive... most likely we have it." Five acres of facilities to serve you with 30 employees.

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St. E's offers post-heart transplant treatment

A St. Elizabeth Hospital cardiologist is performing special post-heart transplant treatments known as endomyocardial biopsies on recovering patients from Columbia-Presbyterian Medical Center in New York, the only doctor working in conjunction with Columbia-Presbyterian in New Jersey.

Dr. R.M. Watson joined St. Elizabeth Hospital as director of Interventional Cardiology and chief of the Cardiac Catheteriza-

tion Laboratory in June, coming from Columbia-Presbyterian where she had served as an attending physician, Cardiovascular Laboratory, since 1984.

"Part of her responsibility at Columbia-Presbyterian included endomyocardial biopsies on heart transplant patients, follow-up evaluation of the heart muscle in the transplant heart to determine the success rate of the transplant," explained Nancy Berger, R.N., assistant admini-

strator of Ancillary Services at St. Elizabeth, who oversees the hospital's Heart Center services.

"Now that she is here at St. Elizabeth, Dr. Watson is performing similar biopsies on Columbia-Presbyterian's recovering New Jersey patients."

The biopsy patient is awake during this procedure, while the physician snips samples of the heart muscle from different sections of the heart for later microscope study.

"We offer a very centralized location for these patients to come and have these procedures done," Berger said. "And with Dr. Watson performing the procedures, these patients know they are receiving the same high standard of treatment they were used to — comparable to Columbia."

Each patient is monitored throughout the biopsy procedure with a registered nurse and a cardiac fellow in attendance, in addition to Dr. Watson.

Following the removal of the catheter and forcep, and the application of a gauze pad on the neck, the patient sits for awhile with a family member or relative, is discharged and goes home.

Since most of the patients have already had their first biopsy done at Columbia-Presbyterian Medical Center, they're used to the whole procedure, which has become routine for them, Berger said.

"Being the only cardiac diagnostic center in the Eastern Union County area, and with Dr. Watson on staff here, it became a unique opportunity for us to service these patients and to also coordinate our efforts with such a prestigious program as Columbia's," she said of the St. Elizabeth program.

Consultant offers life, career planning

Vocational Occupational Consultants is a comprehensive career and life planning service. Dr. David Stein, a diplomate of the American Board of Vocational Experts, founded Vocational Occupational Consultants in May of 1984, with the goal of helping people plan their lives and careers efficiently and effectively. Since then, the organization has tripled in size and volume, offering services to individuals, corporations, attorneys, and government agencies.

A diagnostic vocational testing evaluation is conducted for those wishing to acquire an in-depth understanding of how their interests, aptitudes, training, temperaments, intelligence, values and skills related to jobs,

earnings, advancement and potentials. Testing is administered and interpreted by a professional staff.

Labor Market Surveys are conducted at the local level to analyze current and future labor market opportunities, wages and compensation, demands, and trends. Reports are based on actual employer interviews, conferences with labor analysts, and the latest database resources available. These help determine the long-range suitability of individual goals.

JOB PAL, Placement Assistance Lab, is a program that is professionally designed and directed toward job-seeking

skills and assistance. The program involves job-seeking, enhancement and promotional strategies. Emphasis is placed on career-building techniques for lifelong earnings and job satisfaction. The individual builds a personal resource folder as a guide-to future self-directed job campaigns.

Vocational Occupational Consultants offers many other services directed toward your individual needs. So, if you're planning a career change, job change, or just want to better understand and appreciate your own qualifications and abilities and how they fit into the work world, Vocational Occupational Consultants can help.

"The patient does not feel any discomfort," Berger stressed, "and within 45 minutes the procedure is completed."

"There's a little pressure, but there's no pain," said Brenda Davis, 31, of Irvington, following a recent procedure at St. Elizabeth Hospital. Davis received an emergency transplant April 18 at Columbia-Presbyterian.

"Her heart experienced a dilated cardiomyopathy, which means the heart doesn't work well, probably from a viral infection," Dr. Watson said.

Davis, who buses in from Irvington for the procedure, is one of the New Jersey residents who benefit from the new program at St. Elizabeth.



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Rahway Hospital now more modern

Rahway Hospital begins the year with expanded and modernized facilities resulting in an all-new environment for the wide range of healthcare services it now provides. The hospital has added two new wings, an incinerator and a power plant in addition to the total renovation of the central hospital. Parking facilities were also expanded and the entire campus-like setting has been landscaped.

The addition of the East Wing allowed for the expansion of the radiology department, laboratory and financial resources center as well as the construction of an all-new data processing center. The four story West Wing provides completely new facilities for the state-of-the-art Joseph S. Mark Surgical Suite, which includes the recovery room and same day surgery services, the Pharmacy, Central Sterile Supply, the Medical and Concomitant Care Units and an extensive Rehabilitation Department.

Ambulatory services were also expanded as a result of the construction of the West Wing. These services will have a significant impact and enable the hospital to triage emergency cases as to the severity of the illness or injury. Life threatening conditions are seen in the Emergency Center itself, while less serious ailments are treated in the Ambulatory Services Department resulting in reduced waiting time for services.

The heating and cooling systems of the modern Power Plant, which is located in its own building as a result of the construction, are now under the control of an advanced computer system. The three emergency generators, all of which run on natural gas, are also located in the power plant. In near proximity to the Power Plant is the hospital incinerator which burns

virtually all hospital refuse at a temperature of 1800 degrees.

Last year, renovations to the central hospital were completed. Especially worth noting are the changes that have taken place in the Maternity Services and Rehabilitation departments. The Alternate Birthing Center, or ABC, is unique in the area and offers families the option to share in the birth experience in one of three hotel-like suites which offer such amenities as a lounge, kitchen, full bathroom and birthing room in which a cradle awaits the new baby. Siblings are welcome in this very special unit.

The home-like decor reflects the family-centered philosophy of the ABC and includes such upscale decor as a selection of Impressionist poster prints featuring mothers and their children, a rocking chair, designer bedspreads and draperies and a birthing bed that converts to a birthing chair.

Labor, delivery, recovery and postpartum care all take place within the comfort and privacy of the contemporary suites and in close proximity to medical resources if they become necessary.

Rahway Hospital's Rehabilitation Department also features a very progressive program as a result of the expansion and modernization program. The Healthy Heart Center, which opened in September, has been established for the prevention of cardiac disease and the rehabilitation of those who have incurred a heart attack. The Center serves its patients through an individualized program planned by an interdisciplinary team including a medical director, nurses, dietitians, pharmacists, physical and occupational therapists and psychiatric nurse clinicians. The program emphasizes the control of cardiovascular disease through the identification and alleviation of risk factors.

Howard Savings puts service at top of list

"Providing excellent customer service is always an important part of the way we do business, and 1988 was an especially innovative and productive 'Customer Service Year' at the Howard Savings Bank," said Donald F. McCormick, chairman and chief executive officer of the \$4.9 billion New Jersey-based financial services company.

"We introduced new products, established important new programs for college-bound students, opened three new branches and relocated another to a new building, installed an advanced, electronic banking system to increase branch efficiency, and conducted informative forums and seminars...all to better serve our growing number of retail and corporate customers throughout the state," McCormick reported.

The Howard's network of 73 branch offices include five in Union County, located in Clark, Springfield, Summit and two in Union Township.

(Continued on Page 17)

ONE OF THE BEST

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STATEMENT OF CONDITION • December 31, 1988

ASSETS		SAVINGS, LIABILITIES and RETAINED EARNINGS	
First Mortgage Loans	\$715,769,662.	Members' Savings	\$722,312,444.
Mortgage Backed Securities	28,016,614.	Loans in Process	11,204,455.
Account Loans	2,009,568.	Taxes & Insurance Paid in Advance	3,683,146.
Consumer Loans	3,892,023.	Accrued Dividends and Other Liabilities	4,604,916.
Other Loans	1,335,496.	Borrowed Money	9,000,000.
Office Buildings — Net	3,227,412.	Deferred Income	6,329,170.
Furniture & Fixtures — Net	1,333,333.	Specific Reserves	1,564,064.
Prepaid Expenses	467,134.	Retained Earnings	63,015,601.
Accrued Interest Investments	334,746.	TOTAL SAVINGS LIABILITIES and RETAINED EARNINGS	\$821,713,826.
Federal Home Loan Bank Stock	8,232,900.		
U.S. Government Obligations	6,126,367.		
Other Investments	11,049,022.		
Federal Funds	17,400,000.		
Cash on Hand and in Banks	14,603,856.		
Other Assets	8,615,973.		
TOTAL ASSETS	\$821,713,826.		

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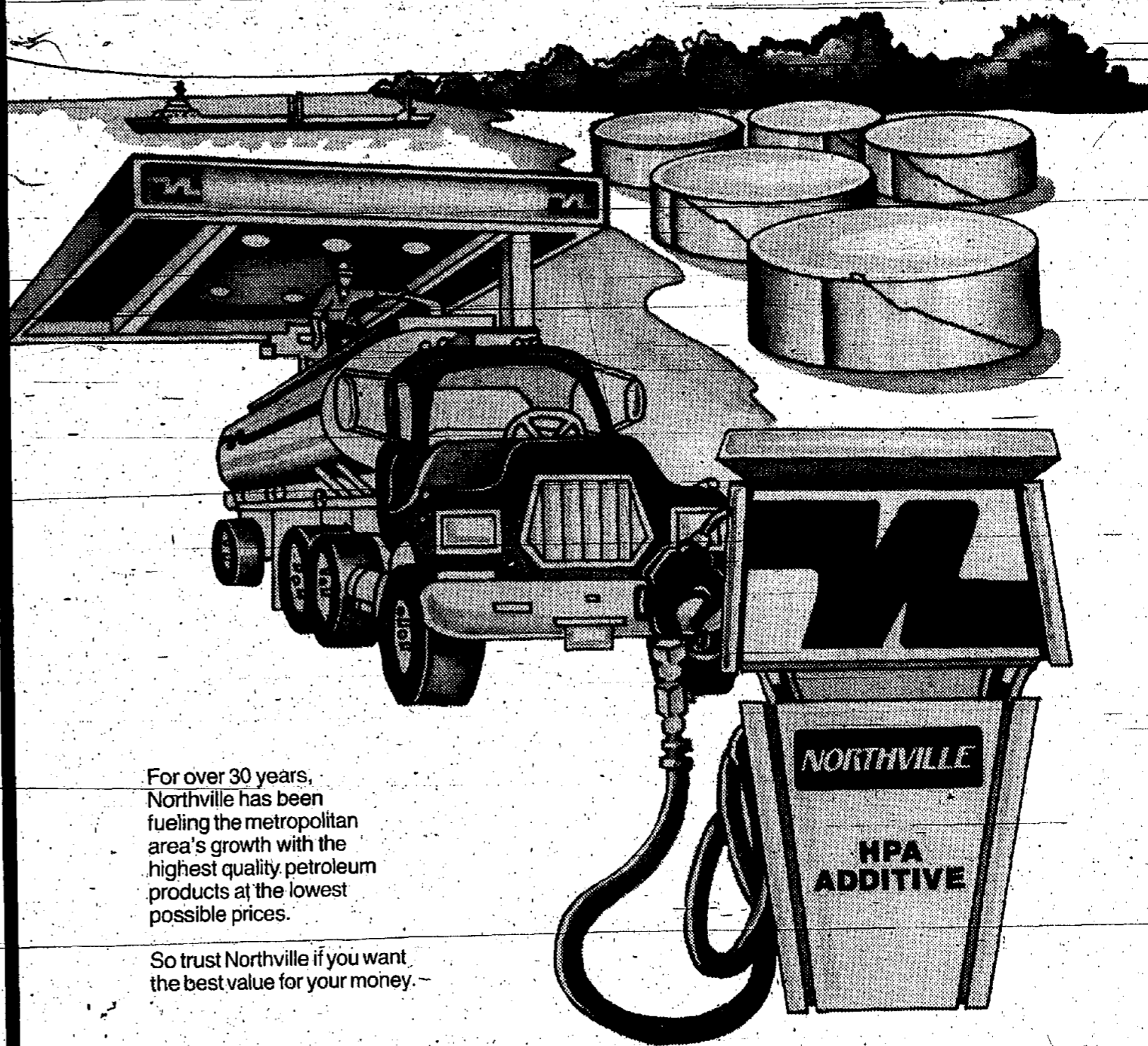
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New outpatient service offered at Fair Oaks

Living at home and keeping up with school work while recovering from chemical dependency are all possible through intensive daytime treatment in a new eight-week outpatient program for adolescents.

The Outpatient Recovery Center (ORC) of Fair Oaks Hospital has established a unique therapeutic service combining treatment and family support with the adolescent patient maintaining normal academic progress through a specially accredited school program.

The new program, located at the ORC facility in the Bergen Medical Center building, 1 West Ridgewood Ave., Paramus, allows for a full course of treatment that is similar to that received in a residential treatment center. Adolescents participate in the program from 9 a.m.-4 p.m., Monday through Friday, and their parents meet in twice-weekly, multi-family therapy sessions to discuss issues that affect the whole family.

Adolescent participants can keep up with their schoolwork during treatment through a state-certified program at The ORC. Credits then can be transferred to their home school district. After completing the primary phase of treatment, patients progress into aftercare which is conveniently scheduled during after school hours.

The new program fills a major treatment void in New Jersey and—at the same time offers an attractive alternative for families with adolescents-in-trouble.

says ORC Executive Director Richard Jensen. "Hundreds of Northern New Jersey adolescents, suffering from drug and alcohol problems have been sent to distant, out-of-state rehabs far from their homes and, most importantly, their families. We are certain that with this intensive treatment program, and its strong family component, many teenagers can get well while living at home."

"The program philosophy," says ORC Clinical Director Dr. David Numan, "rests on the assumption that a sound recovery program must be grounded in the 12 steps of Alcoholics Anonymous. The program utilizes the combined skills of certified alcoholism counselors, master-level family therapists, psychologists and psychiatrists. Each new participant is evaluated by an ORC medical team prior to admission."

"The comprehensive approach allows the treatment program to address the broad range of problems that typically arise with chemical dependency," says Numan. "We are fortunate to have assembled an excellent staff and together we can evaluate and treat the wide range of problems that come with adolescent substance abuse."

The new program is also available to central New Jersey residents. Daily van services from the Summit-area to Paramus enables adolescents from these areas to attend the day program, and then continue their aftercare at the Summit location.

(Continued on Page 20)

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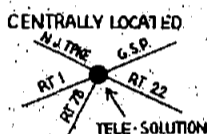
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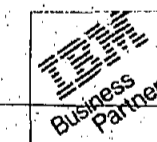
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Tips on selecting a healthcare company

By ROBERT A. CLEMENTE

When selecting a managed healthcare company, employers should look for an organization that effectively oversees the "Triangle of Interaction" — that is, the relationship between providers, employers, and insurers. A managed care organization that develops and offers a diversified group of managed care products will only be successful for the employer group if the triangle is facilitated efficiently. Astute control of this process greatly enhances the services provided by the managed care company to self-funded corporations and union trusts.

The triangle, eternally wed to three-sided love affairs, finds new meaning in the managed healthcare arena as employers, insurers and providers romance one another in a seemingly endless struggle for dominance.

Today, the managed care executive, the designated facilitator of this "Triangle of Interaction," plays an increasingly important role in determining the success of the managed care program. It is clearly up to these health plan administrators to coordinate the interests of each entity, managing the conflicting interest and needs of each party and making it possible to create a win-win-win situation for all.

Managed care executives, functioning in a DRG environment coupled with the problems of less penetration by all prepaid healthcare plans, are forced to look at the market from a different perspective. It is obvious that the market wants the benefits of HMO capabilities, without losing total control. By unbundling the managed care systems, a plan can position itself as the "experts" in managed care, utilizing the same programs as the HMO without the restrictions and demands of HMO participation.

In this time of turmoil and healthcare and rising healthcare costs, it is clear that managed care rather than HMO or traditional indemnity plans is the future of healthcare delivery. There is also a significant number of self-insured companies and union trusts who are searching for a way to contain escalating healthcare costs. At the same time, there is a strong emphasis on quality to assure that cost containment does not erode quality of care.

Proven systems have demonstrated that these elements are not mutually exclusive and in the true sense of the word, managed care can actually improve healthcare quality. This is solely dependent upon the effective coordination of the triangle and the development of a partnership between the employer, provider and insurer interplay of all three points of the triangle to achieve quality, cost-effective healthcare for the

consumer. It is the responsibility of the managed care executive to insist on equal input and equal responsibility amongst the parties or a plan will find itself among the growing number that are losing money or operating inefficiently.

Structuring Managed Care

Managed care is the development and implementation of programs and contracts which facilitate control of healthcare services and costs. A good program should include systems which are able to interrupt the delivery of services long enough for professional staff to complete an evaluation which will assure that the requested service is not only medically necessary but also being provided at the appropriate level of care. Effective development and management of provider networks is the key to success and an important part of strategic planning with regards to contracting for all healthcare services.

Managed care programs should include a combination of the following services:

1. Pre-certification program for all inpatient admissions
2. Concurrent Review Programs
3. Second Surgical Opinion Programs
4. Quality Assurance/Peer Review
5. Emergency Room Triage Programs
6. Admission Avoidance Programs
7. Bill Review/DRG Reconciliation
8. Medical Office Review

Once the services and objectives have been defined, effective contracting with physicians, hospitals, outpatient facilities and ancillary providers poses a challenge worth pursuing. Physician cooperation can significantly improve a plan's chances for success and every effort should be taken to move the physician community firmly to the side of the managed care organization. Physicians are seeking an important role and should have input in determining treatment protocols and reimbursement policies.

Solid relationships with hospitals, even in a prospective payment system environment, can result in opportunities for additional discounts and ultimate savings for the employer. One strategy that has proven effective in contracting is an overall review of each provider with a determination of geographic location, service availability, quality of care, physician providers and cost. From this analysis, a plan might be able to decrease the number of facility contracts, using the strategy that it is better to be more important to fewer facilities than less important to a greater number of facilities.

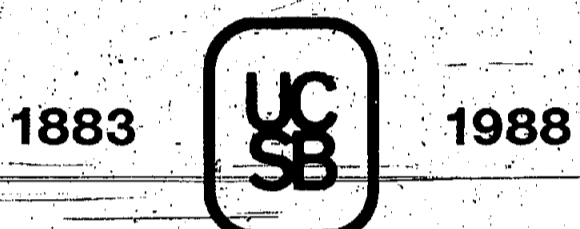
Essential to the development of a managed care program, is the Management Information Service, enabling the program to

understand and predict its role in the healthcare arena and identify those providers who do not work effectively under managed care.

Implementing managed care strategies requires a clear definition of the objectives and programs that are synergistic to market needs. Interactive programs that work in concert with each other and promote continuity between purchasers, providers and payers will experience the greatest success.

All of the systems and programs should be developed around effective contracting strategies that have been thought out with respect to a comprehensive, well-regarded provider network. The program should have the quantitative

(Continued on Page 17)



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Union County Savings Bank's statement reflects new highs in assets, deposits and dividend payments with a surplus and reserve position that is among the best in the nation. Our officers, managers and staff are proud of our 105-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.

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Statement of Condition
December 31, 1988

ASSETS	
Cash on Hand and in Banks	\$ 5,502,538.79
U.S. Government Securities	40,403,034.27
Other Bonds	430,741,685.03
Stock	9,763,737.44
Real Estate Mortgage Loans	82,278,215.88
Collateral Loans	2,324,026.73
Other Loans	12,509,000.00
Furniture and Fixtures	214,684.10
Banking Premises	2,017,418.74
Interest Accrued on Investments	5,059,147.60
Other Assets	122,376.82
	\$290,827,125.10

LIABILITIES	
Due Depositors	\$249,921,501.38
Official Checks Outstanding	1,893,888.05
Mortgage Escrow Account	527,959.98
Other Liabilities	2,433,878.66
Surplus and Reserves	36,159,787.01
	\$290,927,125.10

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Howard Savings

(Continued from Page 12)

One of the new products introduced by the Howard in 1988 is its Insured Performance Fund, guaranteed to earn 25 percent over Donoghue's Money Fund Average Seven-Day Simple Average Yield on balances between \$25,000 and \$49,999, and a full 35 percent over Donoghue on balances of \$50,000 or more. The Fund, McCormick noted, has no withdrawal penalties, no fixed terms, and deposits are insured to \$100,000 by the FDIC.

Also new to the product line is a residential mortgage program called PAL, short for Prior Approved Loan. With PAL, McCormick explained, "buyers can go shopping for homes with firm commitments for banking financing up to specified amounts and under specified terms."

Mortgage seekers can also benefit from having trained mortgage assistants make house calls to assist in filling out mortgage applications. The mortgage assistance program is available evenings and weekends as well as on weekdays.

A new concept in bank service—The College Store—was recently introduced. McCormick said the Howard's College Store is stocked with offerings designed to aid college-bound students in making decisions about how to achieve and finance educational goals.

Six College Store Services are now being offered: financial needs analysis to help determine eligibility for financial aid; assistance in completing the complex Financial Aid Form; career planning counseling; college selection; scholarship search; and financial strategies.

The Howard, by far the leading provider of government Guaranteed Student Loans in New Jersey, also introduced its Howard Educational Loan Product, designed to fill educational financing needs not being met by other student loan services. Loans of up to \$12,000 are available to college students and the families are available not only to college students, but to the families of young people pursuing studies at high schools and preparatory schools where students pay tuition and other costs. The loans are not guaranteed or subsidized by the government and, as with any such loans, are based on the credit standing of the applicants.

The past year also saw the Howard introduce a Master Escrow Account service designed to simplify record keeping for attorneys and real estate brokers, and begin to market annuities through its insurance subsidiaries.

Selecting healthcare companies

(Continued from Page 16)

employers and insurers participate effectively to promote quality, cost-effective healthcare. By maintaining the integrity of the triangle, a managed care organization can better serve its clients which often include corporations, self-funded companies, unions, insurance companies and healthcare delivery systems.

Implementation: Employers should ascertain that the integrity of the triangle is maintained by the managed care organization.

ability to demonstrate decreased costs while at the same time having the indicators that quality has, in fact, been maintained or increased.

In any successful managed care arrangement, providers,

Afraid Your Child is Using Drugs or Alcohol? We can help.

If you or someone you care about needs help, place a confidential call today.

THE OUTPATIENT RECOVERY CENTERS
of Fair Oaks Hospital

Paramus Center (201) 670-7788
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Covered by most major health insurance carriers.

OPENING FINAL SECTION

VISIT OUR LUXURY MODELS NOW AT PARKSIDE MANOR

*GSP Exit 141 to Vauxhall Rd. West on Vauxhall Rd. to Oakland Ave., Turn Rt. 4th block on Rt. Union Ave.

This new development of elegant homes is located in Suburban Union. A town noted for its well groomed neighborhoods and excellent school system both academically and athletically. The spacious homes of Parkside Manor will undoubtedly add to the already established reputation of quality living in the community.

These carefully designed homes are geared to today's need for convenience and efficiency for busy lifestyles, at the same time keeping in mind the desire for classic and unique designs.

Parkside Manor is strategically located for easy access to routes 23, 24 and the Garden State Parkway. Shopping areas are close by with Union and Springfield Centers and Livingston and Short Hills Malls only minutes away. Commuter Services are also convenient and provide easy access anywhere in the Metropolitan Area including Newark and Kennedy Airports.

CONTEMPORARY LIVING IN ELEGANT DESIGN
376-0770 687-3030
 SALES OFFICE OPEN 11 A.M. to 4 P.M.

Don't wait, see a podiatrist

The human foot is a complex structure consisting of 26 bones and 33 joints in addition to an arch, tendons, muscles and ligaments. Since this delicate structure has to support the weight of the human body, it is no wonder that many people suffer an endless variety of foot-related problems including bunions, ingrown toenails, corns and callouses. One of the area's leading podiatrists is Dr. Jerome J. Erman, a Diplomate of the American Board of Foot Surgeons located at 1801 Vauxhall Road in Union. His years of schooling and experience enable him to treat all foot-related problems. He can offer counsel on which podiatric treatments may be

necessary including medications, major or minor surgery, and orthotics, which are prescription corrective devices individually molded to the foot and worn inside the shoe. Medicare and Blue Cross are accepted and most major insurance plans are accommodated. If you are one of those people who have been procrastinating about the care of your feet, it is time to consult with a foot surgeon. No part of the body receives the physical punishment that your feet are required to take. Dr. Jerome J. Erman is available to help, regardless of whether you have an ingrown toenail, corns, bunions or any other foot-related problem.

Travelong is a family business

Travelong Inc. is one of New Jersey's largest privately owned travel agencies. The Union office, 944 Stuyvesant Ave., is one of three offices that comprise the Travelong family.

Established in 1933 by Robert E. Long Sr., Travelong is currently owned and operated by his two sons, Robert Jr. and Walter. Travelong has grown steadily in size and reputation to become a leader in business and vacation travel. Travelong recently named Janice Maurer as Union office manager. "1989 is going to be a great year for our office," says Maurer. Her background includes positions such as director of Marketing, director of Customer Service and sales representative. One of her goals includes becoming actively involved in the Union Township and Union County Chambers of Commerce.

"Our staff is our greatest asset," she said. The staff of five experienced and knowledgeable agents are well-traveled and are trained and committed to providing the Union community with the best travel advice and services possible. The Union office is well-equipped to handle both business and vacation travel.

Their hours are 9 a.m. to 5:30 p.m. Monday through Friday and until 6:30 p.m. on Thursday evening. Saturday hours are 9 a.m. to noon. The phone is 964-6000.

In 1869, the National Labor Union became the first organization of white workers to allow blacks to attend its annual meeting, according to "Labor Firsts in America," a U.S. Labor Department publication.

Where to find the best Doctor for you. Call 522-2096

With Overlook Hospital's free Medical Staff Directory, you have a handy reference guide, organized by specialty, at your fingertips. Call today for your free copy.



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A Founding Member of Atlantic Health Systems, Inc.
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Dr. Sokolowski appointed

Dr. Lawrence Ted Sokolowski has been appointed medical director of Doctors on Duty, an ambulatory care center located in Union.

Sokolowski was graduated magna cum laude with a bachelor of science degree in biochemistry from the University of Pennsylvania. He received his doctor of medicine degree from the Mount Sinai School of Medicine. Following graduation from Mt. Sinai, he did his internship and residency in family practice at St. Joseph's Hospital Health Center/Upstate Medical Center in Syracuse. He served his externship in family practice at St. John's Hospital, University of Minnesota School of Medicine.

Sokolowski served as medical director at Redi-Med in Lyndhurst from 1986 to 1988, and at Urgent Family Medical Care in Teaneck from 1984 to 1986. His past experience also includes the Doctor's Office Center (Urgent Care), Flasher Medical Partnership on Long Island where he practiced medicine in 1983-1984. In addition, Sokolowski was an attending preceptor in the Department of Family Practice and an attending physician in Emergency Medicine at St. Joseph's Medical Center, Yonkers, N.Y. He was also an attending physician in Emergency Medicine at Long Island Jewish - Hillside Medical Center in New Hyde Park, N.Y.

As medical director at Doctors on Duty, Sokolowski will organize and guide the patient care activities, establish a quality assurance program, maintain the high quality of medical care for the patients and provide direct patient care. Doctors on Duty, founded in 1985, is

an affiliate of Newark Beth Israel Medical Center. Located in the Larchmont Section of Union, the center is open seven days a week providing medical care and emergency treatment for the community.



DR. L. T. SOKOLWSKI

INNOVATIVE. RESPONSIVE.

Dear Friends,

When we inaugurated our BEDSIDE POWER nursing program, everyone welcomed the concept. R.N.'s RELIEVED OF NON-NURSING DUTIES, NOW SPEND MORE TIME WITH PATIENTS AND ARE MANAGERS OF PATIENT CARE. DOCTORS SAY OUR NURSES ARE ABLE TO DEVOTE MORE TIME TO THE PHYSICIAN IN MAKING ROUNDS and assisting in overall patient care.

PATIENTS APPRECIATE INCREASED TIME WITH NURSES and the one-to-one personalized care.

Designed by nurses for nurses, BEDSIDE POWER works to everyone's advantage. It allows our nurses to concentrate on patient care... what they were trained to do, and what they do best.

BEDSIDE POWER upholds our tradition of introducing innovative programs, that are responsive to the needs of patients, professionals and the entire community.

Sincerely,

Victor J. Fresolone
Victor J. Fresolone
President

UNION HOSPITAL

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This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. This offer is made only by Prospectus. No offer is being made and no sales will be made in any state in which such offer or sale would not be in compliance with the securities laws thereof.

NEW ISSUE 12-14-88

363,636 Shares
OFFERING PRICE \$2.50 PER SHARE

MINIMUM-100,000 SHARES-\$250,000.00
MAXIMUM-363,636 SHARES-\$909,090.00

AMERICAN EAGLES SOCCER CORPORATION
(A New Jersey Corporation)

The Company intends, upon the completion of this offering and through the net proceeds therefrom, to engage in the business of organizing, marketing, and conducting outdoor professional soccer matches between the New Jersey Eagles and other teams in the American Professional Soccer League as well as foreign teams. In addition, the Company intends upon the locating and leasing of an appropriate facility, to construct and operate a Soccerplex which is expected to include a regulation size indoor soccer field to be leased to indoor leagues and individual teams, a retail store and a snack bar.

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Tele-Solutions: All systems go

Tele-Solutions is a full service communications company specializing in telephone systems for business, but also offering its customers fax machines, mobil phones and beepers.

Located at 1767 Route 22 West, Union, Tele-Solutions is a highly visible company. As spring approaches, construction will begin to expand the 4,800-square-foot building to a high-tech structure of 20,000 square feet. This will be the tangible culmination of a dream that began 20 years ago in Michael Finaldi's heart.

After college, Finaldi went to work at New Jersey Bell as a salesman. After six years, he left to work for a private phone company, feeling there would be greater opportunities. Though consistently remaining far above others in sales achievements and taking charge of his own branch office, he was still left feeling unfulfilled.

In 1981, he began Tele-Solutions from a tiny office in Union. Through this decade, there were the birth pangs of any new business as he sought to establish a client base while building a strong and talented work force in sales, service and administration. The results of this effort show clearly today in a client base of thousands that includes Keys, Martin, Gaby, Linnet Advertising, Federal Express, TWA, and the township of Union.

Over the years, Michael has tested and stayed with the telephone systems he believed to best serve his client's needs, specializing and becoming an expert, rather than selling every product on the market.

Tele-Solutions provides 24-hour-a-day,

365-days-a-year service by factory-trained technicians which is appreciated by many companies like Murphy and supermarket chains like King's, whose phones are needed seven days a week. All installations are done by Tele-Solutions people, not subcontracted out. Advertised as a "one phone call" company, Tele-Solutions handles all line coordination through N.J. Bell for the customer; also taking service calls that relate to N.J. Bell line problems, reporting them for the customer and following up. This relieves the client from having to be a technical expert.

A dynamic sales force, headed by Rick Farano covers New Jersey and the metropolitan New York area offering consultations to improve company communications, providing service contracts and a unique in-house analysis of long distance phone bills, enabling their customers to save considerable amounts of money on their monthly bills.

Fair Oaks program

(Continued from Page 14)

"This program adds an important dimension to the Fair Oaks ORC overall services," says ORC Community Relations Director Vincent O'Connell. "Our four centers in Paramus, East Rutherford, Summit and Morristown now provide residents of Northern New Jersey with a full range of outpatient substance-abuse services for any family member affected." Additional information can be obtained by calling 670-7788.

**We're Just
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**State Senator
C. LOUIS BASSANO**
324 Chestnut Street, Union
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Assembly Speaker CHUCK HARDWICK Salutes New Jersey



THE ASSEMBLY
STATE OF NEW JERSEY
TRENTON

January 1989

Dear Friends:

We have every reason to be proud in New Jersey. More men and women are working than at any time in our state's history. No one is an example to the nation in educating our children and cleaning up our environment.

Our great state is outperforming the nation in virtually every category of economic growth. As Speaker of the New Jersey General Assembly, I am proud of the role the Assembly has played in keeping taxes low and helping to attract thousands of new jobs.

We are proud of what we have accomplished in the past, but we realize we must build upon that record for a better New Jersey for every citizen.

As families seeking a better tomorrow, we share a vision and a challenge. Today we begin to meet that challenge, and I hope you share my hope and optimism for a bright and prosperous future.

With Best Wishes,
Chuck Hardwick
Chuck Hardwick
Speaker
New Jersey General Assembly

Spaying/neutering offered by clinic

People For Animals Low Cost Spay/Neuter Clinic was established on March 5, 1985. It is a non-profit humane group concerned with reducing the severe problem of pet over-population.

How is the clinic funded? The clinic was established by the state legislature as a pilot project of the New Jersey Department of Health. People For Animals was selected to establish and operate the clinic. Other monies come from such things as donations, auctions, rummage sales, and walk-a-thons.

Why should your pet be altered? Your pet will be healthier. Altering, or the term neutering concerning males will keep them from roaming and fighting. Spaying is the term used when a female is altered. Spaying reduces the risk of mammary and ovarian cancer in females. Your pet will be more content to stay at home and will be more satisfactory in disposition, cleanliness, and devotion.

Misconceptions about spaying/neutering your pet. It is not true that a cat or dog should have at least one litter before being altered. It is not true that an altered animal becomes fat and lazy or is deprived of leading a normal and happy life. It is not true that an altered pet is frustrated sexually. It is only a biological instinct.

A minimum of 3,500 dogs and cats are born every hour in the United States. There are not enough homes to adopt such a vast number. 60,000 animals die each day as a result of pet over-population. 112,000 dogs and cats are euthanized each year in New Jersey, and thousands more die of illness, starvation, and accidents. The clinic's services are available to any New Jersey resident.

If you have any questions regarding low cost spaying/neutering, please call the clinic to ask for the director, Michele Patanio.



ANNIVERSARY—Jim Tino Sr. congratulates his son and general manager, Jim Tino Jr., on the occasion of the 20th anniversary of their Chevrolet-GEO dealership in Union. Starting with only 15 employees, the dealership now has a staff of over 50 and sells over 1,000 new vehicles and 250 used cars per year.

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UNION
Cute 2 year old first floor condo with 2 bedrooms and 2 baths. Living room with fireplace, Oak kitchen, including wall-to-wall refrigerator, washer-dryer, pool with club house and security.

"THE POINTE"
This 8 year old 2-level home with circular drive overlooks the golf course. There are 4 bedrooms, 3 full baths, Family Room with fireplace, Two Kitchens, Central Air with Gas barbecue heater. Free Mother/Daughter home. \$299,900

UNION
This 3 bedroom home close to town. In excellent condition, including newer eat-in kitchen, newer tile Bath, newer gas furnace, NEW wrap-around deck. 1 Year Home Warranty. \$184,900

SHORT HILLS
Inspect this charming 4 bedroom, 1-1/2 Bath Victorian. Grand piano sized Livingroom with fireplace, Dining Room with beamed ceiling and original floors, eat-in Kitchen with brick stove to second floor. Walk to train. Cash price session. Asking \$79,000.

BEST BUY IN TOWN!
This 3 bedroom home close to town. In excellent condition, including newer eat-in kitchen, newer tile Bath, newer gas furnace, NEW wrap-around deck. 1 Year Home Warranty. \$184,900

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ONE YEAR WARRANTY

WOOLLEY FUEL CO.
65th ANNIVERSARY
PARANAS TO TOP

As we enter our 65th 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."

We appreciate your continued confidence.

WOOLLEY FUEL CO.
HEATING OIL/DIESEL FUEL/KEROSENE
12 Burnett Ave., at Springfield Ave.
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If you have a Diesel powered car,
we invite you to join our
DIESEL FUEL CLUB
24 hour availability of Diesel Fuel 365 days a year.

Schwartz lists transactions

Hungry to conclude their real estate transactions before the close of the year, the 30 sales representatives in the Essex/Union/Hudson division of the Archie Schwartz Company helped their customers acquire more than \$14 million in industrial real estate and corporate office space in the final days of 1988.

In his monthly report for the division, Senior Vice President Harvey Fern said that even with the exclusion of many tax considerations removed with tax reform legislation, buyers were still anxious to sell and lease-up, and our buyers and tenants were equally as committed to conclude their transactions.

"We saw a strong desire by corporations to have their distribution and manufacturing facilities in place by the year's end," he added.

In one of the largest transactions in late December, Sales Representative John Pescatore negotiated a long-term lease for Fedor Trading Company at 600 North Union St., Hillside, part of the 800,000 square foot former American Can Company complex.

Fedor Trading, which exports clothing to Europe, Asia and Africa, will lease 190,000 square feet, which the firm will use as its warehouse/distribution center.

The Fedor deal represents an expansion for the company, which several months ago signed a short-term lease for 70,000 square feet in the same complex.

"We came in contact with Fedor when they were forced to relocate from their former home in Upstate New

York," said Pescatore. "They literally fell in love with the American Can site, and after a short period of time sought to upgrade their real estate requirements there."

Fedor has created 75 new jobs for the Hillside area as a result of their operations.

The exporting firm was represented in the transaction by its president, Louis Fedor, and its legal counsel, Stanley Turitz, Esq., of Hackensack.

The space is being leased from Hillside Realty, who was represented in the transaction by President Garry Greenstein.

Pescatore was also responsible for negotiating a long-term lease for Coleman Tuxedos on Hixon Place in Maplewood.

Coleman, with more than 25 retail shops in the metropolitan area, will use the new facility as its central warehousing facility. It represents an expansion for the well-known formal-wear retailer, which had previously been using an Irvington facility for the same purpose.

Coleman was represented in the transaction by its president, Ira Coleman, and its legal counsel, Paul Pettigrow, a partner in the West Orange law firm of Lamp, Lipkind, Prupis & Pettigrow.

The formal wear retailer is leasing the site from Murray Construction, a major development and construction firm. Murray Construction was represented in the transaction by President Maurice Weill, Vice President Jeff Siegel, and its legal counsel, Bob Brown, Esq., of Westfield.

To Your Health!

The Union County Medical Society is pleased to offer our physician referral service. Verified medical training information will be provided for physicians in all specialties.

Our members voluntarily accept jurisdiction of the Society in all areas of professional conduct.

For doctors in your area, call:
UNION COUNTY MEDICAL SOCIETY

272-1707

Monday through Friday, 10 a.m.-4 p.m.

Union Hospital is meeting the challenge

During 1988, Union Hospital continued to grow to meet the challenges of modern medicine. With the acquisition of new medical technology and the inauguration of innovative programs, the hospital developed its reputation as a super high-tech, high touch hospital, according to Victor J. Fresolone, president.

The following is a review of new programs and new technologies and procedures which have shaped the hospital in 1988 and pave the way for an exciting 1989.

Happiness Unlimited — This not-for-profit organization was established in late 1988 to fulfill the long-standing wishes of adult cancer patients. The program, made possible through a \$50,000 grant from former U.S. Secretary of the Treasury William E. Simon, is designed to bring joy to cancer patients and their families. Happiness Unlimited assumes all the costs and makes all the arrangements for each wish.

Guest Relations Program — Union Hospital is set to establish a complete in-house guest relations awareness program for its employees. The program will be initiated with the idea of providing the patient

with the best available atmosphere in which to recover, both physically and emotionally.

Fourth Generation C.T. Scanner — The C.T. Scanner performs an analysis of the mineral content in the bones by taking readings of "slices" of the lumbar spine. It is the diagnostic test of choice for the detection of abnormal loss of minerals, such as calcium, in the bones. The test, which is painless, is also useful in predicting the risk of spontaneous bone fracture due to osteoporosis or other conditions.

Gamma Camera — The Gamma Camera, the state-of-the-art in nuclear medicine, is an apparatus which allows physicians to see bones and organs in great detail. The procedure begins by injecting the patient with a radioactive agent that exposes the patient to less radiation than a normal chest x-ray and has no side-effects. The Gamma Camera scans over the area to be tested, converting the radioactive energy emitted by the patient into a picture. Like a C.T. Scanner, the camera can look at the heart, kidneys, liver, spleen, brain and bones as

either a one-dimensional picture or in cross-sectional slices. The Gamma Camera, however, has the additional capability of showing function of the major organs, for example, which of the two kidneys is working more efficiently.

Bedside Power — Bedside Power is the hospital's unique approach to attracting and retaining nurses. The program, developed by the hospital's nursing department management team and the educational services department, is the first of its kind in the state. In the program, nurses are relieved of non-nursing duties and can spend more time doing what they were trained to do—direct

patient care. Patients benefit from increased time with nurses and the one-to-one care they receive. Nurses now delegate clerical duties to a unit manager, while the unit secretary handles typing and other secretarial tasks. Responsibilities for patient nutrition, hygiene and comfort are now shared with nurses aides.

Post-Operative Pain Control — Epidural morphine is an analgesic agent which is administered to patients after surgery. who are expected to experience a great deal of post-operative pain. While anesthetics are being given to the patient in the operating room, a small plastic catheter tube is inserted in the patient's back, close to the spinal cord. This analgesic is more effective than the traditional intramuscular injection of morphine because the pain relief is more profound and lasts longer. Patients who are given epidural morphine, rather than traditional post-operative analgesics, may return to consciousness sooner, begin spontaneous breathing sooner, require less sedatives and are discharged from the hospital sooner. With the catheter in place, the patient can be given an additional dose the next day, if necessary. One dose of epidural morphine lasts from 16 to 24 hours.

LINDEN

"WITH A NEW PRIDE AND CONFIDENCE"

LINDEN... with 11.41 square miles is one of the largest cities in Union County, meeting the countless demands of its 38,000 residents.

LINDEN... IS A GOOD PLACE TO LIVE, WORK, AND RAISE A FAMILY

LINDEN... IS PROUD TO OFFER THE FINEST IN MUNICIPAL SERVICES!

- Central Business District - Public Parking
- State Commended Parks and Playgrounds
- Recreation Facilities and Activities For All Age Groups
- Fully equipped Public Works Department providing all municipal services, including garbage pick-up.



Paul Werkmbister Mayor

COUNCILMEN

- Richard T. Brzezicki, President of Council
- Malvin M. Eckel..... 1st Ward
- Virginia D. Graziano..... 2nd Ward
- Leo Dmiltzak..... 3rd Ward
- William Motely..... 4th Ward
- James Iozzi..... 5th Ward
- Peter J. Barlik..... 6th Ward
- Andrew Bano..... 7th Ward
- George N. Mikosky..... 8th Ward
- J. Gary Luciano..... 9th Ward
- Walter L. Cymerman..... 10th Ward

- 351 Units Senior Citizen Housing Units
- Low tax rate
- One of the finest school systems in the state
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- Outstanding Police and Fire Departments

- Excellent transportation... US Highways 1 and 9, Garden State Parkway and New Jersey Turnpike
- Rail Service: Passenger and Freight
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LINDEN ECONOMIC DEVELOPMENT CORP.

Is here to help locate your business industry in Linden; known for its low tax rate

For more information call:

474-8405

VNS THE VISITING NURSE AND HEALTH SERVICES

A voluntary non-profit home health care agency and hospice serving the communities of Union Co. for more than 77 years.

- Nursing • Home Health Aides • Physical, Speech & Occupational Therapy • Nutrition
- Counselling • Mental Health • Social Services
- Health Education • High-Tech Services • Case Management • Available 24 Hours/7 Days a Week

352-5694

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As We Look To The Future We Can't Help But Like The View

What do we see? A financial institution making the most of 102 years of experience. A savings bank taking great strides in customer service, offering more products and making them more beneficial and accessible than ever.

Each of our more than 100 retail banking branches in New Jersey and Florida features everything from mortgages to investment brokerage services. We now offer a vastly expanded automated teller network, providing unprecedented convenience. And in 1989, we're only going to get better. Keep your eye on City Federal.

City Federal Savings Bank

It's not just a matter of money

'87-88 an active year for UCEDDC

The 1987-1988 year has been unusually active for Union County Economic Development Corporation. It has been marked by new programs, expansion or refinement of existing programs, and an overall reorganization of UCEDDC and its workings. The following is a listing of the year's highlights.

Reorganization:
□ Hired new president who in turn hired four new staff members.
□ Recruited 10 new members of the Board of Trustees.

□ Computerized office operations; trained all staff.
□ Researched and adopted written policies and procedures for lending practices.
□ Created a board manual that identifies the responsibilities of individual trustees and committees, and includes other official documentation.
□ Updated by-laws of the corporation.

□ Implemented a system for recording and tracking all requests for site selection and financial assistance.
□ Expanded physical office space.
□ Improved internal budgetary and cash flow management and reporting procedures.

□ Adopted rigid schedule of distributing agendas and minutes 10 days prior to all board meetings.
□ Computerization of operations permitted in-house bulk mailing through our data-base, thereby eliminating the cost of using an outside mailing house.
□ Reorganized committee structure and reactivated various committees to increase board member participation.

Outreach Activities:
□ Researched, designed and established a comprehensive written direct mail/marketing campaign that describes UCEDDC services, specific target markets

and a staged approach to marketing and advertising based on time and degree of success.
□ Executed an extensive research and evaluation process for selecting an advertising agency, including a competition among three firms.
□ Designed and produced a new 8-page brochure explaining the services offered by UCEDDC.
□ Prepared fact sheets for public distribution on: financing programs, glossary of government terms, chart on financing programs, etc.

Seminars, Business Card Exchanges:
□ Co-sponsored and provided technical support on Purchasing Trade Fair with Union County College. Over 200 attended.
□ Co-sponsored and provided technical support on five small-business, technical assistance classes/seminars with Kean College.
□ Provided technical assistance to Union County Office of the Aging for seminar targeted to the major employers of Union.

□ Provided technical support to Kean College for a conference on the lifting of international trade restrictions.
Real Estate Function:
□ Revamped and renamed Real Estate Bulletin to Union County Business Property, BE-Guide for a more professional look.

to inform them of our services and to encourage greater financing and client referrals.
□ Held a meeting of the county freeholders to introduce them to board members and services. Hosted annual gathering of mayors, business administrators, bankers, realtors, and community leaders to acquaint them with the services of UCEDDC.
□ Prepared fact sheets for public distribution on: financing programs, glossary of government terms, chart on financing programs, etc.

□ Co-sponsored and provided technical support on Purchasing Trade Fair with Union County College. Over 200 attended.
□ Co-sponsored and provided technical support on five small-business, technical assistance classes/seminars with Kean College.
□ Provided technical assistance to Union County Office of the Aging for seminar targeted to the major employers of Union.

Smith Cadillac 'pays off'

Success can't be measured with a yardstick or a scale. You can't even measure it in dollars and cents. You measure success by achievement through the accomplishment of personal goals.

The determination, energy and patience it requires to achieve your own measure of success is hard work, but it pays off.

At Smith Cadillac, we've measured our success in thousands of satisfied customers. Since 1929 we have provided the kind of service that has made Smith Cadillac the area's largest and oldest Cadillac dealership.

If you are one of those customers, you're already familiar with our outstanding service department, nationally recognized by Cadillac Motor Division with top service awards, representing the highest level of achievement. We know these are the standards you expect after an investment of more than \$20,000, and at Smith we do our best to meet and exceed them.

To make things more convenient, we're located just 1 1/2 blocks from the train station. Commuters can leave their cars for repairs in the morning and in most cases have them ready in time for their trip home. New York City is only 20 minutes away and there is frequent service to all stops between Trenton and New York City.

To put it simply, we offer the best service around. So if you're considering a new or previously owned Cadillac or thinking about a lease, pay us a visit. We have over 100 new and previously owned Cadillacs to choose from. All at a competitive, fair price. Whatever your needs, we have the finest cars at the best prices around, combined with a reputation for outstanding service to our customers. That's our measure of success.

Smith Cadillac 'pays off'

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If you are one of those customers, you're already familiar with our outstanding service department, nationally recognized by Cadillac Motor Division with top service awards, representing the highest level of achievement. We know these are the standards you expect after an investment of more than \$20,000, and at Smith we do our best to meet and exceed them.

To make things more convenient, we're located just 1 1/2 blocks from the train station. Commuters can leave their cars for repairs in the morning and in most cases have them ready in time for their trip home. New York City is only 20 minutes away and there is frequent service to all stops between Trenton and New York City.

To put it simply, we offer the best service around. So if you're considering a new or previously owned Cadillac or thinking about a lease, pay us a visit. We have over 100 new and previously owned Cadillacs to choose from. All at a competitive, fair price. Whatever your needs, we have the finest cars at the best prices around, combined with a reputation for outstanding service to our customers. That's our measure of success.

Smith Cadillac 'pays off'

Success can't be measured with a yardstick or a scale. You can't even measure it in dollars and cents. You measure success by achievement through the accomplishment of personal goals.

The determination, energy and patience it requires to achieve your own measure of success is hard work, but it pays off.

At Smith Cadillac, we've measured our success in thousands of satisfied customers. Since 1929 we have provided the kind of service that has made Smith Cadillac the area's largest and oldest Cadillac dealership.

If you are one of those customers, you're already familiar with our outstanding service department, nationally recognized by Cadillac Motor Division with top service awards, representing the highest level of achievement. We know these are the standards you expect after an investment of more than \$20,000, and at Smith we do our best to meet and exceed them.

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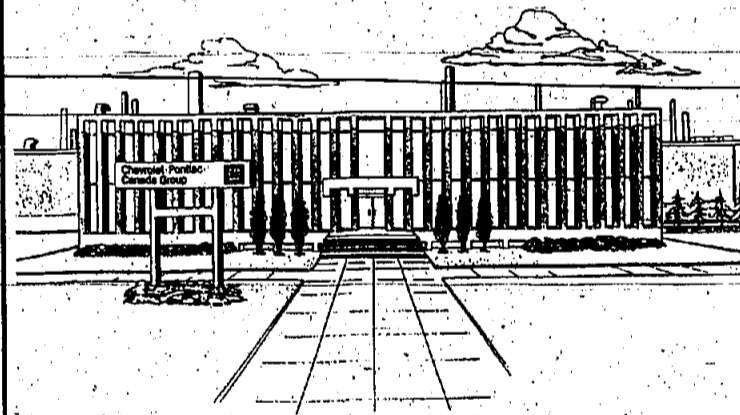
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CHEVROLET-PONTIAC-CANADA GROUP GENERAL MOTORS CORPORATION 1016 WEST EDGAR ROAD LINDEN, NEW JERSEY

MANUFACTURERS OF CHEVROLET CORSICA AND BERETTA



Now operated by the Chevrolet-Pontiac-GM of Canada Group of the General Motors Corporation, the Linden Plant began assembling automobiles in 1937. During World War II, our plant was converted to build the "Wildcat" fighter airplane for the U.S. Navy. After the war, it continued assembling a variety of GM products including Buicks, Oldsmobiles, Pontiacs and Cadillacs.

After a total plant renovation, the first Chevrolet Corsicas and Berettas began rolling off the Linden assembly line on March 4, 1987. Known for our high level of automation and employee involvement, we set the standard for a quality in the marketplace and as a result produced a top selling car line in 1988 and narrow selling Linden-built products in Japan. The Corsica was selected as the "Family Circle Car of the Year" in 1988. As an organization, we are committed to providing products and services which conform to our customers requirements and to being a valuable corporate citizen.

Programs and expansion on upswing

(Continued from Page 24)

□ Compiled and distributed our Business Property Guide—to approximately 650 persons each quarter, including separate quarterly mailings of 450 requests for listings.
□ Addressed requests of approximately 80 to 50 clients seeking space for relocation and/or expansion. These requests are kept on file until satisfied. As new listings come in from brokers or owners, we seek a match and arrange a meeting and/or an exchange of information.
□ Arranged a series of meetings and regular correspondence with brokers active in the area to develop a closer working relationship and develop trust in us and our services.

New Relationships:
Developed new working relationship with organizations not previously approached. Co-sponsorship of events and exchange of information and ideas are some of the results.
□ Women Business Owners Association
□ Airport Development Services Office
□ Kean College

□ Union County College
□ Growth Connection
□ Elizabeth Development Company
□ Essex Development Company
□ Small Business Development Center
Training:
Different staff members underwent the following training:
□ All staff attended a minimum of two sessions of computer training. Some received further training in DOS, LOTUS, Advanced Lotus, PC File, PC Label, and Wordperfect.
□ One week intensive training in advanced SBA 504 closing techniques for loan officer.

Research:
□ Demographic information on the county as a whole and on each of the 21 municipalities was updated, the scope of subjects expanded, computerized, and copied for extensive distribution. This data is requested very frequently.
□ During the summer of 1988 a graduate intern, won Freshholder Michael La Polla's budget, to engage in extensive demographic research. This was a

three-month project involving the compilation of data on Economics, ECRA, Education, Employment, Growth Projections, Housing, Labor, Population & Demography, Taxation, Transportation.
□ At the request of the UCEDDC's Strategic Planning Committee, Kean College faculty completed a demographic study on Union County. Four faculty members collaborated on this \$4,000 plus, 30 page study, paid for by the college. This is the first in what is hoped will be a series of studies completed by Kean and Union County Colleges and the Port Authority of N.Y./N.J.

Financing:
The 1987-88 CDBG year was our most active year to date in the number of firms which received financial assistance from UCEDDC.
□ Addressed requests for assistance from approximately 300 firms by providing financing information and/or advice.
□ Initiated loan applications with approximately 50 firms on an ongoing basis.
□ Ten direct loan applications were prepared and approved,

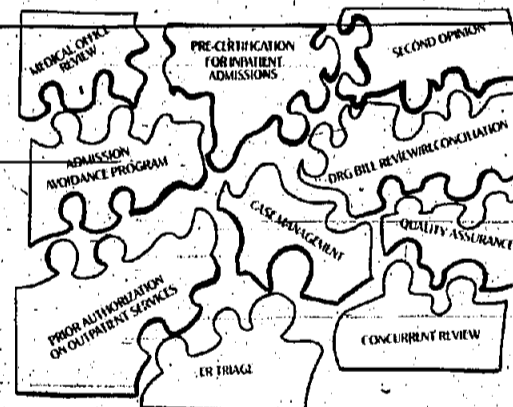
and seven were closed for a total dollar value of \$158,600.
□ Four direct loan applications were prepared and rejected.
□ Of approved direct loans, 16 jobs were retained and 24 jobs were created.
□ A total of 106 jobs were retained and 41 jobs were created from the five SBA-504 loans.
□ Negotiated a settlement on the Hyatt Clark UDAG bankruptcy. All creditors have agreed. Distribution of funds pending court approval.
□ Improved tracking procedures for pending and approved loans through computerization.
□ Ongoing monitoring and maintenance of portfolio of 15 direct loans currently amortizing with an original dollar value of \$409,359.
□ Preparation of extensive federal government reports for monitoring the distribution of Alpha Wire UDAG repayment, funds received and expended by UCEDDC, the city of Linden, and the city of Elizabeth.

Technical Assistance:
□ Responded to approximately 200 requests for mailed information regarding business in-

Union County. These inquiries are in addition to the 300 plus requests for purely financial information. Approximately 25 clients received "specialized" research.
□ Responded to approximately 100 additional telephone requests for assistance.
Miscellaneous:
□ Initiated a program of guest speakers to monthly Board meetings approximately four to six times annually to acquaint members with timely economic development programs and issues i.e.: County Utilities Authority, N.J. Economic Development Authority, etc.
□ Solicited and received \$10,000 plus in in-kind contributions: computer, printer, office furniture, printing, mailing, research, etc.
□ Solicited and received financial sponsorship of two outreach events at a \$1,000 value.
□ Board member organization of our annual golf outing produced our most financially successful fund-raising event to date.

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Cutting down on cholesterol

Chances are, if you've resolved to be healthier in 1989, lowering your cholesterol level will be one of your most important goals in the new year.

Over 40 million adults have high levels of blood cholesterol that should be brought down and controlled, and the National Heart, Lung and Blood Institute recommends diet as the first line of defense against high blood cholesterol.

Here are 10 steps toward a lower cholesterol level in the new year from Elizabeth General Medical Center, part of the Voluntary Hospitals of America. VHA is the nation's largest network of independent hospitals, with more than 660 hospitals, 165 affiliates, and 54,000 physicians across the country.

1. Avoid saturated fats — Butter, lard, cream and shortening and oils which come from coconut and palm oils should be avoided or reduced. Drink skim or 1 percent milk instead of cream or regular milk.

2. Cook with poly- and mono-unsaturated fats — fats that are liquid at room temperature such as corn, safflower, sunflower, and olive oils can actually lower cholesterol and remove excess amounts from the body when used in moderation.

3. Add more fiber to your diet — Soluble fibers such as oat bran can also help lower cholesterol levels. Try adding oat bran to cereals and breads.

4. Eat more fruits, vegetables, grains and breads.

5. In selecting meat, choose poultry, fish and lean cuts of meat — Trim all visible fats from meats and remove skin from poultry.

6. Broil, poach, bake or steam foods — avoid frying.

7. Substitute low-fat dairy products such as low-fat yogurt and sorbet for ice cream.

8. Avoid butterfat, marbled beef, egg yolks, commercially baked goods, and high-fat cheeses.

9. Avoid non-dairy creamers — Many non-dairy creamers contain coconut or palm oils, which are high in saturated fat.

10. Mark April 26, 1989, on your calendar to have your blood cholesterol level screened for free or minimal cost by your local VHA hospital at this year's CountDown USA.

Most important to sticking to your resolution this year: Set a realistic goal — you can't change old habits overnight. Map out a four-month period over which you will gradually change your eating habits. Set April 26 as a marker for yourself to have your blood cholesterol screened by your local VHA hospital at CountDown USA — the national blood pressure, and cholesterol check sponsored by VHA — to see how well you've done.

VHA recommends that if you're still not sure of what foods or cooking methods will help keep your cholesterol levels low, consult with a registered dietician or nutritionist.

The new guidelines stress that all Americans over 20 years of age should have their blood cholesterol tested as part of a routine medical exam. If a person's cholesterol is in the borderline-high or high range, a diet low in saturated fats and cholesterol is advised.

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Overlook's goal: Improved care, service

Increased and improved patient care and services is the goal at Overlook Hospital in Summit for 1989.

The newest addition to Overlook's specialty services is the Antenatal Diagnostic Center, which officially opened in late October, 1988. The ADC, headed by the hospital's new director of perinatology, provides highly specialized diagnostic procedures for high-risk pregnancies.

The Antenatal Diagnostic Center functions as an independent outpatient unit for expectant mothers considered or suspected to be at high-risk by their obstetricians.

Another service initiated for special-needs pregnancies is the "Over-35" pregnancy childbirth education course—the latest offering in the large curriculum of health education classes for the public. The "Over-35" pregnancy sessions cover the special health and emotional support needs of first-time, over-35 pregnant women and their spouses.

Patient diagnostic services have recently been enhanced by the completion of Overlook's Magnetic Resonance Imaging Unit (MRI), one of eight hospital-based MRIs in the state. Since the unit's opening in mid-1988, over 600 patients

have been aided by the MRI's sophisticated diagnostic capabilities.

In keeping with the trend of today's cost-efficient quality health care service delivery, Overlook, together with Morristown Memorial Hospital, has initiated the only joint cardiac surgery program in New Jersey. The regional services site, directed by Dr. Grant Parr, a recognized leader in the field, opened in November 1988. Patients in need of cardiac surgery or balloon angioplasty, which requires a back-up cardiac surgery program in place, are now able to have this vital medical service in a nearby facility.

In addition to increased patient services, Overlook has initiated several programs designed to increase staff sensitivity to individual patient and family needs. CARE is a patient relations program promoting communication, positive attitude, respect and excellence. A second program, APPLAUD, recognizes employees, volunteers, and medical staff who make a significant contribution to

patient services through their job performance.

For short and long term improved patient care, Overlook has taken aggressive steps to address the critical nursing shortage. Short-term programs include an increase in salaries and an attractive benefits and tuition package. An on-site child care center, accommodating 80-100 children aged six weeks to 6 years, will be in place in 1989.

Laying the groundwork for long-term patient care, Overlook Hospital's Foundation has underwritten a \$3 million scholarship campaign to meet future health care staffing needs. The first scholarships were awarded in the fall of 1988. 30 students each year will be financed at the college of their choice, in exchange for a concomitant work commitment at the hospital.

Several other educational programs have recently been initiated at Overlook to prepare for future staffing needs. In conjunction with Felician College in Lodi, Overlook recently became an on-site campus for

employees to obtain their nursing degree.

In addition, the hospital recently began joint on-site programs with Seton Hall University and St. Elizabeth's College for Overlook nurses who are pursuing advanced degrees. It is Overlook's goal to become a healthcare educational center to maintain its commitment to high-quality care for its patients.

Cornell Hall

(Continued from Page 2)
 involvement and concern for the aged. Everyone who works at Cornell Hall lives by the simple motto "we care." It is the ongoing efforts of these motivated, productive and involved employees that fosters the sense of community, a homelike atmosphere, and the delivery of personalized service at Cornell Hall.

Cornell Hall residents also benefit from involvement with community groups and volunteers who visit residents for friendship and companionship. These special people also assist the recreation department with activities and holiday events.

Springfield Motors expands

Springfield Imported Motors, Route 22, is undergoing construction that will almost double the size of its existing facility.

An auto dealership in Springfield for over 25 years, Springfield-Imported Motors has continuously grown as more and more car buyers have become satisfied customers over the years.

Their selection of Nissan, Maserati and Alfa Romeo models has provided the consumer with a full range of transportation styles.

A "family atmosphere" pervades at Springfield and has made it a comfortable dealership in which to look for and purchase a car or truck.

Their commitment to customer satisfaction both in selling and servicing their products has brought them to the point of needing to expand all their departments in order to continue their desire to please the customer.

This year promises to be a very exciting year at Springfield with lots of activity. Nissan has two new models that have already evoked quite a lot of interest. The new 240 sports model and the restyled Maxima offer affordable alternatives to class and style. The Alfa Romeo Milano was very successful in 1988 and should continue to receive lots of attention as people become familiar with the "new reliability" of Alfa Romeo. And the top-of-the-line car enthusiasts will marvel at the performance of the powerful and luxurious Maserati models. They offer two- and four-door models as well as convertibles.

There's always plenty to choose from at Springfield Imported Motors. Inventory is high, room is scarce and prices are down.

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Heart disease is the nation's number one killer. Over one and a half million people have heart attacks each year. Frightening as those facts are, most people can lower their risk of heart disease and minimize the consequences through diet, exercise, early diagnosis and appropriate medical care.

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- Union County's only computerized EKG management system
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- New Jersey's most sophisticated Cardiac Catheterization Laboratory
- Access to a full range of hospital support services

St. Elizabeth Hospital's Heart Center

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