

calendar

CRAFT OTHER

SUNDAY, MARCH 11, 1990
EVENT: Craft Show
PLACE: St. Theresa's, Kenilworth.

OTHER

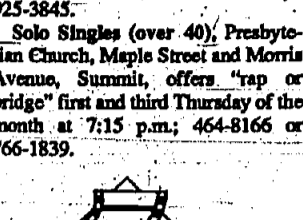
SUNDAY, FEB. 4, 1990
EVENT: Grand Slam Baseball Card and Collectible Show.



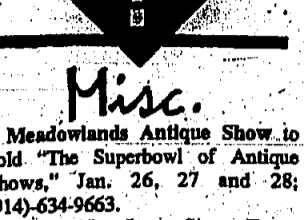
New Brunswick Cultural and New Jersey Jazz Society...



New Expectations, a single adult rep-group...



Montclair Museum at Clairidge Theater...



Meadowlands Antique Show to hold 'The Superbowl of Antique Shows'...

LECTURES

FRIDAY, FEB. 2, 1990
EVENT: Delivering An Afro-Caribbean View of Adoption...

What's Going On is a paid directory of events for non-profit organizations...

Kean art shown

An exhibition of contemporary art is being shown through April 13 in the executive offices of Schering-Plough Corp., Madison.

technical developments in American contemporary art. The exhibit explores a broad range of subjects through minimalist styles...

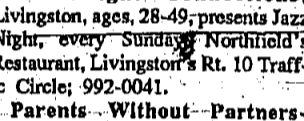


James Howe Gallery, features selection of 33 works sculpture, paintings and decorative art...

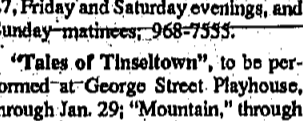
State pageant due

The Somerset Hilton Hotel will again serve as host to the Miss New Jersey USA 1991 state pageant...

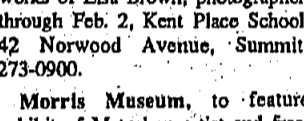
seminars to build self-esteem, self-confidence and offers instruction on stage technique and personal presentation.



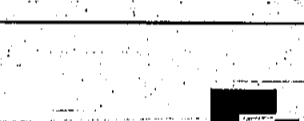
Candlelight Connections, Livingston, ages 28-49; presents Jazz Night...



Middlesex County College, plans auditions for 'The Elephant Man'...



Westminster Gallery of Bloomfield College, features visiting artist Charles Searles...



Kent Place Gallery, to feature works of Lisa Brown, photographer...



Morris Museum, to feature exhibit of Metuchen artist and freelance illustrator Patrick McDowell...

Free Razor* with the Big One



*No shaving in participating stores.

Free Schick Slim Twin Disposable Razor with the purchase of the Big One coffee.

OPEN 24 HOURS, 7 DAYS A WEEK

Offers for Dunkin' Donuts: \$1.00 on a dozen donuts or 45 Munchkins; SAVE 25% on Schick Slim Twin Disposable Razors.

PERSEVERANCE courage COMPASSION 1990 CATHOLIC SCHOOLS WEEK January 28 - February 3, 1990



GRANDPARENTS DAY - Second-grade students at Our Lady of Lourdes School...

Holy Spirit School ready for archbishop

Next week, Jan. 28 through Feb. 2, is being celebrated nationally and in Union as Catholic Schools' Week.

Mountainside school sets slate

Our Lady of Lourdes School in Mountainside will begin its celebration of Catholic Schools Week with a Mass on Sunday, Jan. 28...

A PARENT'S CHOICE

UNION-CATHOLIC REGIONAL HIGH SCHOOL 1600 Maritime Avenue Scotch Plains, NJ

Our Lady of Lourdes School 304 Central Avenue Mountainside, N.J. 233-1777

Catholic Schools Week 1990. Come to our Open House Thursday: February 1, 1990 9:30 a.m. - 11:30 a.m.

St. James School sets festivities. St. James School in Springfield will begin Catholic Schools Week with a registration Mass on Sunday...

Catholic Schools Week ST. JOHN the APOSTLE SCHOOL VALLEY ROAD • CLARK/LINDEN

You are Cordially Invited to attend A Kindergarten Open House at St. James School.

Catholic Schools A PARENT'S CHOICE SAINT JAMES SCHOOL SPRINGFIELD

Aquinas Academy SAINT PHILOMENA PARISH 388-South Livingston Avenue • Livingston, New Jersey 07039

Catholic Schools 'Since parents have conferred life on their children, they have a most solemn obligation to educate their offspring. Hence parents must be acknowledged as the first and foremost educators of their children.'

OPINION

Paying per bag

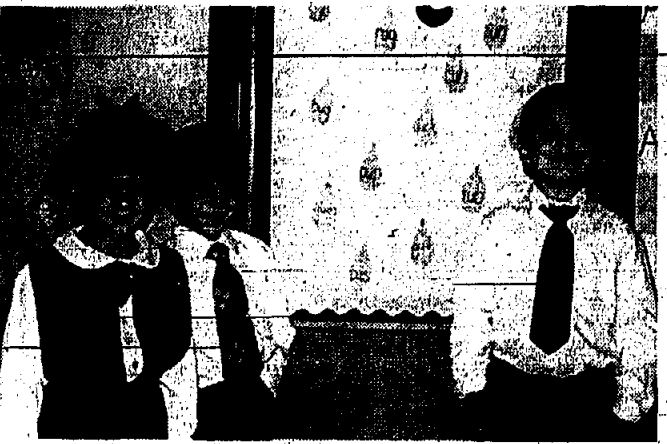
A tip of the trash-can lid goes to Assemblywoman Maurreen Ogden, R-22, for shepherding through the legislature...

More importantly, in terms of statewide goals, trash disposal fees based on volume ought to encourage recycling...

Think About It

Children make lousy co-authors

By JOHN TARTAGLINO I'm doomed. I can't work like this. My baby daughter's awake and wants to help me...



UNDER THE UMBRELLA — First-grade students, from left, Nina Dimuro, Alay Vigilante, and Anthony Casale...



A DIFFERENT VIEW — Students at Thelma L. Sandmeier School in Springfield learn different words under the umbrella during their reading class.

Washington Report

Anti-drug tool: Bar codes on bills

By MATTHEW RNALDO Congressmen, similar to those used at supermarket checkout counters, can help the U.S. Treasury agents track millions of dollars in bar-coded currency used in large drug sales...

The information developed by the Treasury Department task force study would help the Internal Revenue Service and other federal agencies...

Money Management

Interest deductions can be tricky

One of the most baffling elements of tax law centers on the rules for deducting interest. Says the New Jersey Society of Certified Public Accountants (CPAs)...

To qualify, the interest must be incurred on a loan secured by the residence. However, the deduction for mortgage interest is not as simple as it may appear at first glance.

Trial Lawyers' Notebook

Legislation protects home buyers

By MICHAEL L. TESTA A buyer of a new home in New Jersey is entitled to this protection afforded by the New Home Warranty and Builders Registration Act...

The following are examples of some of the items that are covered by the warranty: Plumbing system; Electrical system; Heating and cooling system and major structural defects, such as damages to roof rafters and trusses...

letters to the editor

Many helped needy during holidays On behalf of the needy of this community who have benefited from their generosity, I wish to thank my many organizations, individuals and churches who have contributed their time, energy and resources during this past holiday season...

Legislative addresses

The Senate Assemblyman Chuck Hardwick, Republican, 203 Elm St., Westfield 07090, phone 232-2673. Assemblyman Neil Cohen, Democrat, 1808 Manor Drive, Union 07083, phone 527-4116.

Rules on letters to the editor Letters to the editor must be received no later than noon on the Monday preceding the date of the issue in which they are to appear.

County adds jail officers; PBA wants more

By SHARON CATES The president of PBA Local 199, the union which represents the 120 correction officers presently working in the Union County Jail, has criticized as inadequate the county Board of Freeholders decision last Thursday to add 10 correction officers to the county payroll.

The new corrections officers positions were included in the 1990 executive budget. The increasing number of inmates being held in the Union County Jail and the impending opening of the Ralph Ortolano Correctional Facility has justified the need for additional correction officers in the county, according to County Manager Joseph Martin.

"We are not going to go into the new facility if it's not safe," Sica said. "We want the board to make an agreement to allocate more officers, and we want that agreement in writing, so we can hold them to it and we are not faced with empty promises."

Prosecutor pursues parole revocations

For the one-year period ending last June 30, the Union County Prosecutor's Office led the state in prosecutor's parole revocation applications, with 28 percent of the state total. Union County Prosecutor John H. Stamler noted that by statute, each office will probably have more than double that figure when the current parole statistics years terminates on June 30, 1990.

County News

Wheelchair game slated

Keen College of New Jersey physical therapy (PT) students will play a benefit wheelchair basketball game tomorrow at 7:30 p.m. in the D'Ankona Gymnasium on the campus in Union.

State plan hearing set

A public hearing on the state Development and Redevelopment Plan will be held on Wednesday, Jan. 31, at 7:30 p.m. at the Union County Planning Board's hearing room on the sixth floor of the Union County Administration Building, Elizabeth- town Plaza, Elizabeth.

Adult advisory office seeking volunteers

The Adult Advisory Services Office at Keen College of New Jersey in Union is seeking volunteers who will help adults make the transition to college or work.

BRIVI'S NEW QUALITY DELI OPEN SUPERBOWL SUNDAY! 9 am - 2 pm. Featuring 3-8 Foot Subs, Sloppy Joe Platters, Hot & Cold Dishes, Cheese Trays. COMING SOON BRIVI MONTHLY LUNCH PLAN. 234 Mountain Avenue Springfield 379-2820

Roselle Savings AND LOAN ASSOCIATION STATEMENT OF CONDITION December 31, 1989

Table with columns: BOARD OF DIRECTORS, ASSETS, OFFICERS. Assets include Cash and Other Liquid Investments (\$11,596,838), U.S. Government and Other Investments (7,417,519), First Mortgage Loans (215,421,219), etc. Total Assets: \$239,780,553.

Table with columns: LIABILITIES and RETAINED EARNINGS. Liabilities include Savings Deposits (\$20,927,392), Borrowed Money (0), Taxes and Insurance Escrow (682,822), etc. Total Liabilities and Retained Earnings: \$239,780,553.

Roselle Savings AND LOAN ASSOCIATION 101 YEARS OF CONTINUOUS DIVIDENDS. MAIN OFFICE: ROSSELLE, 245-1885. BRANCHES: BERNARDSVILLE (221-9100), HIGH BRIDGE (638-8100).

CHICKEN LEGS 68¢ lb. HOMEMADE REDUCED SALT FRANKS \$2.89 lb. FRENCH BRIE \$3.29 lb. 686-3421 2019 MORRIS AVE. • UNION

Free Ice Canada 50th Anniversary. Exclusive Live Tour of SUPER MARIO BROS. 2019 MORRIS AVE. • UNION

MEADOWLANDS ARENA. Tues., Jan. 30 through Sun., Feb. 4. Tickets: \$16, \$19 & \$9. Super Mario Bros. Game of Games. \$4.99. Barbie. \$3.99.

Mayor Phillip Kurzon, Republican, Township Committee member. Lee Eisen and Marla Forman, Democrats, and Jeffrey Katz and Marc Marshall, Republicans. Municipal Building, 100 Mountain Ave. Springfield 07081; phone 922-2200.

Springfield Leader. 1225 Stuyvesant Avenue Union, N.J. 07083. Phone Area Code (201) 686-7700. Subscriptions 686-7700. Display Ads 686-7700. Newsroom 686-7700 • Business Office 686-7700 Fax 686-4160.

Continuing Strength

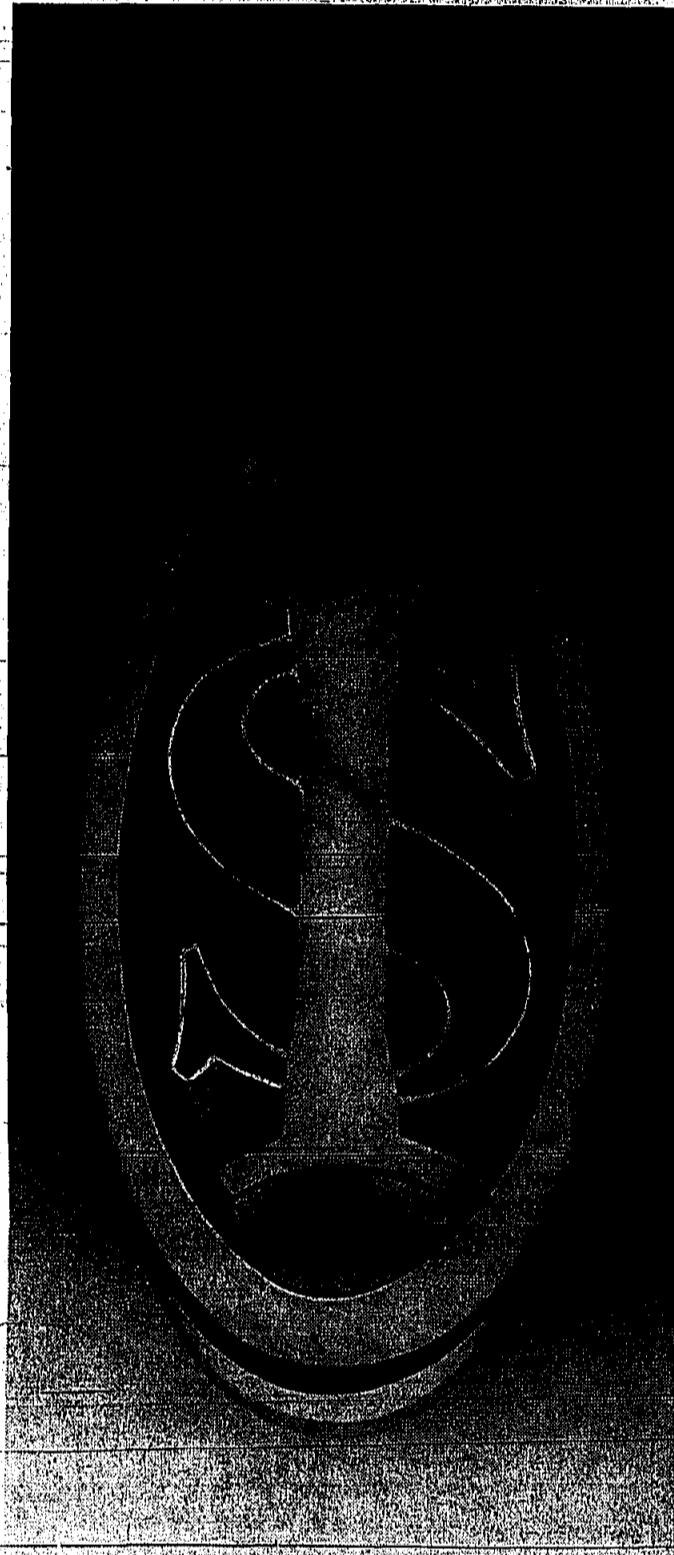
DECEMBER 31, 1989

- OFFICERS**
- ROLAND LEWAN, JR. President
 - PATRICK J. GRANT Executive Vice President
 - DOREEN R. BYRNES Senior Vice President
 - ROBERT J. MOIR Senior Vice President
 - JERRY PANZER Senior Vice President
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FREEHOLD: Highway 9 and Adelphi Road
HILLSIDE: 1188 Liberty Avenue
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SPRINGFIELD: 3551 Springfield Avenue
1065 Stuyvesant Avenue

NAVESINK: Highway 36 and Valley Drive
PLAINFIELD: 400 Park Avenue
SHORT HILLS: The Mall (Upper Level)
SPRINGFIELD: 173 Mountain Avenue
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and Warren Avenue
UNION: 877-979 Stuyvesant Avenue

A Sound, Conservative Savings Institution

DEPOSITS FEDERALLY INSURED TO \$100,000

SPORTS

COUNTY LEADER NEWSPAPERS THURSDAY, JANUARY 25, 1990-2,3,4A

SECTION B

ENTERTAINMENT CLASSIFIED REAL ESTATE BUSINESS DIRECTORY

CLASSIFIED PAGES 8-11

Dayton wrestlers suffer first loss

Things were tough all over for Jonathan Dayton Regional sports teams last week. The wrestlers suffered their first defeat of the season to perennial power Roselle Park, and the boys' and girls' basketball teams were each beaten twice.

WRESTLING
Roselle Park's Ron Jones pinned Mike Montanari at 432 of the 171-pound bout on Saturday to hand the 'Dawg matmen their first loss after eight straight victories.

The 35-25 final boosted Roselle Park's record to 5-1-1. It figured to be a long afternoon for Dayton-almost from the outset. After Dante Puroo got coach Rick Iacano's grapplers off to a good start with a quick pin of Park's Mike Demasio at 103 pounds, the Panthers' Bob McCaffery stunned the home crowd in Springfield by defeating previously undefeated Jason Yee, 7-6, at 112. Yee had entered the contest with a sparkling 11-0-1 record.

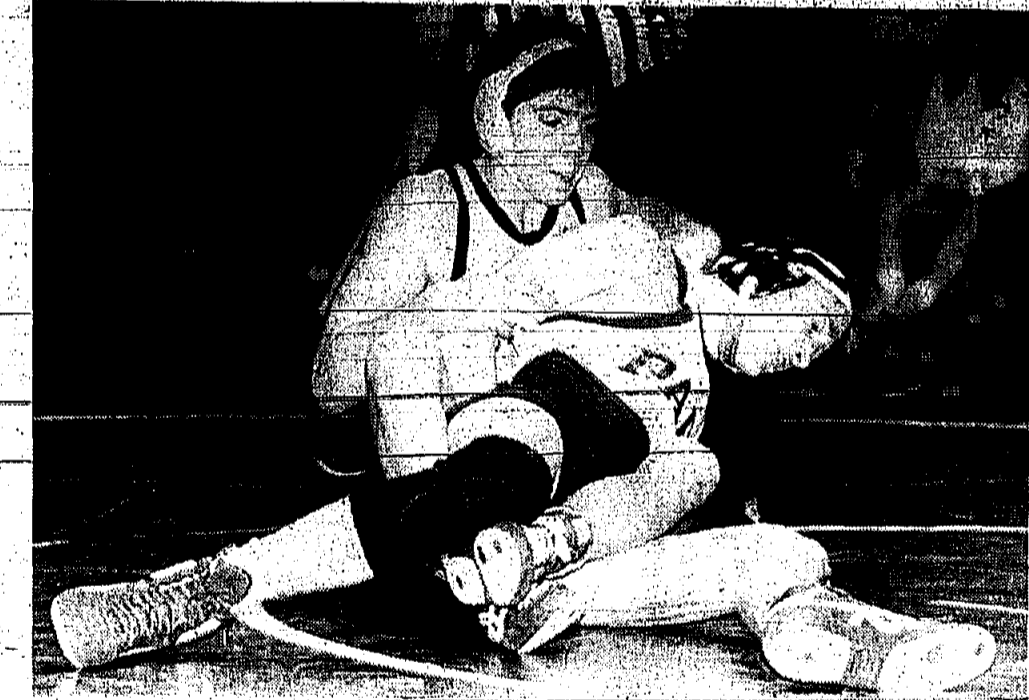
A 10-0 major by Pete Carpenter at 125 and a pin by Chris Moreno at 130 kept the 'Dawgs in the match, but Roselle Park's strength in the upper weight classes proved too much for Dayton. Only Dan Murphy at 152 and heavyweight Scott Addery, the latter by forfeit, could manage victories for the home team over the last eight bouts. The 'Dawgs fared much better ear-



UPTIGHT — The referee gets a good look, but it's no pin for Dayton Regional's Kevin Delaney, top, against Roselle Park's John Petrosky in Saturday's wrestling match. Petrosky rebounded to win a 9-3 decision.



SHORT WORK — Dante Puroo, top, of Dayton Regional makes Mike Demasio of Roselle Park his latest victim in Saturday's wrestling match. Puroo pinned his opponent in 39.



SOPH SENSATION Bob Taylor, top, ties up his Roselle Park opponent in a wrestling match earlier this year. The 145-pounder from David Brearley Regional has only lost once in helping to lead the inexperienced Bears to a 5-3-1 record thus far this winter.

Wins show Bears aren't in hibernation for winter

Kim Eagan, Scott DuBeau and Sterling Williams lifted their respective teams to victories in this week's sports highlights at David Brearley Regional High School in Kentilworth.

GIRLS' BASKETBALL
A tough Brearley defense shut out Roselle Park (1-12) in the third period as the Lady Bears (7-4) posted to a 37-26 win in Kentilworth on Friday.

Eagan dropped in six points in the 10-0 third quarter for the winners and finished with a game-high 15. Earlier in the week, Eagan tallied 19 in a futile effort against powerful New Providence, which rolled to a 66-33 victory.

The 11-1 Pioneers, who jumped out to a 31-18 halftime lead and were never headed, were led by Sue Neidig with 19 points and 12 rebounds. The Lady Bears played North Plainfield on Tuesday and don't take to the hardwoods again until a week from today, when they face St. Patrick's in Kentilworth.

BOYS' BASKETBALL
Williams, the star quarterback of DuBeau, a heavyweight, pinned the Brearley football team in the fall showed his versatility by leading the Bears again with 26 points in a 66-42 triumph over Roselle Park on Friday.

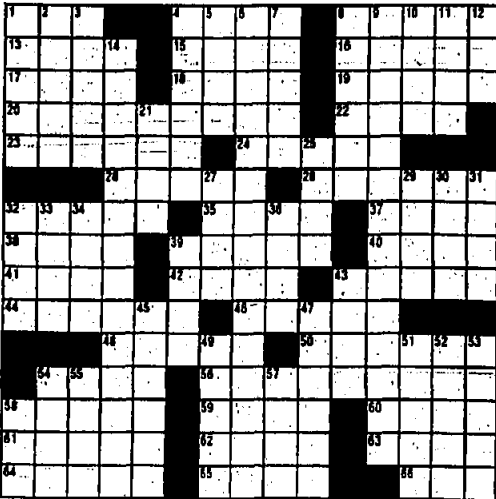
19 SCOREBOARD 90

HOME	VISITOR	QUARTER	INNING	DOWN	MATCH	SECONDS	PERIOD	HOLE	FRAME																																																																										
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<p>HARMONIA SAVINGS BANK Home Office: 1 Union Square, Elizabeth, N.J. Phone: (907) 288-0200 Administrative Office: 1700 Rancocas Hill Road, Haddonfield, N.J. 08033 Member Federal Deposit Insurance Corporation</p> <p>Dr. Michael A. Corey, D.C. Cory Chiropractic Office 2066 Morris Avenue Union 864-9907</p> <p>SPORTS INJURIES, WORK INJURIES, AUTO INJURIES Full Recovery and Maximum Compensation to restore you to work for an appropriate time. No. 202 24-hr. in-house physical therapy center in NJ. We speak Spanish & Portuguese. (Med. Insurance) Licensed</p> <p>FRENCHIES BAR & GRILL 547 W. Woodfield Ave. Roselle Park 248-9778 Good Luck to all Union County Basketball Teams</p>																																																																																			
<p>Scoreboard</p> <table border="1"> <tr> <td>Brearey 32</td> <td>New Prov. 52</td> <td>Linden 74</td> <td>Kearny 35</td> </tr> <tr> <td>Brearey 66</td> <td>Ros. Park 49</td> <td>Linden 55</td> <td>Union 34</td> </tr> <tr> <td>Dayton 41</td> <td>Immaculate 56</td> <td>Roselle 42</td> <td>Ros. Catholic 40</td> </tr> <tr> <td>Dayton 34</td> <td>Ridge 63</td> <td>Roselle 39</td> <td>Ros. Park 36</td> </tr> <tr> <td>Linden 65</td> <td>Kearny 33</td> <td>Roselle 36</td> <td>Central 38</td> </tr> <tr> <td>Linden 74</td> <td>Plainfield 36</td> <td>Ros. Park 42</td> <td>N. 13th Tech 37</td> </tr> <tr> <td>Linden 52</td> <td>Union 38</td> <td>Ros. Catholic 22</td> <td>Ridge 55</td> </tr> <tr> <td>Roselle 58</td> <td>St. Pat's 38</td> <td>Union 47</td> <td>Cranford 49</td> </tr> <tr> <td>Roselle 71</td> <td>Central 62</td> <td>Union 51</td> <td>Rahway 48</td> </tr> <tr> <td>Roselle 83</td> <td>Ros. Catholic 56</td> <td></td> <td></td> </tr> <tr> <td>Ros. Catholic 65</td> <td>Ridge 60</td> <td></td> <td></td> </tr> <tr> <td>Ros. Park 57</td> <td>St. Pat's 47</td> <td></td> <td></td> </tr> <tr> <td>Ros. Park 41</td> <td>Oratory 54</td> <td></td> <td></td> </tr> <tr> <td>Union 60</td> <td>Rahway 50</td> <td></td> <td></td> </tr> </table> <p>Wrestling</p> <table border="1"> <tr> <td>Brearey 32</td> <td>Johnson 28</td> </tr> <tr> <td>Dayton 36</td> <td>Watchung 18</td> </tr> <tr> <td>Dayton 34</td> <td>Bedford 17</td> </tr> <tr> <td>Linden 33</td> <td>PLD 24</td> </tr> <tr> <td>Linden 27</td> <td>Elizabeth 48</td> </tr> <tr> <td>Ros. Park 35</td> <td>Dayton 25</td> </tr> <tr> <td>Ros. Park 42</td> <td>Gov. Liv. 17</td> </tr> <tr> <td>Union 69</td> <td>Ridge 12</td> </tr> <tr> <td>Union 30</td> <td>Rahway 23</td> </tr> </table>										Brearey 32	New Prov. 52	Linden 74	Kearny 35	Brearey 66	Ros. Park 49	Linden 55	Union 34	Dayton 41	Immaculate 56	Roselle 42	Ros. Catholic 40	Dayton 34	Ridge 63	Roselle 39	Ros. Park 36	Linden 65	Kearny 33	Roselle 36	Central 38	Linden 74	Plainfield 36	Ros. Park 42	N. 13th Tech 37	Linden 52	Union 38	Ros. Catholic 22	Ridge 55	Roselle 58	St. Pat's 38	Union 47	Cranford 49	Roselle 71	Central 62	Union 51	Rahway 48	Roselle 83	Ros. Catholic 56			Ros. Catholic 65	Ridge 60			Ros. Park 57	St. Pat's 47			Ros. Park 41	Oratory 54			Union 60	Rahway 50			Brearey 32	Johnson 28	Dayton 36	Watchung 18	Dayton 34	Bedford 17	Linden 33	PLD 24	Linden 27	Elizabeth 48	Ros. Park 35	Dayton 25	Ros. Park 42	Gov. Liv. 17	Union 69	Ridge 12	Union 30	Rahway 23
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<p>Dr. James C. Byrne D.P.M. Foot Specialist Hours by Appointment 834 Bluyvesant Ave. Union 964-8980 Laser Surgery In Office</p> <p>THE VIDEO ROOM I & II 1691 Stuyvesant Ave. • Union • 851-3848 COUPON 1691 Morris Ave. Union • 968-4181 Lifetime Membership with 1 Year Free with Rental Open 7 Days</p> <p>BERKELEY BANK Berkeley Federal Savings Bank 558 Millburn Avenue Millburn, NJ 07039 457-3730 Berkeley Federal Savings Bank 334 Chestnut Street (Fire Police) Union, NJ 07088 467-7306</p>																																																																																			

CROSSWORD PUZZLE

Edited by Trude Michel Jaffe

- ACROSS**
- Copy
 - Bastard
 - Floral perfume
 - Chart
 - Supplicate
 - Courage
 - Impulsive
 - Encouraging
 - In Latin America
 - Show reverence
 - Capitulate
 - Winners at Wimbledon
 - Resting agent
 - Kinshasa is its capital
 - Myoshi of "Flower Drum Song"
 - Type of bike
 - Tinkled
 - Sicilian resort
 - Scarlett's home
 - X-rated
 - Jockey
 - Decelt
 - District
 - Purse item
 - Valletta's island
 - Styie
 - Syrian president
 - Hafez al-
 - Peak
 - Neighbor of
 - 24 Across
 - Equal
 - Continent
 - contractors?
 - Phil Silvers role
 - London apartment
 - A "Godfather" star
 - Tyr. Balder
 - at
 - 62 Actress Best
 - Put-in-Bay's lake
 - Erzville srs.
 - Orzic
 - Madrid Mr.



horoscope

For week of Jan. 28 to Feb. 3

- ARIES** (March 21 to April 19) Check your calendar, plan your strategy early in the week and you will get everything done. Remember that timing is everything.
- TAURUS** (April 20 to May 20) Do not rest on your laurels this week. Keep up the hard work on the job and you will secure a big promotion or bonus in the coming months.
- GEMINI** (May 21 to June 20) Avoid throwing past grievances at your partner. Trust his or her good intentions and agree to forgive and forget.
- CANCER** (June 21 to July 22) A competitor on the job has hit you with his best shot. Now he will start running out of steam. Lay low this week and show off your best efforts next week.
- LEO** (July 23 to Aug. 22) Keep your mind on the task at hand, whether it is on the job or on the road. This is the week to accomplish small goals at work or around the house. Save daydreaming for the evening.
- VIRGO** (Aug. 23 to Sept. 22) Beware of friends and co-workers who seem to be eager to please. Seek valuable advice from those who are a little skeptical and have a good sense of humor.
- LIBRA** (Sept. 23 to Oct. 22) Take on an extra task at work this week — you are up to the challenge. Get ahead and you will be prepared for a bigger challenge in the weeks to come.
- SCORPIO** (Oct. 23 to Nov. 21) Mind your own business this week. Friends and family will not appreciate meddling; you could find yourself getting too involved in their problems.
- SAGITTARIUS** (Nov. 22 to Dec. 21) Lady luck is smiling on you all this week. Buy a lottery ticket, go to the race track or take a chance on a new love interest.
- CAPRICORN** (Dec. 22 to Jan. 19) Forgoe that home improvement project that has been too frustrating. Pick it up again in a few weeks, when you will find yourself more prepared for the job.
- AQUARIUS** (Jan. 20 to Feb. 18) Work and family demand your full attention this week. Give both whatever support they need, and the favor will be returned when you need it.
- PISCES** (Feb. 19 to March 20) Be flexible. Look at a troublesome situation from a new angle. A potentially good opportunity is staring you in the face.

Winter activities include demonstrations of fiber

Winter activities continue at the Miller-Cory House Museum, 614 Mountain Ave., Westfield, Sunday from 2 to 4 p.m. Volunteer Mary Jane Allen will demonstrate how "dread was made from spinning, a process whereby fiber is drawn out and twisted into thread." The winter months provided more time for spinning wool and flax fibers into woolen and linen threads during the 18th and 19th centuries in New Jersey.

The inventory taken of Joseph Cory's estate in 1802 includes three pairs of wool cards, used for prepar-

ing the fibers for spinning, one spinning wheel, a spooling wheel, and swifts, used for winding yarn.

Annamarie Koesler, a member of the Museum's cooking committee, will show how butter was made by churning. Joseph Cory's 1802 inventory also lists one pot containing 16 pounds of butter.

Chris Glazer will be among the costumed docents conducting tours of the pre-Revolutionary farmhouse. More information can be obtained by contacting the office at 232-1776.

Come home to rich, hearty soup

recipe file

There's nothing like coming in from the cold to a crackling fire and the rich aroma of homemade soup simmering on the stove. Nothing warms the soul quicker or tastes better than a hearty soup, especially if it's Mom's.

Soup appeal has always been universal, and traditional recipes have lasted through the centuries. And, according to the November/December 1989 issue of "Philip Morris Magazine," as the vogue of nouvelle cuisine tapers off, these one-dish meals are being adapted by American cooks and are making a comeback. From a Russian borscht to a robust Italian minestrone, soup has become a dish to complement anyone's table year-round.

Soups today truly reflect the ingenuity of the everyday cook, using a wealth of available vegetables. Also, soups can be made in large quantities and frozen for later use. They can be a real treat for today's working person who still wants to savor a home-cooked meal, and they are an economical way to feed a large group. Making good soups is not difficult. The trick is determining which ingre-

dients work well together. The soup pot should never be a haphazard catchall for whatever one has around. Each vegetable's character should be respected.

A good stock is a cook's best friend. It makes a new cook a good one, and a good cook, a great one. However, while a homemade stock does produce a more full-bodied soup, great results can be achieved with a doctored commercial broth or a bouillon-cube broth, as long as the vegetables are very fresh. Fresh produce is the most important ingredient. Fortunately, we have access to the basic ingredients of many wonderful soups and stocks, all-season vegetables such as carrots, onions, celery and potatoes.

Here is a recipe for one of the season's best from "Perla Meyers' Seasonal Kitchen" Fireside/Simon & Schuster, 1989.

ROOT VEGETABLE SOUP
2 large leeks, white part only
4 tablespoons unsalted butter

boil, reduce heat and simmer until vegetables are almost tender.

4. Add lettuce and spinach leaves, and season with salt and pepper. Lettuce should just wilt, but still remain crisp. Do not overcook.

5. Before serving, add heavy cream and heat soup through without bringing to a boil. Sprinkle with chives and parsley and serve hot with thin slices of black bread.

lottery

The following are the winning New Jersey Lottery numbers for the week of Jan. 14.

PICK IT — AND PICK 4
Jan. 14—960, 3988
Jan. 15—757, 1128
Jan. 16—782, 2081
Jan. 17—769, 9669
Jan. 18—115, 3970
Jan. 19—255, 2300
Jan. 20—113, 6384

PICK-6
Jan. 15—8, 11, 12, 21, 22, 41; bonus — 34829.
Jan. 18—14, 15, 19, 20, 41; bonus — 42350.

Athenian platter recipe offered

The Garden Restaurant, 943 Magie Ave., is offering its popular Athenian Platter recipe to the public.

ATHENIAN PLATTER
6-7 pieces—of-cubed-tenderloin-steak
½ teaspoon minced garlic

For Sauce:
2 tablespoons olive oil
¼ cup white wine
1 teaspoon lemon juice
½ teaspoon Roux
2 teaspoons butter

In large skillet heat olive oil, sauté meat for 1 minute. Add white wine, butter, lemon, Roux and butter. Stir until sauce thickens.
Serve with Greek Salad.

French painting

An exclusive New Jersey showing of oil paintings by French contemporary artist Fernand Renard will be presented from a private collection by Swain Galleries in Plainfield, through Feb. 2. The retrospective of Renard's work includes interiors, still lifes and florals from the private collection of Mr. and Mrs. Michel Somtolet of Westfield and Manhattan.

Regular gallery hours are 9:30 a.m. to 5:30 p.m. weekdays, and Saturdays to 4 p.m. at 703 Watchung Ave. Further information can be obtained by calling 756-1707.

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The economy adapts for the 1990s

Union County

By STEVE GALVACKY

It's little. And it's big. Union County stretches only 18 miles east to west, from Elizabeth to Plainfield. All but one of New Jersey's 20 other counties occupy more land.

Yet Union County is home to half a million people. And it serves as the strategic and geographical backbone of one of the most pivotal of the 50 states which comprise the world's greatest economic power.

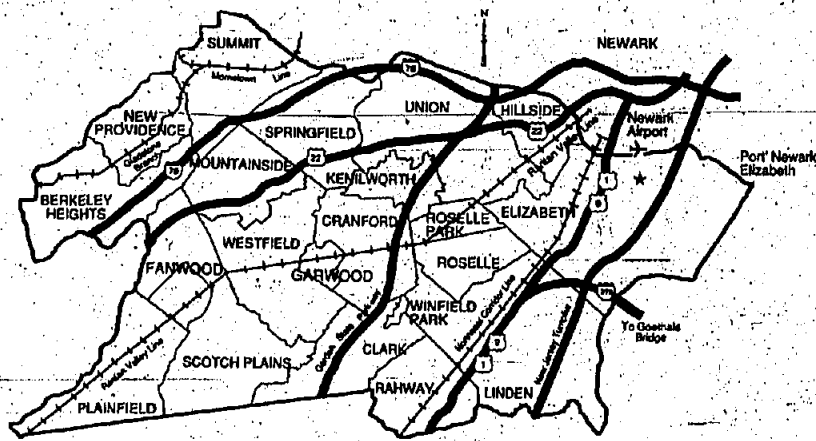
At New Jersey's hub, next to Newark and New York City, Union County boasts five railroad lines, six major highways, 13 auxiliary highways, Port Elizabeth and a portion of Newark International Airport. Those who live and work here are thus within easy reach of the nation's and the world's major markets.

Long known as a classic example of the industrial revolution, the state's most densely populated county is undergoing a slow but clearly discernible metamorphosis that will bring it into the 21st century.

Within Union County's 103 square miles are springing new commercial, residential and mixed-use developments. The 1990s will witness the continua-

tion of two trends — one towards the retooling of old buildings deserted by industrial giants and the other towards the construction of new sites for fresh ventures geared toward high technology and light industry.

The county's prime location, excellent transportation facilities, advantageous tax base and highly competitive industrial lease rates have been the catalysts of the recent economic revitalization. But farsighted planning by the county's 21 municipalities have long played a role in turning businesses here. There are



Merck & Company, situated in Rahway and Linden, was recently named by Fortune Magazine as America's most admired corporation — for the fourth year in a row. The pharmaceutical firm has been headquartered here since 1903.

Then, of course, there's Bell Labs in Murray Hill; Exxon Research and Engineering in Linden; General Motors in Linden; Hoechst Celanese in Summit; Schering-Plough in Kenilworth and Union; CIBA-Geigy in Summit; Bristol-Myers in Hillside; AT&T Technologies in Clark and Berkeley Heights; and approximately 150 other manufacturers.

Large-scale commercial centers include the Wakefern Food Corporation, which supplies the ShopRite supermarket chain, in Elizabeth. Two big utilities, Elizabethtown Gas Company and Elizabethtown Water Company, call the county home, as do 30 financial institutions boasting more than 200 branches in the county.

So it's a combination of the new and the old that is leading "little" Union County into the 1990s. Together, they are expected to keep the county's economy on a steady footing while it also changes, dynamically, to meet the challenges of the future.

now 23 qualified industrial parks in the county, and a variety of zonings have created areas set aside specifically for chemical firms, high-tech firms and other industrial groups.

During the 1980s, for instance, the huge former Singer Sewing Machine Co. plant in Elizabeth was turned into a home for nine industries employing thousands of workers; the Port Authority of New York and New Jersey began developing the 120-acre Elizabeth Industrial Park; Call Associates of Cranford and the Kean Family Trust made prog-

ress on the mixed-use Liberty Hall project, located on 63 acres in Union; and the city of Plainfield contracted a local firm, Queen City Development Corp., to build a \$60 million residential-office complex in the heart of town.

Ambitious projects are everywhere. With all the newcomers to the Union County business community, let's not forget the industrial "old guard" that long ago gave the county its reputation as a research-and-development haven.

TV health show has big plans

"Health Scene," the Union Hospital Foundation's cable television talk show, will go more in-depth when covering health-care issues in the 1990s.

Aside from featuring our many programs and services, we offer to the community the show will begin to focus on more hardcore issues," Otto Monaco, host/producer of "Health Scene," said.

"We intend to concentrate on those topics that all of us in the health-care field will be facing in the '90s."

The first "Health Scene" edition for the new year will be on the hospital's Patient Representative Department.

Eleanor Hazelton, R.N., is Union Hospital's patient representative.

Hazelton has been with the hospital for more than 22 years. During that time, she has served many capacities in the nursing field. They include the medical/surgical unit and intensive care unit.

On the program, "Health Scene" will take its cameras for a "behind-the-scenes" look at patient care at Union Hospital.

Union Hospital

"We'd like to show our viewers how integral a part the patient representative plays in patient care at Union Hospital," Michael C. Young, director of "Health Scene," said. "We'll follow Hazelton through the hospital as she makes her rounds and visits with patients at bedside."

Young is also video lab coordinator of the media center at Union County College in Cranford where "Health Scene" is videotaped.

The program will air on Suburban Cablevision's channel 32 on Saturday, Jan. 27, and Saturday, Feb. 3, at 6:33 p.m. On TKR Elizabeth Cable, the show can be seen on Wednesday, Jan. 31, on channel 12 at 7 p.m.

Viewers are invited to send in comments and/or suggestions to "Health Scene," c/o The Union Hospital Foundation, 695 Chestnut St., Union 07083.

Union Hospital is located at 1000 Gallop Hill Road, Union.

Shoe store expanding in 1990s

Red Wing Shoes, 2456-B Route 22, Union, is part of a tradition of quality dating back to the beginning of the century.

For 85 years, the Red Wing Shoe Company, located in the small Minnesota town of the same name, has been producing some of the finest quality footwear made in the world.

Red Wing's products are supported by a network of more than 400 countries. By 1994, Red Wing will have 27 addi-

Red Wing Shoes

tional stores throughout New York, New Jersey and Connecticut.

The company has remained under direct control of its founding family, the Sweezys.

In the Union County area, Red Wing Shoes are represented by Tim Jefferson at 2456-B Route 22, Union. Jefferson said he will gladly answer any questions about Red Wing products or services at 688-3666.

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Drawing upon its scientific expertise, Schering-Plough is pioneering unique health care products that treat a wide range of diseases, including allergic and inflammatory disorders, infections and cardiovascular diseases, and certain cancers.

Today, Schering-Plough probes the outer reaches of advanced biotechnology by studying the human immune system and the mechanisms for controlling the growth of cells. "Intron A", the first commercial offering of this research, is now marketed as both an anticancer and antiviral agent and is being steadily approved for a widening array of clinical indications.

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FROM THE HEART

Condensed Balance Sheet

December 31, 1989

ASSETS	
Cash and Due from Banks	\$12,559,066
Investment Securities	80,962,785
Federal Funds Sold	23,000,000
Loans (Net of Reserve for Possible Loan Loss & Unearned Discount)	69,860,767
Bank Premises & Equipment	1,149,078
Other Assets	3,722,694
TOTAL	\$191,254,390
LIABILITIES AND SHAREHOLDERS' EQUITY	
Deposits	\$168,950,836
Federal Funds Purchased and Securities Sold Under Repurchase Agreements	4,698,000
Other Liabilities	1,765,263
Total Liabilities	175,414,101
Common Stock	2,000,000
Surplus	3,497,120
Undivided Profits	10,343,169
Total Shareholders' Equity	15,840,289
TOTAL	\$191,254,390

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System speeds tax filings

Joseph Petrucci, district manager for H&R Block, has announced that the company's Rapid Refund service is being introduced in the New Jersey area during the 1990 tax season.

Rapid Refund is Block's refund anticipation loan service using electronic filing. Block introduced electronic filing five years ago in two cities. It will be available on a nationwide basis for the first time during this year's tax season.

"Rapid Refund is revolutionizing the way people file their income tax returns," said Petrucci.

"Rapid Refund—transmits tax returns electronically to the Internal Revenue Service," he said.

"Qualified tax preparation clients and nonclients can pay an additional fee to receive a loan advance on their refund. The loan advance arrives a few days after their return is electronically filed with the IRS," Petrucci added.

"The IRS processes the electronically-filed return, then deposits the taxpayer's refund in an account the client has established with a participating bank, thereby speeding the loan. Filing this way reduces considerably the amount of time it takes for taxpayers to receive their money," he said.

Last year, a total of 825,279 H&R Block clients filed their 1988 tax returns using this faster refund service.

The company transmitted more than 71 percent of all U.S. returns filed electronically during the 1989 tax season.

Local offices include:
 • Elizabeth — 1158 East Jersey St., phone number 353-6072.

H&R Block

• Hillside — 1318 North Broad St., phone number 352-0947.

• Irvington — 1364 Springfield Ave., phone number 372-3548, and 837 Springfield Ave., phone number 374-8383.

• Linden — 241 St. Georges Ave., phone number 925-1750.

• Plainfield — 205 Park Ave., phone number 561-3093.

• Rahway — 1519 Main St., phone number 381-8808.

• Scotch Plains — 1587 East Second St., phone number 322-2232.

• Union — 1965 Morris Ave., phone number 687-5069.

• Westfield — 309 South Ave., phone number 233-7274.

"Rapid Refund is an important service both to Block clients and to those who prepare their own returns or who have another individual prepare them," Petrucci stated.

The IRS developed electronic filing to improve the efficiency of its service. Taxpayers who do not qualify for a refund anticipation loan can still elect to have H&R Block electronically transmit their returns.

This can shorten the time it takes the IRS to process a tax return by up to three weeks.

Thus, taxpayers could expect to receive their refund checks up to three weeks sooner.

More information about H&R Block's Rapid Refund program can be obtained by contacting any H&R Block office.

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The Samuels Family started in business in 1932 when Jacob Samuels opened a used car lot at 2901 Springfield Ave. in the Vauxhall section of Union.

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 1962. 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 Ervin 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 125 manufacturers, with all the name brand products on hand such as: AC-Delco, Parolator, TBM, Federal Mogul, Everco, McCord, Turtle Wax, SK Tools, Motorcraft, Mehuft, Beck Arney, 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 assistance of Robert Samuels & Matt Plano and assisted by Jr. Stratford, Junior Lawler, James Fasale, Ron McDuffie and Amos Malaverca, Curtis Cross, Paul Rodriguez, Jose Rodriguez, Theron Eggen, and Robert Jackson, who have nurtured 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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Unique health-care center offers range of services

Manor Care Mountainside Nursing, Rehabilitation and Residential Center is a modern, 150-bed facility located at 1180 Route 22 West, Mountainside.

Its parent firm, Manor Healthcare Corp., is the fourth-largest publicly-held provider of long-term care in the nation, and currently operates 158 skilled nursing centers under the brand names American, Four Seasons, Leader and Manor Care.

The unique Mountainside facility actually offers three different units in one building.

The Village, a 30-bed residential facility, was designed for independent living. Rooms are tastefully furnished in the Queen Anne style.

As added security, each room is equipped with an emergency call bell system at the bedside and in each private bathroom.

The Village provides 24-hour security, three meals per day, laundry, housekeeping services, activities and medication supervision. A separate entrance, lobby, dining room and lounge area completely separate the Village from the rest of the facility.

This unit is for residents who are ambulatory and independent in self-care, yet prefer 24-hour-a-day security and supervision, if needed.

Manor Care Mountainside also offers a state-licensed 60-bed nursing unit which provides both intermediate and skilled levels of care. Twenty-four-hour-a-day skilled nursing services are provided by

Manor Care Nursing Center

trained, professional staff of RNs, LPNs and certified nursing assistants.

The nursing unit is both Medicare- and Medicaid-approved.


Manor Care provides full-time therapy services, including physical therapy, speech therapy and occupational therapy.

One unique feature of the therapy departments is that all of the therapists are full-time Manor Care staff. They are not contracted services. This enables the staff to provide residents with continuity of services by providing therapists five days a week.

Manor Care Mountainside offers short-term stays for rehabilitation, as well as respite stays in the nursing unit and vacation stays in an independent living unit.

The facility's Reach program is a specially-designed rehabilitation unit for adults between the ages of 18 and 64 years who are experiencing a catastrophic trauma or disease. The program uses an interdisciplinary approach to help patients not only discover but develop their full potential.

The Reach program primarily provides subacute rehabilitation for those with head injuries, strokes, spinal cord injuries, amputations, orthopedic and neurologic impairments, arthritis and other traumas and diseases.

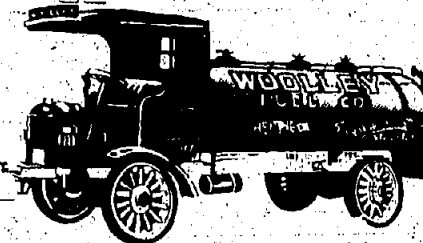


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School for legal assistants opening soon

Union Institute of Paralegal Studies will open for enrollment in mid-February at 2583 Morris Ave., Union.

This school will be dedicated to train students in the paralegal profession in just six months. Both day and evening classes will be held.

Union Institute of Paralegal Studies

The profession is barely two decades old, but the paralegal is now the fastest-growing occupation in the country. It is outpacing such fields as computer programmers and computer sys-

tem analysts, which are second and third, according to government statistics.

All instructors at Union Institute of Paralegal Studies will be highly-qualified practicing attorneys.

The paralegal school, approved by the New Jersey Department of Education, will sponsor an open house on Wednesday, Jan. 31, at 12 noon and 7 p.m. Reservations are requested and may be made by calling 688-1440.

Health-care facility has individual in mind

Pleasantview Manor

The stated mission of Pleasantview Manor, 2385 Springfield Ave., Union, is:

- To provide progressive quality health care to residents by encouraging and supporting independence, social interaction, and optimal level of functioning;

- To offer support and advice to families during times of need and encourage feedback on the facility's goals and objectives;

- To recognize the responsibility to be an active employer concerned with the individual needs of its immediate communities;

- To continuously maintain an awareness of the needs and desires of its staff, with personnel policies and practices that encourage dignity, self-worth, and a sense of fulfillment by supporting and encouraging their contributions; and

- To incorporate the quality assurance program into all aspects of care in order to provide a means whereby issues related to "quality care" and "quality of life" can be identified and reviewed through an interdisciplinary approach.

The facility is dedicated to meeting the social, physical, and emotional needs of its residents.

The list of services include:

- 24-hour licensed nursing care;
- Medical care;
- Medicare certification;
- Alzheimer's care;
- Recreational therapy;
- Nutritional services;
- Beauty parlor;
- Religious services;
- Respite care;
- Social services department;
- Consultant services — dental care, podiatry and pharmacy;
- Discharge planning;
- Library services;
- Physical, speech and occupational therapy; and
- Residential unit.

Pleasantview Manor is located minutes from the Garden State Parkway, via Interstate 78 and Route 24, adjacent to the Union Marketplace.

For further information, interested persons may call 688-3400.

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Whippany Office:
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Millburn Office:
343 Millburn Avenue
Millburn, NJ 07041

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Ideal Professional Park
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IN 1989, OVERLOOK HOSPITAL in Summit opened its new pediatric cardiology center, featuring the most modern equipment for the diagnosis and treatment of heart conditions in children. Here Donald Lelcher, M.D., performs an echocardiogram — an ultrasound diagnostic cardiac test — on a young patient at the hospital. The 615-bed hospital has been serving Union County residents since 1915, but is planning facilities and services in the 1990s that feature the latest in technology.

Hospital going high-tech in '90

Specialty services, state-of-the-art technology, and a hazardous material emergency management program are in the picture for Overlook Hospital in Summit in 1990.

For cardiac patients: Overlook last fall added a new cardiac specialty — a pediatric cardiology center. It provides a complete range of diagnostic and treatment services for infants and children, with congenital and acquired heart disease.

The center provides the physicians with access to an array of diagnostic services not widely available outside major metropolitan hospitals. These services include electrocardiographic evaluation, stress testing and holter evaluations for children with rhythm problems.

Soon to be included in this center will be diagnostic fetal echocardiography, for identification of congenital heart disease in the prenatal period.

In addition, a second cardiac catheterization laboratory is scheduled to be operational early this year.

For easing patient discomfort during diagnosis of illness or injury, a new CAT scanner that allows complicated exami-

Overlook Hospital

nations with excellent imaging capability at high speed.

For women only: A second, state-of-the-art mammography unit was added in fall, 1989. This is a low-dose radiation unit which permits magnification of all views of the breast and localization of areas pinpointed for surgery.

For children and young adults: A new pediatric unit is scheduled to open in early 1990. Its all-new facilities will include 15 specially-designated young adult beds; a four-bed critical-care unit with central monitoring equipment; a section for pediatric oncology patients with special needs; and, for youngsters confined for days or weeks — an enclosed outdoor playroom, to provide fresh air and brighten spirits.

For community emergencies involving hazardous materials: An emergency information system computer — first in the state located at a hospital — is housed at Overlook's MCHU Dispatch Center. The information system gives hospital emergency staff complete information on management of hazardous material incidents.

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ST. ELIZABETH HOSPITAL in Elizabeth in 1989 added a laser for general surgery, allowing procedures to be done on a more timely basis and hospital stays and recuperation time to be shortened. Here Pedro Gutierrez, M.D., performs a procedure using the new device.

Major construction planned in '90

St. Elizabeth Hospital, 225 Williamson St., Elizabeth, will move forward in 1990 with new equipment, a major new service and a groundbreaking for its \$40 million-plus construction and renovation project. Among the new equipment purchases St. Elizabeth Hospital plans in 1990 are a \$236,000 nuclear medicine camera — the single-photon emission computerized tomography system — for nuclear cardiology, and a \$300,000 radiation oncology simulation system for radiation therapy.

The state-of-the-art nuclear medicine camera, the hospital's third such piece of equipment, will provide improved service to cardiac patients by providing greater and more accurate diagnosis through more extensive imaging analysis when evaluating cardiac disease.

St. Elizabeth Hospital

The unique simulation system, with its CAT-scan capability, will assist the radiation oncologist in treatment planning by providing greater accuracy when detecting tumor location and volume, thereby assisting the radiation oncologist to determine the most effective dosage of radiation for the patient. The system also adds to patient convenience as it eliminates the need for additional CAT scans used for treatment planning purposes.

St. Elizabeth Hospital debuted a new emergency room service earlier this month. Called ExpressCare, it will provide quick, convenient service for patients suffering from minor injuries and minor illnesses.

All patients who present themselves for treatment in St. Elizabeth Hospital's emergency room will be seen by a triage nurse who will determine the nature of the problem. Those patients with minor problems will be served separately from other emergency room patients within a one-hour time frame.

The hospital plans to break ground in August 1990 for a \$40 million-plus building and renovation project that will provide hospital patients with improved care and services in a modern, technologically advanced facility.

Sister Elizabeth Ann Maloney, president of St. Elizabeth Hospital, believes, "The new project will take St. Elizabeth Hospital into the 21st Century with the physical facility and equipment necessary to serve the community with the highest quality health care possible."

The project will be financed through tax-free revenue bonds and a hospital equity contribution that will include funds raised from the community in a \$4 million capital campaign to be announced soon.

The first phase of the project will entail construction of a 137,000-square-foot, nine-story patient tower that will connect to the south face of the hospital's white, seven-story "N" building. The second phase of the project will be the renovation of substantial portions of the "N" building. The final phase will be the demolition of the hospital's aging red-brick "X" and chapel buildings.

This construction project became necessary, says Jane Adams, the hospital's vice president of professional services, in order to replace existing patient services and beds that must be replaced by the highest quality health care possible.

(Continued on Page 9)

Construction plans

(Continued from Page 8)

removed from the 64-year-old "X" building.

While the hospital's bed count will remain at 325, an additional four critical-care beds will be added, bringing the total number of critical-care beds to 20.

When completed in late 1992, the new addition will house a state-of-the-art emergency room, a surgical suite, 152 medical/surgical beds and the hospital's new labor, delivery and recovery rooms that will enable women to go into labor, deliver and recover in the privacy of a single room.

The hospital's new emergency room will be located on the first floor of the addition and will be three times the size of the current emergency room. It will feature an ambulance-accessible, state-of-the-art trauma room specifically designed for the complicated procedures required to stabilize patients who have had traumatic injury. Additionally, the ER will house five treatment rooms for specific purposes, such as casting, five more general treatment areas, a special triage room and state-of-the-art monitoring systems.

The hospital's five surgical rooms and endoscopy room will be relocated from the "N" building to encompass the entire second floor of the addition, and will feature larger rooms, an expanded recovery room and the latest in monitoring systems. The rooms will be equipped for specialty work such as laser surgery, and will be able to accommodate future advances in technology.

Along with five labor, delivery and recovery rooms, St. Elizabeth Hospital's maternity area will feature a larger well-baby nursery with clear vision panels for family viewing, the intermediate care nursery for infants with special needs, two high-risk labor rooms and a C-section room. This maternity area will span the entire fifth floor of both the addition and the renovated "N" building. The renovated portion will house private and semi-private rooms for post-partum care.

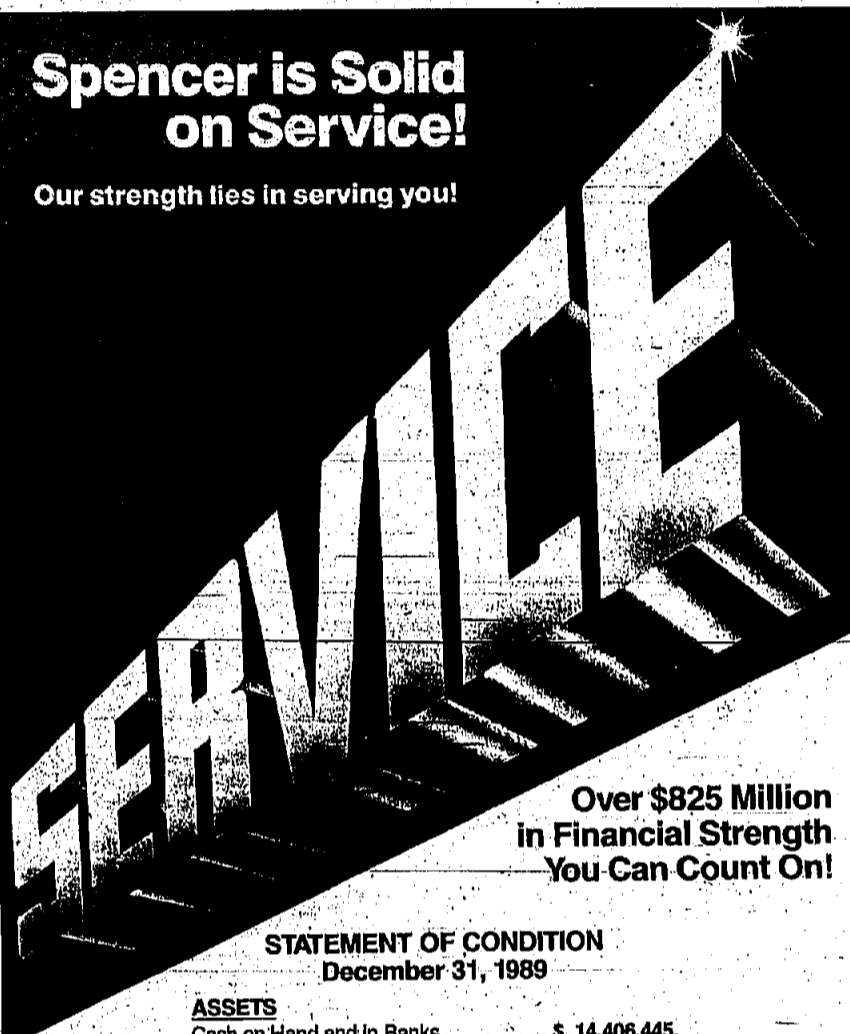
Another plus for patients provided by the new construction will be a centralized area for all inpatient and outpatient registration adjacent to the emergency room. Patients will be able to go to one general location for all registration, but will be served at separate windows, depending upon their needs, thereby allowing quicker, more convenient service.

Other improvements related to the construction and renovation project include an expanded endoscopy area on the third floor of the "N" building, expanded laboratory and radiology on the ground floor, an enlarged physical therapy department on the first floor and the hospital's Seton Center for Chemical Dependency relocated to the third floor of the "N" building.

In order to provide the entire hospital campus with adequate heating and cooling systems, St. Elizabeth Hospital has already begun construction on a \$4 million-plus central utility plant. The new plant will also feature a computerized energy-management system.

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STATEMENT OF CONDITION December 31, 1989

ASSETS	
Cash on Hand and in Banks	\$ 14,406,445
Federal Funds Sold	38,200,000
Investment Securities	11,928,216
Loans Receivable, Net	708,640,433
Mortgage Backed Securities, Net	24,781,021
Premises and Equipment, Net	4,343,837
Federal Home Loan Bank Stock	7,017,900
Accrued Interest Receivable	5,548,733
Other Assets	9,385,526
TOTAL ASSETS	\$825,262,111
LIABILITIES and RETAINED EARNINGS	
Members' Savings	\$748,186,655
Taxes and Insurance Paid in Advance	4,304,367
Other Liabilities	4,644,361
TOTAL LIABILITIES	\$757,135,383
Retained Earnings	\$ 68,126,728
TOTAL LIABILITIES and RETAINED EARNINGS	\$825,262,111

*The Bank, an agency of the United States Government, insures all deposits up to \$100,000 in accordance with the rules and regulations of the FDIC.

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Hotel features banquet facilities

The Clark Ramada Inn, located off Garden State Parkway Exit 135, is only 10 minutes from Newark Airport and close to New York City's and New Jersey's major tourist attractions. The hotel offers outstanding banquet facilities. Groups of 10 to 450 can take advantage of banquet packages specially designed to meet every need. The inn's 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 Ramada also offers elegant dining in a relaxed, comfortable atmosphere in the Continental Restaurant. The varied

Ramada Inn

menu features continental dishes equal to any served in the finest restaurants in the United States and abroad. The hotel's Sunday brunch has achieved a reputation for sumptuous fare. The Ramada's Continental Lounge features a great new sound system that highlights nightly entertainment, and the Lobby Lounge provides room for quiet relaxation. And, of course, the hotel boasts the luxurious accommodations for which the name "Ramada Inn" is famous. Two-hundred completely remodeled guest rooms feature double/double or king-size bedding, cable TV, individual climate control, room service and a swimming pool.

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Organization assists businesses in county

In 1977, the Union County Economic Development Corporation (UCEDC) was formed to assist businesses in the county.

The UCEDC's initial goal was to help increase jobs and rates in the county. Today, the corporation also focuses on lending a hand to existing businesses operating in the county.

"We are a private, nonprofit organization whose mission is to help businesses grow and relocate in Union County," explained Maureen Tinen, president of the UCEDC.

"As the official economic development corporation of Union County, we provide technical and financial aid to businesses that wish to expand in this county," she explained.

"We also conduct an active marketing campaign to attract other businesses to move here," Tinen added.

Designed to help both small businesses and large corporations prosper in Union County, the UCEDC offers a variety of programs to companies.

One way that the UCEDC boosts Union County businesses is by offering financial alternatives to companies who cannot get the money they need through conventional banking institutions.

The UCEDC offers low-interest loans to "high-risk clients" — clients that conventional banking institutions refuse to lend money to, according to Tinen.

"One of our jobs is to stimulate the local economy," she explained. "One way that we do that is by offering money to high-risk groups."

"Most jobs are generated by new companies or small companies which have less than 20 employees," explained Tinen, who added that most small businesses fall into the high-risk category.

"A significant number of small companies go out of business," Tinen said. "Bankers are incapable of approving the loan and accepting that risk."

"We also serve people when a banker only offers to finance half or part of a deal," Tinen added.

In addition to offering financial assistance to businesses, the UCEDC supplies a wealth of business-oriented information.

The UCEDC is a resource center for county businesses. They provide information on demographics, labor, zoning and planning regulations, taxes and government assistance programs all provided with the design of helping companies make educated business decisions.

Clients can either call or visit the UCEDC to receive the information they need. The UCEDC also publishes a Union County Property Guide. By using the guide, companies are given an extensive listing of

property and buildings available in the county.

Tinen explained that if a client needs a type of property that is not listed in the property guide, the UCEDC contacts real estate brokers to help them with the property search.

"All of the information is always 100 percent confidential," Tinen explained. "Whether a client is looking for financial, technical or real estate assistance, the client always maintains control."

"The UCEDC provides clients with the information. Then the clients pick and choose what information they need and

Union Co. Economic Development Corp.

whom they chose to deal with," Tinen added.

UCEDC will conduct real estate tours, if necessary, for clients who may be making a large investment.

This year, the UCEDC is working on a marketing campaign to bring increased awareness to the corporation's existence to the business community. In 1989, the UCEDC received \$100,000 from the county to finance a public awareness campaign.

"Our number-one difficulty is not the nature of our services, but making businesses aware that we exist," Tinen said. "People have discovered us after they have made an investment, but then it's too late."

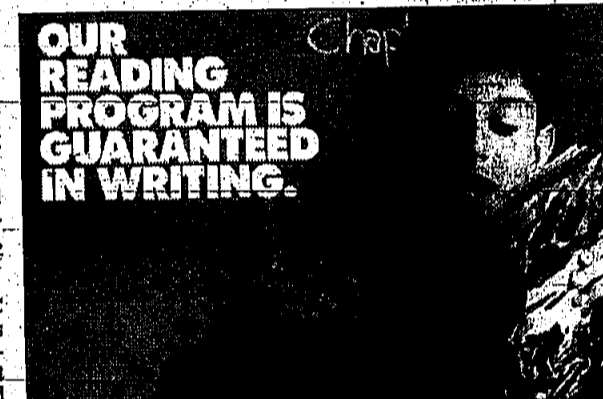
"We could have helped them make cost-efficient decisions," Tinen added. "With the money they saved, they could have bought more equipment or hired additional personnel."

The UCEDC has free information on businesses and services that Union County offers.

Tinen explained that, although the information and services the UCEDC provides is free, companies are expected to reimburse the corporation for mailing fees.

The UCEDC Board of Trustees consists of representatives from Kean College of New Jersey in Union and Cranford-based Union County College, unions, utilities, WIDM, and large and small companies in the county.

For additional information on the UCEDC, call 527-1166.



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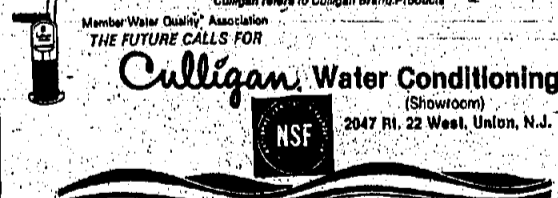
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Soft water a hard sell, yet dealer prospers

Every salesman knows that the New Jersey/New York area is a tough sell. When you're trying to sell water treatment in that area, with its low-hardness water, the sell can be even tougher.

But despite that, Culligan International Company's Union dealership — serving six New Jersey counties plus New York City — has survived and grown.

Dan Gerten, vice president and general manager of Culligan Water Conditioning, 2047 Route 22 West, Union, recently told of other factors that make selling tough.

His territory is huge — 1,868 square miles — with high population density and heavy traffic congestion, all of which make it hard to service.

Jobs are plentiful and unemployment is low, making it hard to find good people.

The New Jersey service area has a population of 3.5 million, to which must be added New York's 8 million-plus.

The Union office serves the five New York boroughs, which means crossing bridges and tunnels and wading through Manhattan traffic to make service calls.

But New Jersey/New York people are tough, too, and a tough sell is just another challenge to them.

Since the dealership was acquired by Culligan's Retail Division in 1968, it has grown steadily to the point where it now has over 10,000 accounts, including exchange tanks, automatic rentals, drinking water, PE/DI and salt.

The Union office recently installed an American Business

Culligan Water Conditioning

Systems computer system to handle those accounts.

There are good sides to the situation, too, said Gerten. Income in this area is higher than in most parts of the country, and people are willing to pay for quality.

That's how Gerten and his people sell against the competition, largest of which is a national department-store chain.

The dealership is on a sizable piece of land, has 8,000 square feet of plant and office, and employs 27 people. It has 14 vehicles — 7 route and 7 service trucks.

Business is usually 50 percent household, and 50 percent commercial/industrial.

To make working conditions

more pleasant, the dealership recently remodeled its offices, including new carpeting, and a new lobby that will showcase products in the front window.

The future looks good, Gerten said. He said he will continue expansion of the domestic sales department, and will use the new computer system to emphasize direct-mail marketing.

Culligan, by the way, offers consumers these safeguard tips to protect people from unscrupulous salespersons, and advice on how to distinguish the fly-by-night companies from the professionals.

When shopping for a home drinking water system, a customer should ask himself:

- Is the salesperson/dealer a full-time, fully-trained water professional?
- Is the equipment listed by the National Sanitation Foundation?
- How long has the dealership/company been in business? Is it a reputable, professional company?
- Have I checked on the integrity of this retailer with the Better Business Bureau or a county extension service?
- Does the retailer install, warrant and provide continued service? Or do they contract the work out to independent plumbers?
- Can I rent the equipment before purchasing?
- Is the product being promoted as a "cure-all," or have its limitations been explained?
- What is the capacity of the filters, and how often do they have to be changed?
- Have the product's maintenance requirements been clearly explained?

Well-being is the goal

Life Zones Systems

Medical authorities have recently proved that the body's immune system is greatly influenced by a person's emotions and that person's ability to handle the demands of everyday life.

A specialist in the field of mental and physical health, Doreen Carlie, executive creator of Life Zones Systems of Rahway states, "There is no question that with proper use of the connection between our minds and our bodies we can control physical conditions as well as achieve greater success."

Life Zones Systems provides workshops on health and success to hundreds of people in educational systems, corporations, medical fields and students.

Pat Comfort, executive director of Life Zones, states, "balanced thoughts are to the mind, as balanced meals are to the body." With an education on the mind and body connection, people learn how balanced nutrition and exercise, along with a workable self-development program, will not only increase greater health, energy and job performance, but also reduce weight as well as blood pressure.

For more details on learning and strengthening one's well-being, interested persons may call Life Zones at 396-8050.

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College educators agree that the chief deficiencies of entering freshmen are in basic skills and writing ability.

Students who are below grade-level have for years been turning to Sylvan Learning Centers, located at 917 Mountain Ave., Mountainside, for one-on-one help in bringing math and verbal skills up to and often beyond grade level.

Parents of students who per-

form at grade-level or even above grade-level may want to consider Sylvan's college preparatory program as a supplement to their child's high school education.

This program will help students sharpen verbal skills and review basic mathematics concepts.

In addition to the college prep program, Sylvan offers individualized instruction in reading, math, algebra, study skills and writing.

To find out more about Sylvan's educational programs, interested persons may call either Bonnie Gold or Barry Gold at 233-8055.

Heating-oil company celebrating 65th year-in area

Reel-Strong Fuel Company, 549 Lexington Ave., Cranford, is marking its 65th year in the heating-oil business.

According to Clint Crane, president of Reel-Strong, if one's present heating system is more than 15 years old, then he or she should definitely consider

Reel-Strong Fuel Company

replacement with a new flame retention high-efficiency oil system.

Annual savings could be as high as 50 percent, with an

average savings of over 25 percent, he said.

This is certainly an excellent return on one's investment, and the savings will continue year after year, Crane said.

New, modern oil heat, Crane added, is safe, clean, and odorless and is 16 percent more efficient than gas heat on average.

Also, oil heat does not produce carbon monoxide as a byproduct of combustion as burning natural gas does, Crane added.

Currently, oil heat costs less than most natural gas, based on efficiency, and with oil heat, there is no monthly minimum service charge to pay, Crane pointed out.

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We didn't wait until 1990 to start thinking about the future of health care!

1988: UJ Foundation creates trike game, publishes book on drug abuse

1989: Union Hospital patients first in state to benefit from Patient-Controlled Analgesia

1989: Nursing grant awarded to Union Hospital unit enhance patient care

1989: Programs for mature patients provided at Union Hospital, meet community need

1989: State commission cites cost-effective and efficient in Union County

1989: Union Hospital first in NJ to acquire back testing machine

1989: Union Hospital designated 1 of 4 Magnet hospitals for nursing in entire U.S.

UNION HOSPITAL

1000 Galloping Hill Road • Union • New Jersey 687-1900

Company turns heat up in 'cold war' with bold ad

The Cold War may be thawing out, but the fight against the common cold sniffs on.

Now, however, in a \$200,000-plus multi-media advertising campaign on behalf of the Madison-based Schering Corporation's Drixoral antihistamine/nasal decongestant, President George Bush and Soviet Premier Mikhail Gorbachev lend their "cold war" experience in support of a cold remedy.

Schering has major installations at 2000 Galloping Hill Road, Kenilworth, and 1011 Morris Ave., Union.

The Drixoral ad marks the first time the two heads of state appear in an advertisement in a tangible situation, with actual footage from the recent summit

Schering Corporation

talks imposed on the message: "In the new year, may the only cold war in the world be the one being fought by us."

Demonstrating its commitment to end the suffering of the common cold, Schering is shipping boxes of Drixoral to heads

of state in the Eastern bloc capitals of East Berlin, Warsaw, Budapest, Prague, Bucharest and Sofia to help ease the effects of their treacherous winter.

The 15-second television spots broke nationally on Dec. 28, supported by full-page newspaper ads appearing in the New York Times, USA Today, the Washington Post and the Soviet newspaper Novoye Russ-

koye Solvo.

According to Tom Fettel, senior brand manager of Schering, "We felt the ads offered a creative, attention-grabbing way to raise awareness of Drixoral, while providing a mechanism for Schering to demonstrate its commitment and belief in the efficacy of Drixoral by providing it free to several heads of state in eastern Europe."

Thrift healthier than ever after 50 years of service

Spencer Savings Bank, SLA, marked its 50th anniversary of service in 1989 with another successful year of continued growth and progress, according to Charles R. Duess, president and a director of the institution.

Spencer has local offices in Elizabeth and Union.

According to Duess, figures released for the 12-month period ending Dec. 31, 1989, show Spencer's total assets at an all-time high of \$825.2 million.

"This is a fitting tribute to our half-century of dedicated financial service to the area," Duess said.

In addition to record total assets, total members' savings climbed by more than \$25.8 million to \$748.2 million in 1989, while retained earnings increased to \$68.1 million.

Headquartered in Garfield, Spencer Savings Bank, SLA, also maintains convenient office locations in Garfield, Lodi, Wallington, Saddle Brook, Clifton, Lyndhurst and Belleville.

Spencer Savings Bank

best savings institutions. Spencer Savings Bank continues to be "solid on service," Duess noted.

"We sincerely thank everyone who helped make our 50th anniversary year a true milestone in the history of the association," he added.

"With more than \$825 million in financial strength, Spencer is more solid than ever in serving the banking needs of its customers."

"On behalf of everyone at Spencer, we welcome the challenges of the '90s and pledge a continued dedicated effort toward providing excellent financial banking products and services in the year and decade ahead," Duess said.

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Utility seizing opportunities

The common denominator shared by all successful businesses is the ability to assess growth opportunities and to actively pursue them.

In 1989, Elizabethtown Gas Company, headquartered at 1 Elizabethtown Plaza, Union, was able to do just that, resulting in success stories for the state's oldest all-gas utility.

For example, the current shortage of electric capacity in the northeastern United States has caused large industrial plants to look toward on-site power generation — and natural gas became the fuel of choice.

Both Hoffman-LaRoche and Schering-Plough — two international pharmaceutical companies — started operating gas-fired cogeneration systems at major facilities within Elizabethtown's service area.

According to projections, the amount of gas attributed to this market segment will go from 100,000 in 1987 to more than five billion cubic feet in 1990, representing 10 percent of Elizabethtown's anticipated growth throughout this year.

Industrial plants are also looking for alternatives to large electrical loads during periods of peak demand. Recent advances in gas cooling technol-

Elizabethtown Gas Company

ogy, coupled with the ready availability of natural gas supplies during the summer, offer an attractive replacement for electric air conditioning.

The New York Times' new printing plant in Edison, for instance, will have 1,250 tons of gas-fired cooling capacity.

Natural gas also provides some of the answers to environmental concerns.

Last July, President Bush unveiled his proposal for a Clean Air Act that would mandate the use of alternative fuels for vehicles in areas that fail to meet federal air quality standards. Northern New Jersey is one of these targeted regions.

Since natural gas is the cleanest and most economical of these alternative fuels, it is the perfect choice for fleet owners who have many high-mileage vehicles that refuel daily at the same location.

Elizabethtown has begun actively promoting compressed natural gas vehicles by converting its own fleet. The company has also constructed a compressor re-fueling station at its

Green Lane facility.

Environmental concerns also include ground pollution. Due to strict new rules, owners of underground storage tanks will face costly monitoring and maintenance procedures, along with hefty fines for non-compliance, beginning in 1991. For these businessmen, natural gas is also the natural choice.

Natural gas remains the preferred fuel in new home construction. Despite a nationwide slump in new housing starts, Elizabethtown Gas still registered more than 2,300 new residential units with gas heat in 1989.

Growth in the residential, commercial and industrial markets has created the need to obtain additional long-term gas supplies. An important step in this direction was taken when the Federal Energy Regulatory Commission approved an application by Columbia Gas Transmission Corporation to construct a 20-inch pipeline to serve Elizabethtown and several other northeastern distribution companies.

The first section, which will be completed by early 1990, will provide Elizabethtown with an additional 20 million cubic feet of gas per day.



ELIZABETHTOWN GAS COMPANY, which in 1989 moved its headquarters to Union, fields street crews like this to help maintain the company's 2,400 miles of underground pipe, connecting 225,000 homes, schools and businesses in 75 communities. Founded in 1855, the utility is still pursuing new opportunities.

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INTER COMMUNITY BANK opened this spiffy new office in Springfield, its sixth location, in 1989. A seventh location is due to open in Livingston this year. The commercial bank has been an integral part of Union County for 15 years and has long-range plans to expand into neighboring Essex and Morris counties. The Springfield branch is located at 899 Mountain Ave. at Echo Plaza, adjacent to Route 22 West.

New owners take over

The name is the same, but the faces are different.

Arthur Wells, of Arthur L. Wells Opticians, 248 Morris Ave., Springfield, retired in January 1989. He was a familiar town merchant who provided Springfield with reliable service and quality craftsmanship for more than 28 years.

He sold his business to two newcomers to Springfield — Alan Schwartz and Joann Pellegrino.

Schwartz and Pellegrino may be new to Springfield, but not to the optical field. Both are New Jersey state-licensed opticians, and as such hold degrees in ophthalmic science and have many years of experience behind them dispensing eyeglasses.

They have made a few changes in the store in order to update and renew their appearance, but the friendly neighbor-

hood service remains the same. They have increased the store hours in order to suit customers' busy schedules, and have also increased their inventory which allows for a more diversified look that is both individual and fresh.

The store features a full line of Rayban and Bolle sunglasses. Eyeglass lines vary from the upbeat style of Benetton to the classic styles of Christian Dior and Silhouette.

Schwartz and Pellegrino like to find an individual's eyeglasses needs and then work with that person in order to find the correct combination of features that will work for them.

Upon completion of their first year in Springfield, they would like to thank everyone for their friendly welcome and support.

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A friendly place to eat and drink moves into 1990

The Garden Restaurant opens its doors for its third season this year.

Formerly The Tallyho, it is located at 943 Maple Ave., Union, near the campus of Kean College of New Jersey.

The main attraction at The Garden is its versatile menu, offering homemade soups and a

variety of special salads, pasta dishes, seafood, steaks, chops and chicken.

The extensive appetizer menu — which includes the Altonian platter, seafood nachos and fried cheddar — with peach sauce — can satisfy those who just want to sit and have a cocktail in their warm and friendly lounge.

After dinner, customers tend

The Garden also accommodates those with limited lunch hours. A simple phone call to place your order will have it waiting when you arrive.

The customers enjoy a friendly relationship with the owners, George and Maria Handrinos. The combined creative talents of Spiro, the executive chef; Michael, the assistant chef; and

Maria Handrinos produce the unique daily blackboard specials, including chicken tortellini with homemade pesto sauce and The Garden's own version of spinach stuffed shells.

The Garden offers a private room which caters to showers, business meetings or, for that matter, any special occasion.

Restaurant-caterer offers greatly expanded menu

Deli-King of Linden, located at 628 West St. Georges Ave., is observing its second anniversary under the ownership and management of Eddie Levy.

Deli-King of Linden has actually been at its present location for many years, but Levy likes to think of his popular kosher deli-restaurant and catering establishment as always being fresh and new.

"The menu itself is truly the heart of a great kosher deli," said Levy. "It must feature all of the time-honored favorites and it must also stay in step with today's tastes and special eating preferences."

In keeping with his philosophy, Levy for 1990, is introducing a greatly-expanded new menu.

"Our new menu features many new selections," he said. "It includes a full range of low-cholesterol items—from salads to hot dinners."

"All items in this section of the menu list complete dietary information including calories, fat and cholesterol content," Levy said.

"Another new addition is our line-up of five new club sandwiches. Most people don't think

of club sandwiches as being standard kosher deli fare, but they have become popular because of changing eating habits.

"We've also added several specialty salads which go far beyond the usual whitefish, salmon and beaning salads most delis are still limited to," Levy added.

In addition, Deli-King of Linden recently added a special three-course, weekday evening dinner menu. It includes a choice of soup or appetizer, a dessert and a beverage, all for as little as \$5.95.

For the heartier eater, these same items are available as a five-course dinner, with an appetizer and soup, a larger-portion main course, two vegetables, a dessert and a beverage, all for as little as \$7.95.

A reproduction of the new menu is available for mailing. Interested persons may receive a free copy by calling 925-3909.

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

Statement of Condition
December 31, 1989

ASSETS		LIABILITIES	
Cash on Hand and in Banks	\$ 5,065,839.86	Due Depositors	\$264,085,688.77
U.S. Government Securities	42,626,098.08	Official Checks Outstanding	1,630,890.34
Other Bonds	4,036,657.84	Mortgage Escrow Account	622,723.49
Stock	10,266,614.05	Other Liabilities	2,784,830.48
Real Estate/Mortgage Loans	84,461,760.00	Surplus and Reserves	4,008,891.33
Collateral Loans	22,172,987.12		
Other Loans	16,800,000.00		
Furniture and Fixtures	201,532.00		
Banking Premises	1,885,013.72		
Interest Accrued on Investments	6,431,932.54		
Other Assets	177,000.42		
	\$309,607,614.41		

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System increases efficiency of financial procedures

Rahway Hospital, 865 Stone St., Rahway, has begun its fourth generation of health-care excellence on a high-tech note with the acquisition of a system that has dramatically improved operations in data processing.

In 1989, the Data Processing Department completed the installation of the Harmony System, which has completely revamped the financial system of the hospital.

"This system is based on a Local Area Network (LAN) concept of having a single-path communication network for all hardware and software," said Michelle Bilach, director of information systems.

"The LAN concept is considered to be the state-of-the-art technology, as it allows for all applications of both hardware and software," she said.

"We have implemented this concept in our financial department, which includes payroll, general ledger, accounts payable and patient billing," Bilach continued.

"These areas are now all linked together by one central personal computer (PC) that contains all of the software and communication that's needed for our system," she said.

"All input from each financial department goes directly into

Rahway Hospital

The main computer which, in turn, sends the information to Shared Medical Systems (SMS) in Pennsylvania over a telephone line. SMS generates all reports, which are transmitted back to our main computer and are then printed on one of our two new Hewlett Packard printers which are also hooked to the central PC and have the capability of printing 300 lines per minute," she said.

Obviously, there are many advantages of this advanced financial system, which will serve as the cornerstone of the foundation for the many technological advances anticipated in this department in the 21st century.

The screen layouts, prompts and edits have been customized to the hospital's needs so that users see only portions of reports that are meaningful to them, thus eliminating any confusion that may occur.

Most processing operations and back up of this financial system are automatic, which means that once the computer has been given a certain command it will continue to follow those specific instructions until otherwise directed.

Finally, the speed of the printers, which are programmed



RAHWAY HOSPITAL celebrated its 72nd birthday in 1989. Cutting the cake at the party marking the occasion are, from left, auxiliary member Ann Donovan, volunteer Walter Denny, hospital president John L. Yoder, dietary worker Ima Mazard and assistant head nurse Dorina Witheridge.

to know exactly which forms they are each to print and are capable of printing simultaneously 24 hours a day, enable the availability of lightning-quick turn around of reports which, if necessary, for such documents as utilization review sheets, which are needed first thing in the morning after the day the information is entered.

Bilach said of the system, "The hospital needs the LAN concept in order to grow into more online types of applications.

"For example," she said, "eventually, Medical Records can be updated with work stations which would eliminate the paper coding of diagnoses and procedures."

"Also, this system can be used to provide third party software for any PC on the system, such as Lotus or Wordstar, meaning that we could load one version of the software into the main PC and anyone on the system would have access to it. This means that all PC's on the system would grow at the same pace," she said.

Telecommunications store a one-stop shop

In 1990, The Phone Nook, 200 North Ave. East, Westfield, is in its 10th year of helping Union County businesses and homes purchase new phone systems.

Established in 1981, the firm shares its address with its sister firm, TPN Services.

Established in 1981, the firm shares its address with its sister firm, TPN Services.

The Phone Nook Inc., an advanced telecommunications store, maintains the right mix of service, installation, repair and merchandise to accommodate all customers across the board.

The most impressive fact about the company is that the owner, manager and staff have a combined total of more than 200 years experience with the Bell System.

Technical expertise with AT&T and other systems, as well as installations, repairs and marketing, are under the employees' hats, also.

The Phone Nook is a one-stop store where customers can pay their New Jersey bills and purchase telephones, facsimile and answering machines, beepers, car phones and accessories. TPN Services installs electronic key telephone systems for large and small businesses and building wire and telephones in larger quantities for New Jersey Bell Centex systems.

The Phone Nook

The company is an authorized dealer for several manufacturers, including AT&T, GE, GTE, ITT, Northwestern Bell and many more. It also is an agent for Nynex Mobile Communications car phones, New Jersey Bell bill payments, Bell Atlantic caller IDs, Southwestern Bell paging beepers and Comdial electronic key systems.

The success of the Phone Nook stems from the company's reliability, knowledge, and follow-up. They offer to small businesses affordable, key telephone systems tailored to their needs. They install and supply this equipment, and they follow up on the systems' use and repair when needed.

John Morgan, president of The Phone Nook Inc., points out that they are "a complete telecommunications company from the sale of a single-line phone to the consultation of multi-building networks."

Morgan said he and his staff are available for consultations and presentations for your business. Their expert knowledge and understanding of phone systems will put your mind at ease, Morgan said.

The Phone Nook also offers the same reliability, knowledge

and follow-up to the residential customer.

The company's retail operation is at 249 East Broad St., Westfield, and is easily accessible. Shoppers can visit the store and choose from a large inventory of telephones in a variety of colors and features. Novelty decorator phones come in all shapes and sizes.

All types of telecommunications equipment are available, including the new Caller ID — caller identification — terminal — to be used with the "Class" calling services. These services became available from New Jersey Bell to customers in Union County early last year.

The Caller ID unit available at The Phone Nook indicates from what telephone number the dialer is calling, even before the phone is picked up, or what number called you when you were not home. Customers plagued with annoying calls who buy the service will be able to eliminate these types of problems.

The Caller ID is a small digital display box, placed alongside the phone, and it sells for approximately \$80. Law enforcement and emergency services could be equipped with these features to provide timely assistance in emergency situations and to add a real sense of security.



THE PHONE NOOK in Westfield offers a large inventory of telephones in a wide variety of colors, shapes and sizes. It also stocks related equipment, including the new caller identification terminal which allows a customer to know what telephone number is calling even before the receiver is picked up. The advanced telecommunications store, now in its 10th year, expects to become a complete authorized sales agent for New Jersey Bell soon.

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State has loans for urban firms

In Rahway, a jeweler has renovated the inside and outside of his store, giving the 43-year-old establishment a new image that helps to draw customers into the city's revitalized shopping district.

The firm, Kennedy Jewelers, needed to refurbish its operations to become a competitively strong business. Unfortunately for the owner, James J. Kennedy, a bank loan to finance the improvements would have placed too much of a monetary strain on the business.

What were their alternatives? Where could he get a loan with an interest rate he could afford to make the improvements he needed?

Enter the New Jersey Economic Development Authority. The authority's Urban Centers Small Loan Program has helped businesses across the state to achieve their goals.

Kennedy needed a low-interest loan to make interior improvements to his aging store. Through the urban centers program, a \$30,000 loan was made available to Kennedy for 10 years at an interest rate of 7 percent.

"My store needed a new image to be successful," said Kennedy. "I could never have come as far as I have without the authority loan."

Kennedy is just one of more than 50 business owners that have participated in the Urban Centers Small Loan Program since its inception in 1980. With a successful track record as its testimony, the program has served as a valuable financial

New Jersey Economic Development Authority

ing tool to retail and commercial businesses located in the urban centers of the state, according to Eugene J. Bukowski, director of the authority's Finance Division.

He said the purpose of the program is to encourage retail and commercial businesses to fix up their properties and stay in New Jersey cities. Bukowski believes the Authority program further enhances efforts of city and state governments to revitalize the business and commercial districts of older Garden State municipalities.

According to Bukowski, through the program a business may borrow from \$5,000 to \$50,000 for a maximum term of 10 years at an interest rate of 1 percent below the federal discount rate with a floor of 4 percent and a ceiling of 10 percent. The interest cost presently is 6 percent.

The low-cost financing must be used primarily for renovations although a portion may be used for fixed asset or working capital purposes.

A florist, jeweler, drug store, dress shop, and a realty company are just some of the businesses that have used the program since its inception to improve business operations and remain competitive.

Businesses interested in knowing more about this program should contact the authority's Division of Finance at 1-609-292-0187.

Beauty center re-opens in Springfield

Leplee Salon, 245 Morris Ave., Springfield, is pleased to announce the grand re-opening of its full-service salon. On Nov. 1, the salon re-opened under new ownership and is now geared toward hair, nails and skin care.

The salon is staffed by a knowledgeable and well-educated crew who strive to give the client a rewarding experience in personal care, the management said.

A new addition to the staff will be a massage therapist for patrons' enjoyment and relaxation.

Be Our Guest!

When You Can't Do It All By Yourself Anymore



Adults who require personal assistance but who are not in need of total care can now find a special care option with the Guest Service Plan at Cornell Hall.

Located in Union, Cornell Hall's new Guest Service Plan provides a homelike atmosphere for guests on a daily, weekly, monthly or permanent basis.

Guest Service may be needed when personal or professional obligations arise, after same day surgery, or if you need a much-deserved vacation.

Guest Service offers private or semi-private rooms, nutritious meals and a variety of other services.

For more information or a tour, contact Lynn Stonaker at 687-7800.



234 Chestnut Street, Union, NJ 07083

Agency puts patient first

Visiting Nurse and Health Services (VNHS), 354 Union Ave., Elizabeth, is a full-service home and community health-care agency made up of many people and programs.

The specialized components are linked by one common thread—the good of the patient.

VNHS is a voluntary, non-profit agency which has been serving all residents of Union County for more than 77 years.

VNHS believes that availability and accessibility of quality health care is the right of all individuals, regardless of sex, age, race, color, creed, handicap or financial status.

With patients being discharged from hospitals quicker than ever before, the major number of homebound visits require intermittent skilled nursing services. A patient's home is not a controlled environment and there are no physicians, other nurses or support technicians immediately available to assist in giving care.

Visiting Nurse and Health Services

Therefore, the home-care nurse must have full competency in a wide range of highly technical skills and a great deal of confidence in her abilities.

It is the willingness of the nurses from VNHS to go that extra mile for their patients that sets them apart. The need for these dedicated, selfless professionals is constantly increasing.

For services or more information, interested persons may call 352-5694 or write Visiting Nurse and Health Services, 354 Union Ave., Elizabeth 07208.

The home-care and hospice services offered include nursing, physical, speech and occupational therapies, home health aides and social services. Community services offered are child health conferences, health and nutrition education, health screening and an emergency psychiatric outreach program.

The newest program, which will begin in early February, is a child-care center for medically-impaired infants and toddlers from 3 months to 3 years of age.



VISITING NURSE AND HEALTH SERVICES can provide staff members 24 hours a day, seven days a week to patients in any municipality in Union County.

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OPTICIAN

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Linden
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Our fabulous dinner specials are better than ever. Come in and enjoy our famous dinner specials. Monday through Friday (except Holidays) 5:30 p.m. - 7:30 p.m. Dinner includes: choice of appetizer, soup, entrée, two side dishes, dessert and beverage. Prices are \$7.95, \$9.95 & \$9.95 (Over 35 entrées to choose from)

DELI KING OF LINDEN is always happy to serve you.

Chiropractor adds office

Raio Chiropractic Center

In September, the Raio Chiropractic Center opened its new second location for the practice of chiropractic at 2810 Morris Ave., Union.

The main office is located at 131 Roseland Ave., Caldwell.

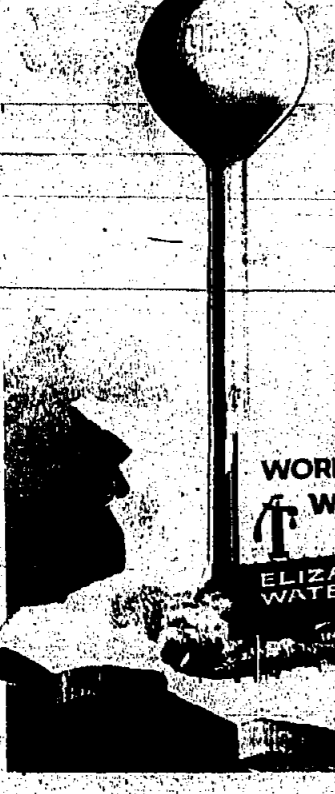
Dr. John J. Raio is director of both centers.

A native of West Orange, Raio said he prides himself in rendering only the finest in chiropractic care.

Armed with a professional staff of assistants and massage therapists, quality care and service represents the center's commitment to excellence, Raio said.

Raio, a former aerobics instructor for Jack LaLanne Health Spas, currently holds active licenses in New Jersey, New York, Pennsylvania and Florida.

Growing Up With Union County



The word *Union* and the image of a water pump—displayed together on the 210-foot-tall water sphere in Union, N.J., are a constant reminder of the kinship shared by Elizabethtown Water Company and Union County.

The relationship began in 1854, even before the county's formation, when the young water company began serving the residents of Elizabeth.

Three years later, Union County was born and, with Elizabeth as its county seat, began to grow. As water needs changed, Elizabethtown Water Company kept pace.

Maintaining its corporate headquarters in Union County, Elizabethtown Water Company is still the major supplier of drinking water to Union County, as well as six other New Jersey counties.

Elizabethtown Water Company is proud to have been part of Union County's growth and will continue to maintain its commitment to Union County's residents, not only as customers, but as family.

Elizabethtown Water Company

WORLD'S TALLEST WATERSPHERE

ELIZABETHTOWN WATER COMPANY

FREE SEMINARS

The following FREE health seminars will be offered in 1990 as an educational service to the community:

March 8 - Arthritis Update
April 5 - Exercise How-To's
May 7 - Your Back- How Healthy Is It?
June 7 - Osteoporosis Update
October 4 - Sports Medicine

Seminars will be held in Wallace Auditorium from 7:30-9 p.m.
FREE PARKING: Employee Parking Lot.
To register, call Overlook's Department of Health Education at 522-2963.

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Business booming throughout county

Business community. Those two words, when used independently, can take on very different meanings. But when used together, the words "business" and "community" are nearly synonymous.

In Union County, there are 21 individual municipalities, each with a respective political, civic and economic identity.

The communities, most with their own convenient in-town shopping centers, operate at their own respective paces; local business, for the most part, sets the cadence of each community.

With land area in excess of 100 square miles, all of Union County lies between 15 miles and 25 miles from midtown Manhattan, and it's about an hour's drive from Philadelphia.

Situated near the hub of the busy Boston-Washington corridor, Union County is a key region for not only domestic business, but also for foreign commerce, giving business owners here a competitive edge.

Among the most prominent businesses operating in the county are General Motors, Exxon, Bristol-Myers, Bell Laboratories, AT&T, Merck, CIBA-Geigy and Chering-Plough. The commercial enterprise with the largest presence in the county is Wakefern Food Corporation, the supplier for the ShopRite supermarket chain.

Since Union County is only about 18 miles wide, east to west, shoppers can reach any part of the county in a matter of minutes.

Besides being an outstanding place to do business, Union County is also an excellent place to live, and about a half million people live in the county currently.

Union County's superior educational facilities include more than 200 public and private elementary and secondary schools, as well as two colleges.

Museums, movie theaters and cultural opportunities abound, and the county also boasts 5,400 acres of parks and recreational areas. Swimming, tennis, horseback riding, boating, trap shooting and outdoor concerts are all part of Union County living.

The county's labor force last year was about 170,000 people, and employment was nearly 97 percent. That figure translated into the county's lowest unemployment rate in about 20 years.

The county's location, labor force and transportation network clearly put Union County in the spotlight. But it is the successful blend of business and industry, residential and recreational opportunities that keeps the county shining.

Twice a month, County Leader Newspapers dedicates a full page to local businesses with its Salute to Local Business and Industry page. Each Salute to Business and Industry features a local business the newspaper group feels has earned its place in the spotlight by helping make this county a great place to live, work and do business.

As an innovative and growing business itself, County Leader Newspapers understands the importance of a strong commercial foundation in nearly every locality. We believe businesses and industries are truly the strength of our communities, and seek to recognize those businesses that prove to be among the best.

For more information about the Business and Industry page, interested persons may call 686-7700, extension 340.

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Pharmacy pioneers boutique concept

Several decades ago, a pharmacy was a place where local citizens could come for a soda, a bit of gossip and any necessary personal-care products and medicines.

But while the drug-store soda fountain may be a thing of the past, the concept of the pharmacy as the local boutique is now the wave of the future.

With its recently-completed renovations and new marketing strategy, Galloping Hill Drugs and Surgical, 1350 Galloping Hill Road, Union, located adjacent to the A&P, has pioneered the concept of the boutique-style pharmacy in Union, according to owner Samuel Lerner.

The store, a family-owned and family-operated business, underwent a facelift that included a softened color scheme of mauve and grey, installation of an expanded and upscale jewelry and gift boutique, and a general reorganization of merchandise for greater ease of shopping.

"We wanted to create an atmosphere closer to that of Macy's or Bloomingdale's, in order to reflect the sophisticated tastes and needs of our customers," Lerner said.

And, in accordance with those needs, the carpeted boutique section now features elegant costume jewelry, handbags, hair ornaments, well-known designer fragrances, atomizers, music boxes, mirrors, wallets and picture frames.

Other popular items are a line of scented home accents and personal-care products, as well as Galloping Hill's "Create Your Own Gift Basket."

Although the store does cater to the discriminating shopper, it still is a health-care product vendor, according to Lerner. The store will continue to concentrate on pharmacy needs, surgical supplies and orthopedic and surgical garment and appliance fittings for physicians and their patients.

"Our first priority has always been to take care of our customers, whether it be a medical concern or a search for the perfect gift," Lerner concluded.

Galloping Hill Drugs and Surgical

Springfield internist expanded in '89

Daniel Preston, M.D., opened his practice 4 1/2 years ago at 55 Morris Ave., Springfield, and opened an additional office in Kearny a year ago.

Daniel Preston, M.D.

As a primary physician and internist, Dr. Preston caters to adolescents up through senior citizens.

He treats anything from a sore throat to heart problems, including different areas of cardiology, EKGs, chest X-rays and blood work are all done in his offices.

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The 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 a pleasure to look at and a joy to live in. They are designed for busy lifestyles, at the same time keeping in mind the desire for classic and timeless design.

Parkside Manor is strategically located for easy access to routes 22, 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 Elizabeth Airports.

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Home stresses social needs

Cornell Hall

Cornell Hall is a modern, progressive, non-profit, skilled nursing facility, located at 234 Chestnut St., Union.

While it is known in the community for offering its residents the highest-quality care, there are many other aspects to this living community that serve as a complement to physical care.

Perhaps one of the most vital aspect of life at Cornell Hall is the social interaction with members of the community. During the course of the year, local volunteers come to Cornell Hall to spend time with residents on both a one-to-one basis and in group-related activities.

These visits promote interaction among the different generations, and enrich the residents' lives while maintaining their active role in the community.

In 1989, Cornell Hall enjoyed several special activities that helped residents reach out to the community.

One project involved Girl Scout Troop 393. The scouts worked with residents to make teddy bears which will be distributed to police departments, fire departments and hospitals to help calm young trauma victims.

Another project, held each year by the Cornell Hall family, is a fund raising event around Valentine's Day to support the programs and services of the local chapter of the American Heart Association.

Cornell Hall residents have also welcomed the children from the Union United Cerebral Palsy unit to their "home" for afternoons of baking, singing and game-playing.

Finally, each year, a holiday party for underprivileged children from the Grace Episcopal Church's Mustard Seed Soup Kitchen is conducted by the residents, staff, visitors and the International Food Service Executives Association.

In addition to the residents' commitment to community involvement, Cornell Hall offers valuable resources and programs.

Last year, a video was produced to assist families in selecting a nursing home.

Titled "The Nursing Home Choice — A Loving Alternative," the video features interviews with actual family members and staff within a nursing home.

The video is available on a loan basis to area residents, hospitals and other agencies.

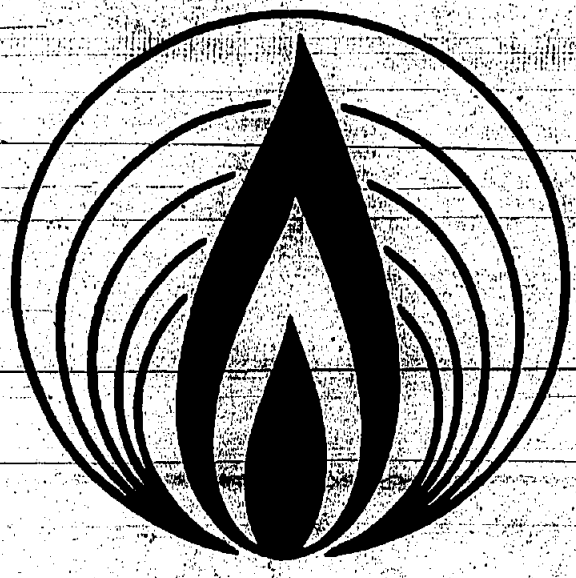
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