

# Mountainside Echo

COUNTY LEADER NEWSPAPERS

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TWO SECTIONS — 50 CENTS

## League renews battle against auto thefts

By SUZETTE STALKER  
The Union County League of Municipalities renewed its campaign this week against rampant automobile thefts along Route 22 and elsewhere by endorsing a proposed car theft task force to be coordinated by county and local officials.

A non-partisan organization, the league is comprised of 20 Union County communities who united last year to tackle issues and problems common to all of them. It is headed by Mayor Paul Werkmeister of Linden, with Mayor Robert Viglianti serving as vice president.

Union County Prosecutor John Stamler, Union County Police Chief Richard Mannix and several other officials discussed the task force proposal at length during the league's Saturday meeting, including projected costs, manpower needs and strategic locations which would require special surveillance.

Automobile thefts are especially prevalent in municipalities along the Route 22 corridor, including Union, Springfield and Mountainside, and those crossed by Route 1, such as Linden. The highways afford car thieves easy access to parking lots, as well as quick escape routes back to their home communities.

The majority of car thieves, officials say, come into Union County

from Newark and Essex County. They also generally return there after having stolen the cars, authorities say, and either abandon the vehicles or sell them to "chop shops," where the cars are disassembled and parts are sold.

League members had initially discussed the possibility of establishing a task force similar to the Union County Prosecutor's Office Narcotics Strike Force, but determined that the cost of maintaining such an operation would be financially prohibitive to area municipalities.

A more practical task force, according to Mannix, would be modeled after an informal car theft task force which was successfully coordinated by Union Township with assistance from county officials in late 1989, but which was discontinued because of manpower and budgetary constraints.

The proposed task force, explained Mannix, would be supervised by the prosecutor's office and the Union County Police Chiefs Association, with area municipalities supplying manpower support from their own police departments.

Mannix added that the size of the task force, manpower needs, and scope of operations would have to be determined by area chiefs of police in conjunction with the prosecutor's office.

He predicted that the manpower

supplied by each municipality would likely be based on the level of need in each community. Mannix estimated that the planned task force would operate in area municipalities two or three days a week, with hours to be formulated based on need.

"It is clearly a major problem in the towns along Route 22 and Route 1," Stamler remarked. He added that while car thefts are not as frequent as narcotics activity, it is still a very serious problem for law enforcement officials and citizens.

Stamler advised the league that certain guidelines would have to be established for task force operations, particularly regarding high-speed chases, so that innocent bystanders would not be injured or killed.

"We support whatever it takes to stop these car thefts," Mayor Werkmeister remarked on behalf of the league. "We also think of this as a county-wide problem and that's what county government is for."

"We'll cooperate 100 percent. This is a problem to all of us. We want to work together. There's nothing more demoralizing than to come home or come from work and find your car gone," he added, dispelling the notion that car thefts are a "victimless crime."



Photo By Peter Ciamboli

**SCHOOL SPIRIT** — These cheerleaders from Jonathan Dayton Regional High School in Springfield, which also enrolls students from Mountainside, band together to support Dayton's wrestling team during a match Saturday in Springfield. Co-captains are Marla Rosenthal and Sally Kisch. Unfortunately, the Bulldogs lost 35-25, snapping their undefeated streak at eight. See story on Page B1.

## Music Association seeks new talent for the future

By SUZETTE STALKER  
The Mountainside Music Association, which has supported music and language arts education in the borough for more than three decades, is seeking a new generation of members to help carry on its philanthropic traditions.

The MMA has been staging musical productions annually and semi-annually since 1959 to raise money for the purchase of band instruments and other educational materials for students in the Mountainside school district.

Several scholarships are also awarded each year by the MMA to Mountainside students who have demonstrated exceptional voice and instrumental talents during their elementary school years.

The association originally began as a splinter group from the Mountainside PTA and was formed by parents who hoped to improve music education in the borough. The group is currently comprised of between 40 and 50 members.

In December, MMA members presented Bea Reich, the group's founder and first president, with a resolution honoring the organization's 30-year history. Reich has also been a performer in many association productions.

In November, the association had marked its 30th anniversary with a lavish musical revue titled "Everything Old Is New Again," which featured the song-and-dance talents of more than 50 past and present MMA members. The two-night event drew more than 1,000 people altogether.

Borough Councilman Louis Maas, a former vice president and long-time member of the association, reported this week that many current MMA members, while having been steadfastly dedicated to the group over the years, are planning to retire within the next several years.

Maas explained that the MMA is hoping to recruit more younger people to join the organization, particularly parents of children presently enrolled in Kindergarten through the eighth grade in the Mountainside school district.

These families, according to Maas, would not only bring new energy and talent to the versatile troupe, but would also have the "greatest stake" in the organization's future, since it would be their children who would benefit from any funds the association raised for education.

One of the MMA's most gifted younger members is Jonathan Dayton Regional High School choral director Brenda Kay, who performed a well-received rendition of "The Man That

Got Away" during the association's anniversary show.

A number of Mountainside's most prominent citizens are also members of the MMA, according to Maas, including former mayor Fred Wilhelms and his wife, Jeanne; Councilman Werner Schon and his wife, Carol, and Fern Carter Hyde, who is chairman of the Mountainside Historic Preservation Committee.

"We are extending an open invita-

tion to everyone to attend our March meeting," remarked Maas, who added that the date for that meeting will be announced in the near future. "We want a large, strong membership because we're planning to get into political action, and we also want a vital organization."

He explained that political action referred to plans by the MMA to submit proposals to the Mountainside (Continued on Page 2)

## Deerfield School struck by weekend vandalism

By SUZETTE STALKER  
Several classrooms in Deerfield Middle School were vandalized during a burglary last weekend, leaving teachers and students stunned at finding sections of their school in disarray, Mountainside police confirmed on Monday.

Police Chief William Alder reported that the incident took place sometime between 2:45 p.m. on Saturday and 8:03 a.m. Monday morning. A custodian discovered the damage when he arrived at the school before classes began.

Police say that the suspects apparently scaled the roof of the school on the south side of the building, climbed down into the courtyard, and entered the school by breaking a window on a teachers' room.

The burglars first emptied a dry fire extinguisher by spraying its contents around the room, authorities say, before moving out into a hallway. Two nearby classrooms were entered and toys, games and work materials were taken from

shelves and strewn around the room.

The suspects also entered a custodian's room, according to police, and reportedly emptied an unidentified yellow liquid onto the floor. From there they entered a teachers' workroom and apparently removed several bottles of soda.

Deerfield Principal James A. Johnson confirmed that the burglars, whom police suspect were juveniles, also entered two science rooms. He added that various pieces of equipment and tools were "moved around" and that several drawers were left open, but that nothing appeared to be missing from the area.

Johnson stated that a dollar amount for the overall damage to the school had not been ascertained yet.

The principal noted that Deerfield, while not generally a target for vandalism, does experience burglary incidents about once a year. Alder said that the most recent

incident was "somewhat more serious than some others have been."

"We have no suspects in the case right now, but we do have our sources of information," said Alder, who added that police believe there were several participants involved in the burglary.

"It is very likely, however, that we will find out who did it shortly and arrests will be made. We've been successful in solving these kinds of problems at the school before," he commented.

Alder said that police regularly patrol the area, and that a patrol car passed the school at 1:52 a.m. Monday morning and reported that "everything seemed secure." He added that no one in the area has reported seeing or hearing anything suspicious around the time that the burglary had taken place.

School officials were investigating ways this week of preventing future burglary incidents, according to Johnson. Deerfield enrolls students from pre-Kindergarten through the eighth grade.



Photo By Peter Ciamboli

**A TUNEFUL TRIBUTE** — Borough Councilman Louis Maas, right, presents a proclamation Saturday to Mountainside resident Bea Reich, who is the founder and first president of the Mountainside Music Association. The honor was given in recognition of the MMA's 30th anniversary. The association has, over the years, staged many musical productions to raise money for musical and language arts education in the Mountainside school district.

## Deerfield PTA plans meeting

The Mountainside Deerfield Parent Teacher Association has announced that its next activity will be its general membership meeting on Monday, Jan. 29, at 7 p.m. at Deerfield Middle School on Central Avenue and School Drive.

Dr. Robert Lento will be the guest speaker at the meeting, and will discuss "What Parents Can Do To Help A Child Have A Positive and Successful School Experience."

Deerfield enrolls students from pre-Kindergarten through eighth grade.

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Photo By Tom Picard

**CATHOLIC SCHOOLS WEEK** — Mayor Robert Viglianti, center left, issues a proclamation to Principal John Aslanian of Our Lady of Lourdes School, center right, recognizing Catholic Schools Week in Mountainside from Jan. 28 to Feb 3. Joining them, from left, are Student Council officers Katharyn Boyle, vice president; Kristen Cioffi, treasurer; E.J. Stankiewicz, secretary; and Krystene Boyle, president. At far right is Guy Werner, the school's public relations spokesman. See Page 9 for reports on Catholic Schools Week activities.



**STUDENTS OF THE MONTH** — These pupils were recently named as students of the month at Deerfield Middle School in Mountainside. In bottom row, from left, are Jason Gionta, Rebekah Wagner, Steven Brown, Kristin Joham and Michael Del Campo. In middle row, from left, are Sarah McDonough, Robert Hopkins, Michael Britt, Tracey Saladino, Sarah Drake, Dayna Volpe, and Jonathan Hamtil. In back row, from left, are Amy Wilhelm, Mary Grillo, Samantha Mason, Angela Carrelli, Wylie Haggerty, Jill Siefert and Gina Schlegel. Not pictured are Michael Fenton, Jodi Bruder, Pam Weag, Kate Lewis, Miguel Teixeira and Nicole Bailey.

### Women's group sets workshop

A three-part workshop series, "The Poet as Healer," will be presented March 8, 15 and 22 at St. Paul's Church, 414 East Broad St., Westfield, by Women for Women of Union County, Inc., an organization which deals exclusively with issues facing women today.

The therapeutic series will be conducted by Rochelle Lynn Holt, a widely-published poet and recipient of the Willow Bee Publishing House literature award for "lifelong dedication to the creation of quality poetry and prose."

The three workshops will focus on different aspects of the use of poetry creation as a therapeutic resource. Discussions will deal with elements of selected therapeutic poetry by

women, the journal as a discipline and stimulation for writing poetry, and a reading by Holt followed by the sharing of work produced by the participants.

Cost to attend the workshop series is \$25, including a \$10 non-refundable registration fee payable no later than Feb. 1.

### New talent sought

(Continued from Page 1)  
Board of Education regarding future music and language arts programs in the school system.

People interested in learning more about the Mountainside Music Association or about joining the organization can contact MMA President Tom Knierem at 232-1844 or Dayle Treece at 233-8773.

### Tax help offered at library

The free income tax assistance program sponsored by the American Association of Retired Persons and the Internal Revenue Service will again be available at the Mountainside Library beginning Wednesday, Feb. 7, and every Wednesday thereafter.

To make an appointment, one can call the library at 233-0115. Participants should bring last year's federal and state tax returns and any other supporting information.

## Newcomers plan social events

The Mountainside Newcomers Club, an organization which caters to young families in the borough, recently announced several of its upcoming events. Club officials also reported having had a highly successful holiday season.

Activities Chairperson Sue Austin has organized the following activities for February and March. She can be contacted at 232-3574 for more information about any of these programs:

Feb. 2 — Ice skating at the South Mountain Arena from 10 a.m. to noon. The cost is \$4 per person, plus \$2 for skate rental. The group will have lunch at Charlie Brown's in Millburn.

Feb. 12 — Ladies night out at the movies. Group members will meet at a local theater for an early evening movie, around 7 p.m.

Feb. 20 — Gourmet, INC. (I'm Not Cooking). Couples are invited to have dinner at 7 p.m. at Cortina's Restaurant in Cranford, for a fun night out with other Mountainside couples.

Feb. 17 — Parents are invited to bring their children to meet Paula the Clown at 11 a.m. Interested persons can call Diane Centanni at 232-1069 or Lorraine DeJianna at 233-6294 for the nominal cost and the location. The Mommy and Me group will also hold a trip in March to a local museum.

Feb. 19 and 26 — An infant and child cardiopulmonary resuscitation course is being sponsored by the club at the Mountainside Library. The class is full, but a second session is being planned for April. For more information, one can contact Kristy Boyce at 654-5413 or Diane McCurdy at 654-9231.

Feb. 21 — New members, with spouses, are encouraged to attend a coffee at the Mountainside Library at 7:30 p.m.

March 20 — Luncheon Theater at the Palisadium in Cliffside Park. The play is "The Pajama Game." Tickets for lunch and the play are \$29.95. Luncheon is served at noon, and the play begins at 2 p.m. The deadline for reservations is Monday, Feb. 12.

The club's Social Committee is organizing its annual Progressive Dinner, with the date tentatively set for April 28. For more information, one can contact Kristy Boyce or Diane McCurdy.

The Scholarship Committee has printed a cookbook containing recipes from Mountainside residents and their friends and relatives. The proceeds from the sale of the cookbooks will go to the scholarship fund, club officials announced this week.

The books cost \$8 and are available from the club. One can call Kathi

Clark, president, at 232-8834, for more information on how to purchase the Mountainside Cookbook.

The Newcomers' annual holiday gala was a great success, according to club members. Held on Jan. 13, it was attended by 48 Mountainside residents, all of whom were dressed up to celebrate the new year.

The function, featuring food prepared by some club members and purchased by the Social Committee, was described by those who attended as "outstanding."

The club's Charity Presentation Luncheon, held on Jan. 10 at Throckmorton's in Westfield, was attended by Lou Strohmeier of the Lions Club and Shirley Biegler of Children's Specialized Hospital in Mountainside.

The event raised money for Children's Specialized Hospital, the Mountainside Lions' Club Baby John Fund and the Mountainside Rescue Squad.

The proceeds of the December luncheon were distributed at this event. Biegler was handed a check to purchase an Infant's Wheelchair/Rocker. Strohmeier was handed a \$775 check for the Baby John Fund. Another check, presented to the Mountainside Rescue Squad, will be used to purchase an Infant CPR Mannequin.

### Club to meet

The regular meeting of the Foothill Club of Mountainside will be held at The Tower Steak House on Route 22 on Thursday, Feb. 1, at noon. An Origami program will be presented. All are invited to attend.

### Mountainside Echo

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**PARTY GROUP** — Mountainside Deerfield PTA Holiday Tea Executive Committee members Maryann Kasperen, left, and Sally Rivieccio, center, are joined by Kindergarten teacher Ann Lynch, right, during a recent holiday tea which was given by the Mountainside-Deerfield Parent Teacher Association for the school's teachers and staff. Organized by PTA Holiday Tea Chairperson Dawn Ciasulli, the party featured entertainment by the Children's Suzuki Violin group 'Angels With Strings.' All the young musicians are members of the Deerfield School.

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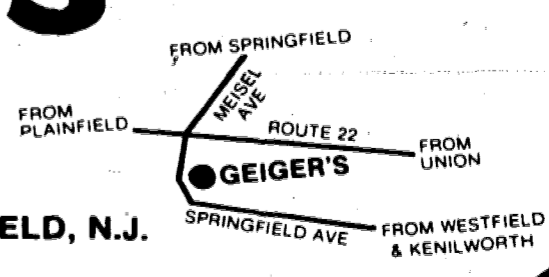
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## Adult courses are announced

The Union County Regional Adult School will offer a variety of vocational, technical, career and adult basic educational courses in the Spring 1990 term to respond to the need for a skilled work force in New Jersey.

Vocational/technical/career courses to be offered at the four regional adult schools during the Spring 1990 term, beginning Monday, March 5, include the following:

Appleworks, Auto Mechanics, Aviation, Basic Electronics, Bicycle Maintenance and Repair, Bookkeeping, College Level Examination and Computer Applications for Small Business.

Computer Programming, Deck Design and Construction, Electricity for the Homeowner, Floral Design, Furniture Refinishing, Gregg Shorthand (Refresher), How To Start A Child Care Business, and Micro Computers for Home and Business Use.

Owning Your Own Business, Public Relations for Small Business, Pub-

lic Speaking for Business and Professional Use, Real Estate Preparation, Small Engine Repairs, Stenoscrypt, Training for Pesticide License and Travel Conference Planning.

T.V. Commercials, Typing, Upholstering, Woodworking Using Computer Lathe, Word Perfect and Writing for Publications.

Other courses offered this fall include: Ballroom Dancing, Baseball — Centerfield (lecture), CPR, Exercise for the non-active, Exercise Workout and Freedom From Smoking.

Health and Recreation: Self Defense, Toddler Music and Exercise and Volleyball, Tennis, Golf.

Arts and Crafts: Basketry (Round Bottom Easter Basket), Basket Workshop (Rectangular Market Basket), Egg Decorating, Figure, Portraits and Still Life, Flower Arranging, Jewelry Stringing, Oil Painting, Photography, The Art Of Stained Glass Workshop,

Stenciling, Tin Piercing, Water Color and Wood Carving.

Just For Fun: Boating: Sail and Power; Inshore Fishing and Offshore Fishing.

Music: Guitar for Beginners, Keyboarding and Piano.

Travel: Baltimore Harbor, Brooklyn Botanic Gardens, Cape May and Delaware Bay, Kutztown and Whale Watch — Cape Cod (Off the coast of Provincetown).

The Adult Learning Center in Kenilworth offers both day and evening classes, free of charge to adults. These preparation classes include instruction in adult basic skills, general education development, preparation for the state high school diploma, English as a Second Language, citizenship and English for the Foreign Born.

For further information or to register, one can call Carole Beris at the Adult Learning Center in Kenilworth at 272-4480.



**YOUNG LEADERS** — Nine students from Jonathan Dayton Regional High School in Springfield recently participated in the sixth annual Student Leadership Day at Bell Laboratories in Murray Hill. This educational conference is sponsored each year by Assemblyman Robert D. Franks, R-22, whose district includes Mountainside. Jonathan Dayton enrolls students from Springfield and Mountainside. Pictured having received their Certificates of Participation from Assemblyman Franks, far right, include Yara Mouded, Jeanne Minieri, Mark Pribracha, Jim Alder, Gabren King, Chris O'Toole and Chrissie Hilliard. Participants not pictured are Michele Weinberg and Jamie Schutz.

## campus corner

Joseph P. Rehberger, son of Mr. and Mrs. Joseph P. Rehberger, of North Ninth Street, Kenilworth, and a senior accounting major at Albright College in Reading, Pa., has been named vice president of the Accounting/Business Association at the college.

The Accounting/Business Association strives to familiarize students with the business and accounting world through field trips, guest speakers, and seminars.

Rehberger attended David Brearley

Regional High School in Kenilworth.

Jeffrey S. Ginsberg, of Winfield Way, Springfield, and a senior at Lafayette College in Easton, Pa., was named to the first-semester dean's list at the college.

Lafayette students must achieve at least a 3.45 grade-point average for the semester, out of a possible 4.0, to qualify for the dean's list.

Joyce P. Carchman and Fred M. Carchman, the daughter and son of

Miriam and Maurice Carchman of Little Brook Road in Springfield, have both been named to the pharmacy dean's list at the University of Connecticut in Storrs for the fall season.

Joyce Carchman is majoring in pharmacy and is a 1987 graduate of Jonathan Dayton Regional High School in Springfield. Fred Carchman is presently pledging Beta Alpha Psi, a national honor accounting fraternity. He is also a 1987 graduate of Jonathan Dayton.

## Y courses are offered

The Summit YWCA, located on Maple Avenue in Summit, is offering four classes especially for older adults during its Late Winter Term.

"The History of Western Civilization II," sponsored by Union County College, will begin tomorrow, Jan. 26, and will be held from 1 to 3 p.m. The full-semester course, continuing for 15 weeks, will be taught by college faculty members and is free for senior citizens.

Silver Aqua Power is an in-the-pool exercise class which helps tone the body and build cardiovascular fitness with no undue stress on back and legs. It meets twice a week on Tuesday and Thursday afternoons.

Silverobics, for women over 50, is a specially-designed workout including gentle stretching, light and easy aerobics, and exercises to build strength. Participants have the option of taking this course, as with Silver Aqua Power, once or twice a week. Silverobics meets on Tuesday and Thursday mornings.

Weight Training for Women Over 50 will increase muscular strength and endurance, but a doctor's approval is required before participants begin this Wednesday noon fitness class.

The Late Winter Term classes begin on Thursday, Feb. 8, and run through April 11. All classes are held at the YW in Summit. For more information, one can call the YW at 273-4242 or stop in and register now.

## Writers sought

County Leader is looking for high school students interested in serving as sports correspondents during the summer as well as during the school year. Interested students may call 686-7700 for more information.

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## school menu

**REGIONAL HIGH SCHOOLS**

**FRIDAY**, pizza parlor, plain, sausage, pepperoni, peppers and onions, carrot and celery sticks, vegetable, fruit, turkey chow mein with vegetables, steamed rice, chow mein noodles, fruit, salami sandwich, large salad platter with bread and butter, homemade soup, desserts, milk; **MONDAY**, hamburger on bun, tuna

melt, bologna sandwich, potatoes, vegetable, fruit punch, large salad platter, homemade soup, desserts, milk; **TUESDAY**, hot meatball submarine, potatoes, vegetable, fruit, hot ham on bun, cold submarine sandwich with lettuce, large salad platter with bread and butter, homemade soup, desserts, milk; **WEDNESDAY**, big chicken burger, chicken patty with

lettuce and tomato on bun, potatoes, fresh fruit, chili dog on bun, vegetable, American cheese and tomato sandwich, large salad platter, homemade soup, desserts; **THURSDAY**, egg mc luncheon, egg, cheese, ham on bun, minute steak on roll, tuna salad sandwich, hash brown potatoes, fruit, juice, large salad platter, homemade soup, desserts, milk.

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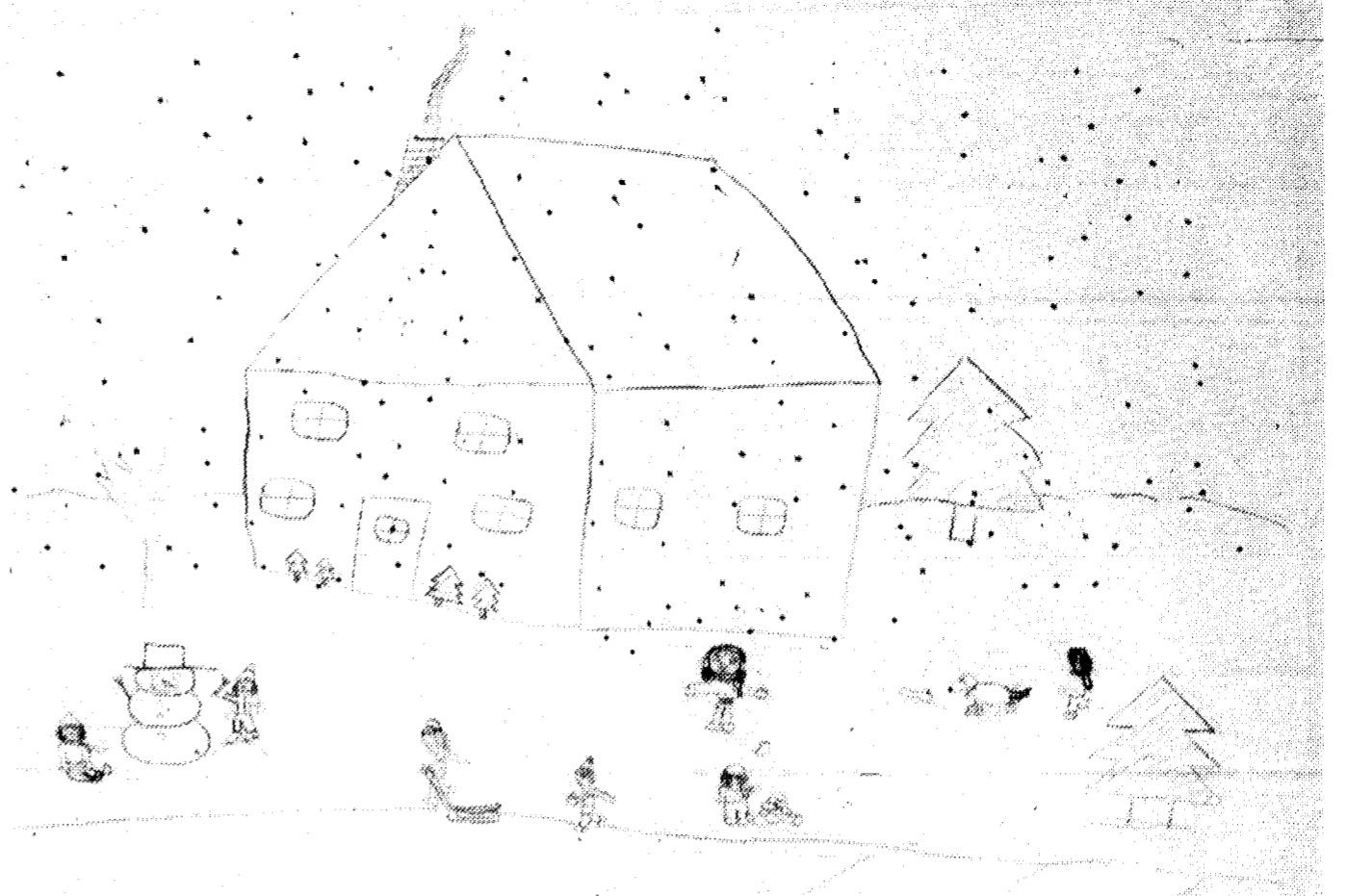
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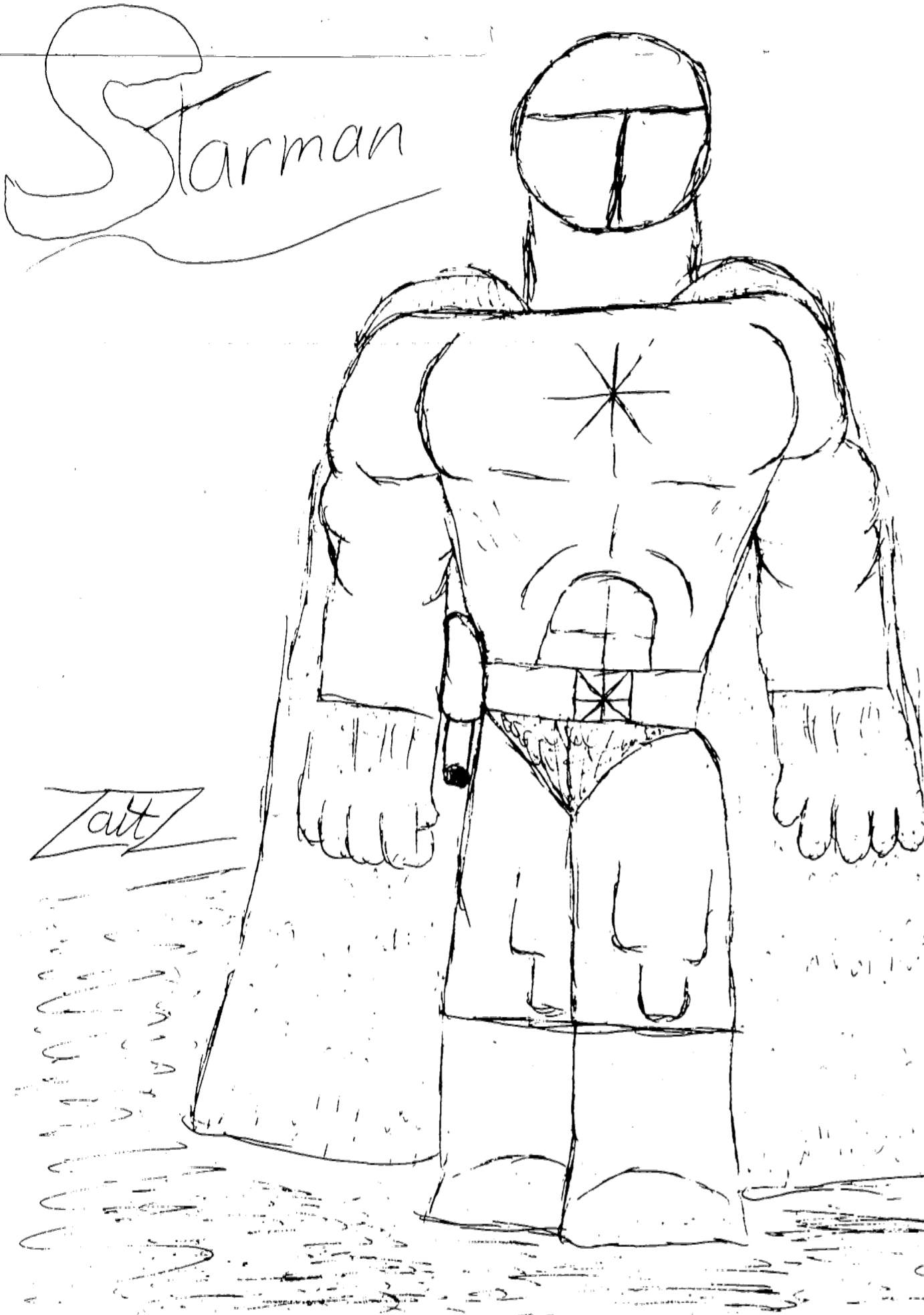
a monthly page by  
and for the community's  
young people

# Student Writes

The material for this month's School Page was submitted by seventh-grade students in Margaret Gerst's reading class at Florence M. Gaudineer School in Springfield. The students wrote their own poems using the themes "snow" and "winter." Three Gaudineer students also submitted their artwork.



Rebecca Raj, Grade 5



Josh Zaltz, Grade 6

## Snow

Snowing all  
Night long — even the  
Owls go inside and close their  
Windows.  
Jason Chache, Grade 7

Snow is light and white.  
Now let's make a snowman.  
Or let's go sleigh-riding.  
Wow! Snow is great fun!  
Vic Kostin, Grade 7

Fallen crystals  
From the sky  
Cold, but not dry  
its SNOW.  
Leah Kaplan, Grade 7

Softly falling  
Nearby is a snowman  
On someone's lawn  
We love the winter.  
Giullana Pasquarelli, Grade 7

Silently falling  
Nature at it's best.  
Oh! It's so beautiful.  
Wonderful sight.  
Nancy Gasbarra, Grade 7

I like it when it snows  
because I can go play in it.  
I like it when it snows  
because school might be cancelled  
or delayed.

See how it glitters at  
Night  
Oh how lovely it is! Oh, please  
Won't you come out.  
Jill Hirschfeld, Grade 7

Snow is here  
Snow is there  
Snow is everywhere.  
Omar Sloan, Grade 7

I like it when it snows  
because it is such a pretty sight.  
I like it when it snows  
because I can sit by the fire and  
have a cup of hot chocolate.  
I like it when it snows.  
Linda Curale, Grade 7

## SNOWboarding



Jeremy Hreben, Grade 7

## Winter

You can always hear people say  
"br"  
In this season of winter.  
Many people think winter is cold  
and ice,  
But, I think that it's very nice.  
I like this season's brisk air,  
That others don't even dare to bear.  
I used to run to and fro,  
In the white, fluffy snow.  
But, now some say I'm too old,  
Although my childhood is still  
gold.  
The point of this is, never put wint-  
er down  
Or you'll lose a smile and gain a  
frown.  
Lisa Wolksteln, Grade 7

The tree in front of my house is so  
very old  
When it snows I wonder if it will  
get cold.  
My tree looks so free and forlorn  
With the wind running through it at  
dawn.  
Lisa Keppler, Grade 7

When  
It gets  
Nippy, then  
Terribly cold and  
Everyone's wearing heavy clothing  
you know that winter is  
RRright around the corner.  
Melody Felner, Grade 7

Whirling snow falling, children  
Inside playing.  
Night arrives.  
Time to go to sleep.  
Eager to make a snowman.  
Reminding us winter is here.  
Giullana Pasquarelli, Grade 7

Winter  
Impending frosty weather  
Nasty winds make your nose and  
Toes cold  
Everyone bundles up  
Ready for the snow.  
Jamie Gurwitz, Grade 7

Wonderful time playing  
In the snow.  
Now its time  
Time to go inside.  
Enjoying the warmth of a  
Roaring fire.  
Danielle Telfar, Grade 7

The Blue Jay  
Here I am in the snow.  
Wishing I was by a fire.  
It's so cold, let me in!  
Lisa Keppler, Grade 7

Winter is when it snows.  
Winter freezes up my toes.  
Winter has the holidays;  
Winter makes children gay,  
Winter is my favorite season  
My birthday's the reason.  
Michelle Saunders, Grade 7


Winter  
Is a  
Nice  
Time of year.  
End of fall: snow  
Reappears.  
Dov Goldstein, Grade 7

As I Look Out My Window  
As I look out my window and see  
lots of snow.  
I think of the homeless I do not  
know.  
They don't have much money,  
And don't have warm clothes.  
How lucky I am, only heaven  
knows.  
Jalme Chesley, Grade 7

Winter brings a special feeling  
deep inside me.  
It's like the snow has a special  
potion to make me feel carefree.  
The drifting, passing, fading of the  
clouds  
Tells me it's winter.  
Merl Morrocco, Grade 7

Winter is here.  
I love the  
Nice crisp air; the  
Touch of snow on my cheeks.  
Everlasting beauty  
Returning each year.  
Lisa Keppler, Grade 7

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MR. AND MRS. TODD JOHN STILES

### Koziol-Stiles marriage

Theresa Anne Marie Koziol, daughter of Mr. Walter S. Koziol of Elizabeth and the late Mrs. Helen P. Koziol, was married Oct. 21 to Todd John Stiles, son of Mr. and Mrs. Harold E. Stiles of Union.

The Rev. Edward Szpiech officiated at the ceremony in St. Adalbert's Church, Elizabeth. A reception followed at the 1920s Essex House, West Orange.

The bride was escorted by her father. Christine Fehlberg of Horscham, Pa., cousin of the bride, served as maid of honor. Bridesmaids were Christine Koziol of Rahway, cousin of the bride; Susan Reilly of Union, sister of the groom, and Sharon Manzoni of North Plainfield. Nicole Stiles of Elizabeth, served as flower girl.

Jack Kelleher of Union served as best man. Ushers were Eric Hulsen of Bridgewater, Mark Stiles of Elizabeth, brother of the groom, and Howard Manzoni of North Plainfield. Kevin Reilly of Union, nephew of the groom, served as ring bearer.

Mrs. Stiles, who was graduated from Benedictine Academy, Elizabeth, and Seton Hall University, South Orange, is an editor for Book Sales Inc., Secaucus.

Her husband, who was graduated from Union High School and Kean College of New Jersey, Union, is a senior programmer analyst for General Cable Co., South Plainfield.

The newlyweds, who took a honeymoon trip to Los Angeles, Calif., and Hawaii, reside in Mountainside.

## SOCIAL



MR. AND MRS. ROBERT GUERRY

### Falconer-Guerry wedding

Donna Falconer, daughter of Mr. and Mrs. William Falconer of Union, was married Oct. 14 to Robert Guerry of Union, formerly of Clark, son of the late Mr. and Mrs. Robert Guerry.

The Rev. William Mulford officiated at the ceremony in First Congregational Christian United Church of Christ, Irvington. A reception followed at the Westwood, Garwood.

The bride was escorted by her father. Barbara Bratton of Iselin served as matron of honor for her sister. Bridesmaids were Susan Haffer of Iselin, sister of the bride, and Deborah Tavares of Union. Jamie Lynn Epple of Cranford, niece of the bride, served as junior bridesmaid, and Ashley Haf-

fer of Iselin, another niece of the bride, served as flower girl.

Kenneth Mathias of Edison, brother-in-law of the groom, served as best man. Ushers were John Bratton of Iselin, brother-in-law of the bride, and William Falconer Jr. of Union, brother of the bride. Jason Bratton of Iselin, nephew of the bride, served as junior usher, and Shaun Bratton of Iselin, nephew of the bride, served as ring bearer.

The bride is employed by Overlook Hospital, Summit.

Her husband is employed by Wholesale Industrial Tire Co.

The newlyweds, who took a honeymoon trip to Disney World in Florida, reside in Union.



MR. AND MRS. RICHARD CRAIG SPINA

### Giamo-Spina nuptials

Barbara Ann Giamo, daughter of Mr. and Mrs. Mario Giamo of Mountainside, was married recently to Richard Craig Spina, son of Mr. and Mrs. Thomas Spina of Suffield, Conn., formerly of Mountainside.

The Rev. Robert Wallard of Michigan officiated at the ceremony in Princeton University Chapel. A reception followed at the Scanton Hotel, Princeton.

Sharon Fox of New York City, formerly of Mountainside, served as maid of honor. Bridesmaids were Patricia DeFlores of Laurenceville, cousin of the bride; Stephanie Giuliana of Hackettstown and Nancy Ryan of Middlesex.

Harvey Kaish of Cranford served

as best man. Ushers were Jeff Beggs of Royal Oaks, Mich., Gary Samuels of West Bloomfield, Mich., and Dean Neuwirth of Denver, Colo.

Mrs. Spina, who was graduated cum laude from Lafayette College, Easton, Pa., where she was a member of Phi Beta Kappa and Kappa Delta Pi, received a master's degree in teaching at Seton Hall University. She is a teacher in Charles Rener School, Dover, Mass.

Her husband, who was graduated from Princeton University, attends Harvard Business School in a master's program.

The newlyweds, who took a honeymoon trip to Hawaii, reside in Chestnut Hill, Mass.



DONNA ZATORSKI  
BARRY SHEEHAN

### Zatorski-Sheehan troth

Mr. and Mrs. Casimir F. Zatorski of Union have announced the engagement of their daughter, Donna, to Barry Sheehan, son of Mr. and Mrs. William Sheehan of Rahway.

The bride-elect, who was graduated from Union High School and Taylor Business Institute, attends Rutgers University, Newark. She is employed

by AT&T Bell Laboratories, Short Hills.

Her fiancé, who was graduated from Rahway High School, received an honorable discharge from the United States Navy. He is employed by AT&T Bell Laboratories, Whippany.

A September wedding is planned.

## Stork club

### Brianna Kelly Jerab

A 6-pound, 9-ounce daughter, Brianna Kelly, was born Dec. 7 in Overlook Hospital, Summit, to Mr. and Mrs. William M. Jerab of Union.

Mrs. Jerab, the former Gayle E. Kelleher is the daughter of Mrs. Barbara A. Kelleher of Union and the late Mr. John M. Kelleher. She was graduated from Union High School and Purdue University and is employed by INDECS of Ebasco Inc.

Her husband, who is the son of Mr. Marion M. Jerab of New Providence and the late Mrs. Anna Jerab, was graduated from W.A. Berry High School, Birmingham, Ala., and is employed by United Retail Group.

### Christopher David Bernot

An 8-pound son, Christopher David, was born Dec. 30 in Morristown Memorial Hospital to Mr. and Mrs. David Bernot of Union. He joins a sister, Katherine Mary, 22 months old.

Mrs. Bernot, the former Linda Herm, is the daughter of Mr. and Mrs. Herbert Herm of Union. Her husband is the son of Mr. and Mrs. Joseph Bernot of Union.

### Keith James Warncke

A son, Keith James, was born Nov. 11 in Elizabeth General Medical Center to Mr. and Mrs. Keith Warncke of Kenilworth.

Mrs. Warncke, the former Margaret McCoy, is the daughter of Mr. Eugene McCoy of St. Louis, Mo., and Mrs. Mary Orella of Union. Her husband is the son of Mr. and Mrs. James Warncke of York, Pa. The baby's great-grandmother is Mrs. Mary McCoy of Garwood.



ELIZABETH MORRISSEY  
ROBERT A. ALBRIGHT JR.

### Morrissey-Albright troth

Mr. and Mrs. Michael Morrissey of Union have announced the engagement of their daughter, Elizabeth, to Robert A. Albright Jr. of Raritan, son of Mr. and Mrs. Robert Albright of Poughkeepsie, N.Y.

The bride-elect, who was graduated from Montclair State College, where she received a bachelor of science degree in chemistry, is employed by Schering-Plough, Union.

Her fiancé, who was graduated from Rutgers College of Engineering, where he received a bachelor of science degree in civil engineering, is employed by Killam Associates, Whitehouse Branch.

An October 1990 wedding is planned in Holy Spirit Roman Catholic Church, Union, and a reception will follow at the Atrium West, West Orange.



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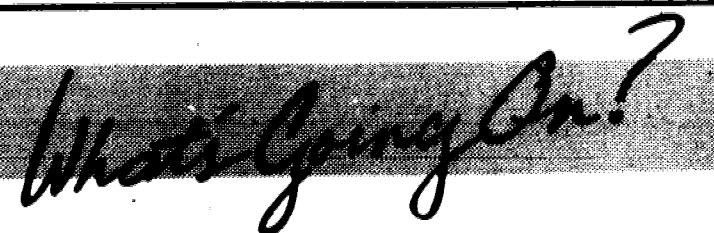
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What's Going On is a paid directory of events for non-profit organizations. It is pre-paid and costs just \$10.00 (for 2 weeks) for Essex County or Union County and just \$20.00 for both. Your notice must be in our Maplewood office (463 Valley Street) by 4:30 P.M. on Monday for publication the following Thursday. Advertisement may also be placed at 17 No. Essex Ave., Orange, 266 Liberty St., Bloomfield or 1291 Stuyvesant Ave., Union. For more information call 763-9411.





**PERSEVERANCE** 1990 CATHOLIC SCHOOLS WEEK **Catholic Schools Week**  
**courage**  
**COMPASSION**  
**January 28 - February 3, 1990**



**Holy Spirit School ready for archbishop**

Next week, Jan. 28 through Feb. 2, is being celebrated nationally and in Union as Catholic Schools' Week. This year, Holy Spirit School in Union is playing host to the Most Rev. Theodore McCarrick, Archbishop of the Diocese of Newark, who will be celebrating the Union County Schools' annual mass.

The schedule for the week is as follows:

- Sunday, 9:30 a.m., Mass for students and parents of Holy Spirit School.
- Monday, 9 a.m.-10 a.m., open house for Kindergarten through grade 8.
- Tuesday, Student Talent Show;

dress rehearsal for senior citizens at 12:30 p.m. and evening performance for all parents at 7 p.m.

- Wednesday, Teacher Appreciation Day; luncheon for teachers, parent/student luncheon and book fair.
- Thursday, book fair in the morning; grade 5's play for the primary grades in the afternoon; and evening Mass for the Union County schools with Archbishop McCarrick as celebrant, by invitation only.
- Friday, book fair; 8:30 a.m. Mass with Archbishop McCarrick tentatively the celebrant.
- Saturday, book fair after 5:30 p.m. Mass.

Catholic Schools  
**A PARENT'S CHOICE**  
**SAINT JAMES SCHOOL**  
 SPRINGFIELD  
 • Teaching Value for 35 years  
 • Come Share the Vision of Peace  
 • Peace through understanding  
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**KNOWLEDGE THROUGH EDUCATION**  
 All Day Kindergarten • Pre-School  
 Grades 1-8 • After School Care  
**OPEN HOUSE & CLASSROOM VISITATION**  
 Thurs., Feb 1, 9 to 11 a.m.  
 For information  
 CALL: Sr. Maria Anna, S.S.N.D. Principal 376-5194

**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, at 10:30 a.m.

Mountainside Mayor Robert Vigilanti will read a proclamation declaring Catholic Schools Week at the Mass. A continental breakfast will also be served, followed by tours of the school for families, friends and prospective students.

On Monday, Jan. 29, the school will be open to grandparents and "adopted grandparents." The grandparents will have a chance to visit the classrooms and meet the teachers of their grandchildren. There they will be entertained with musical selections and skits prepared especially by the children for their visitors. A prayer service honoring grandparents will also be held at 1 p.m.

Student Appreciation Day will be celebrated on Tuesday, Jan. 30. The pupils will then be treated to a pizza lunch, compliments of the Home and School Association.

On Wednesday, Jan. 31, the children will reach out to the community. Students from Pre-K through grade 8 are writing to and making valentines for the patients of the Manor Care Nursing and Convalescent Center of Mountainside.

Groups of students will also visit with the patients. The students will entertain the patients and staff with musical selections.

On Thursday, Feb. 1, Open House Day will be held. All are invited to visit the school between the hours of 9:30 a.m. and 11:30 a.m.

Teacher Appreciation Day will be celebrated on Friday, Feb. 2.

To end the week, Mass will be celebrated at 9:45 a.m. At that time, eighth-grade students will receive their school pins.

Registration for the 1990-1991 school year will be accepted during the week. For further information, one can call 233-1777.

**St. James School sets festivities**

St. James School in Springfield will begin Catholic Schools Week with a Rededication Mass on Sunday, Jan. 28 at noon, with students doing the readings and presenting the gifts.

After the Mass in the school auditorium, Springfield Mayor Phillip Kurnos will open Catholic School Week by presenting Sister Marie Anna, principal, with a proclamation from the township. Registration also will take place for pre-school, Kindergarten and grades 1 through 8 in the school office.

Activities to take place during the week include a teachers' appreciation luncheon on Monday given by the Home School Association. On Tuesday, Jan. 30, there will be pre-school open house and registration from 9 a.m. to 11 a.m. for 3- and 4-year olds, and a science fair for grades five through eight will begin.

On Wednesday, Jan. 31, Mickey Mouse will be visiting the open house and registration for Kindergarten from 11:30 a.m. to 2:30 p.m. The science fair also will culminate with an awards ceremony at 7:30 p.m. that evening for all winners in the school auditorium.

On Thursday, Feb. 1, is Family Day, with an open house and classroom visitation for grades 1 through 8, from 9 a.m. to 11 a.m. In the afternoon, the parents and teachers will compete against the students in a volleyball game at 1 p.m.

On Friday, Feb. 2, there will be an 11:30 a.m. Mass for all school children, and the students will participate in the National Geographic Geography Bee in the afternoon.

Further information can be obtained by calling the school at 376-5194.

**A PARENT'S CHOICE**

**UNION CATHOLIC REGIONAL HIGH SCHOOL**  
 1600 Martine Avenue Scotch Plains, NJ  
 During Catholic School Week  
**OPEN HOUSE from 8:30 to 11:00 A.M.**  
 For appointment call 889-1600

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

**A Parent's Choice**

Catholic Schools Week 1990

**Jan. 28 - Feb. 3, 1990**  
 Mr. John Aslanian, Principal

**Come To Our Open House**  
**Thursday: February 1, 1990**  
**9:30 a.m. - 11:30 a.m.**

Catholic Schools Week  
**ST. JOHN the APOSTLE SCHOOL**  
 VALLEY ROAD • CLARK/LINDEN  
**REGISTRATION AND OPEN HOUSE FOR NEW STUDENTS**

**SUN. JAN. 28** - 1st Registration Pre-K to 7 - 10:00 am-1:00 pm

**MON. JAN. 29** - 2nd Registration Pre-K to 7 - 9:00 am-11:00 pm

**TUES. JAN. 30** - 3rd Open House K-8 - 9-10 am  
 Open House Pre-K Only 1-2:00 pm  
 Registration Pre-K to 7 - 1-2:00 pm

**THURS. FEB. 1** - 4th Registration 9-10:00 am  
**YOUR CHOICE NOW - AFFECTS THEIR FUTURE**  
 Visit St. John's and meet our talented and sensitive professional staff! They will answer your questions. Your decision now will affect your child's future. Two of each grade. Small Classes. All day or half day kindergarten. After school care program.

**For more information, and a free descriptive brochure call: 388-1360**

You Are Cordially Invited To Attend A

Kindergarten Open House  
 Ballroom  
**St. James School**  
 41 So. Springfield Ave. Springfield  
 376-5194  
**Wednesday, Jan. 31st**  
 11:30 a.m. - 2:00 p.m.

Let the children visit with Mickey during your camera while you learn what our Kindergarten program has to offer.

**Aquinas Academy**

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**CELEBRATES CATHOLIC SCHOOLS WEEK**

STUDENTS OF AQUINAS ACADEMY WORKING AT THEIR COMPUTERS.

**FOR INFORMATION CALL**  
**EARLY CHILDHOOD CENTER 992-5181**  
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Aquinas Academy, founded in 1952, is an expanded Catholic Parish School for boys and girls in grades Preschool through Eighth. As the only Catholic Elementary School in Livingston, Aquinas Academy blends traditional and innovative learning and assists each student in developing his/her fullest potential in an environment that fosters the growth of the whole child.

**Catholic Schools**

**A PARENT'S CHOICE**  
**1990**

**Catholic Schools Week**  
**January 28 - February 3, 1990**

The strength of Catholic School education lies in its resolve to educate the whole person, to send forth a hopeful people filled with inner light.

**Holy Spirit Parish School**  
 Morris Ave. & Suburban Rd. Union  
**Registration in March**  
**Call for further info. 687-8415**  
**Fully Certified Teachers**

**St. Michael's Parish School**  
 1212 Kelly St. Union  
**688-1063**  
 Under the auspices of the Caldwell Dominicans  
**Registration Dates:**  
 January 29, 1990 Pre-Kindergarten 9:30 to 11:30 am 1:00 to 2:00 pm  
 January 30, 1990 & January 31, 1990 9:30 to 11:30 am 1:00 to 2:00 pm

*"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."*

From "Declaration on Christian Education" In The Documents of Vatican II (New York: America Press, 1968)









# Continuing Strength

DECEMBER 31, 1989

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CASH	\$ 20,700,544.28
U.S. GOVERNMENT OBLIGATIONS	1,073,354,143.87
OTHER INVESTMENTS	163,204,966.76
MORTGAGE LOANS	699,799,498.81
OTHER LOANS	29,185,706.17
ASSOCIATION PREMISES AND EQUIPMENT - NET	4,033,762.52
ACCRUED INTEREST RECEIVABLE	33,552,991.80
OTHER ASSET	2,458,465.91
<b>TOTAL ASSETS</b>	<b>\$2,026,290,080.12</b>

## LIABILITIES—RESERVES—SURPLUS

SAVINGS	\$1,253,055,588.26
REVERSE REPURCHASE AGREEMENTS	608,437,500.00
ADVANCE PAYMENTS BY MORTGAGORS FOR TAXES AND INSURANCE	1,535,208.63
OTHER LIABILITIES	10,231,777.41
ADVANCES FROM FEDERAL HOME LOAN BANK	50,000,000.00
<b>RESERVES - SURPLUS</b>	<b>103,030,005.82</b>
<b>TOTAL LIABILITIES—RESERVES—SURPLUS</b>	<b>\$2,026,290,080.12</b>

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PUBLIC NOTICE

RESOLUTION NO. 25-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide Protestant services to the patients at the John E. Runnells Hospital for the period January 1, 1990 through February 28, 1990...

RESOLUTION NO. 28-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 29-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 36-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 40-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide share services or computerized electrographic analysis and interpretation (overread) services at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 44-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide Prosthetic and Orthotic services to the patients at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 26-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide Catholic services to the patients at the John E. Runnells Hospital for the period from January 1, 1990 through February 28, 1990...

RESOLUTION NO. 31-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 35-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 37-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 42-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide X-Ray/Radiology Services for in-patients and Senior Citizens Clinic at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 45-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide Prosthetic and Orthotic services to the patients at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 27-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide Jewish services to the patients at the John E. Runnells Hospital for the period from January 1, 1990 through February 28, 1990...

RESOLUTION NO. 30-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 34-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 39-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 41-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide emergency and STAT laboratory services to the patients at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 50-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide physical therapy services to the patients at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 129-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 128-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 128-89 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 38-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide for a part-time, night and weekend physician in order to provide twenty-four hour coverage at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 43-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, there exists a need for professional services to provide laboratory services for in-patients and out-patients at the John E. Runnells Hospital for the year 1990...

RESOLUTION NO. 90-90 DATE: 1/18/90
UNION COUNTY BOARD OF CHOSEN FEEHOLDERS
WHEREAS, the firm of Waters, McPherson & McNeil was, pursuant to Resolution 20-89, awarded a contract to provide professional services to the County of Union...











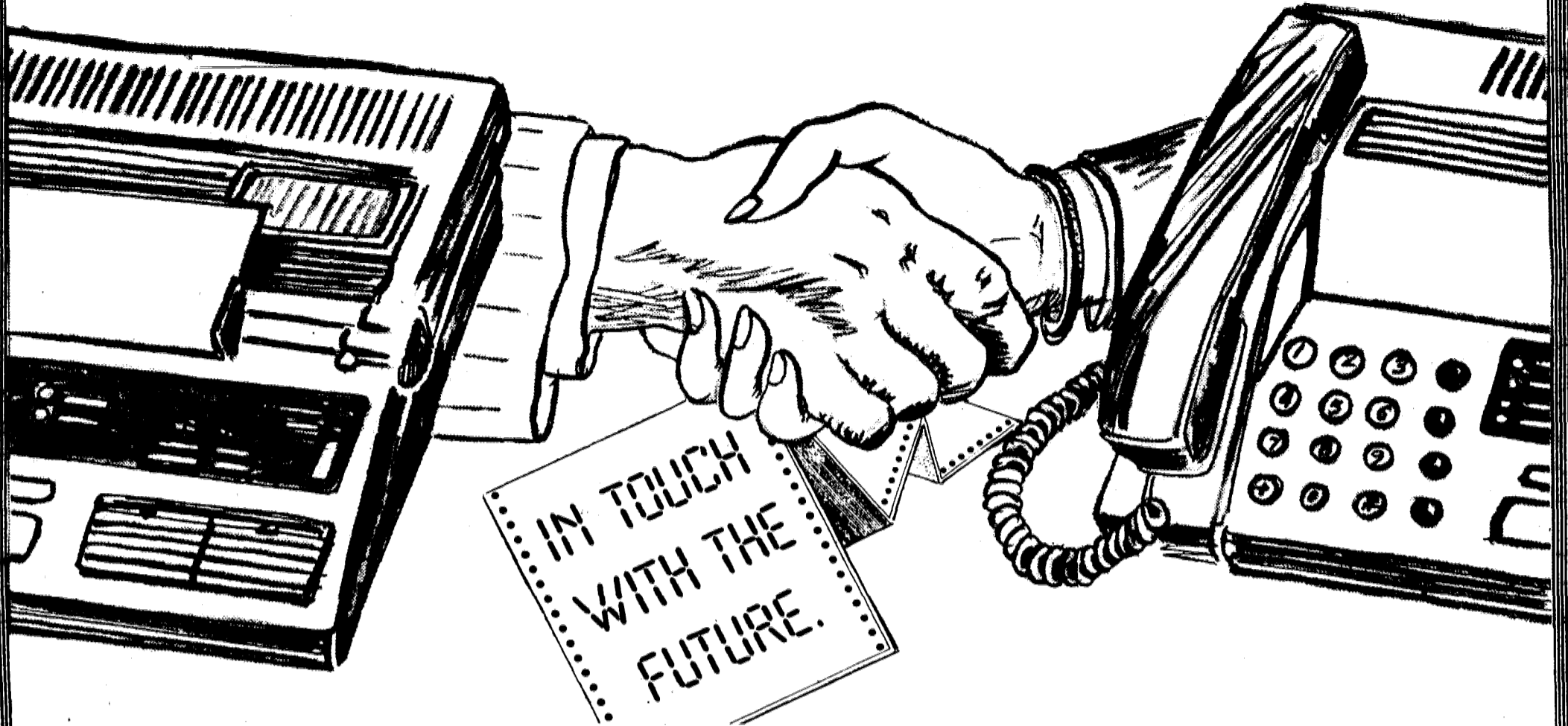




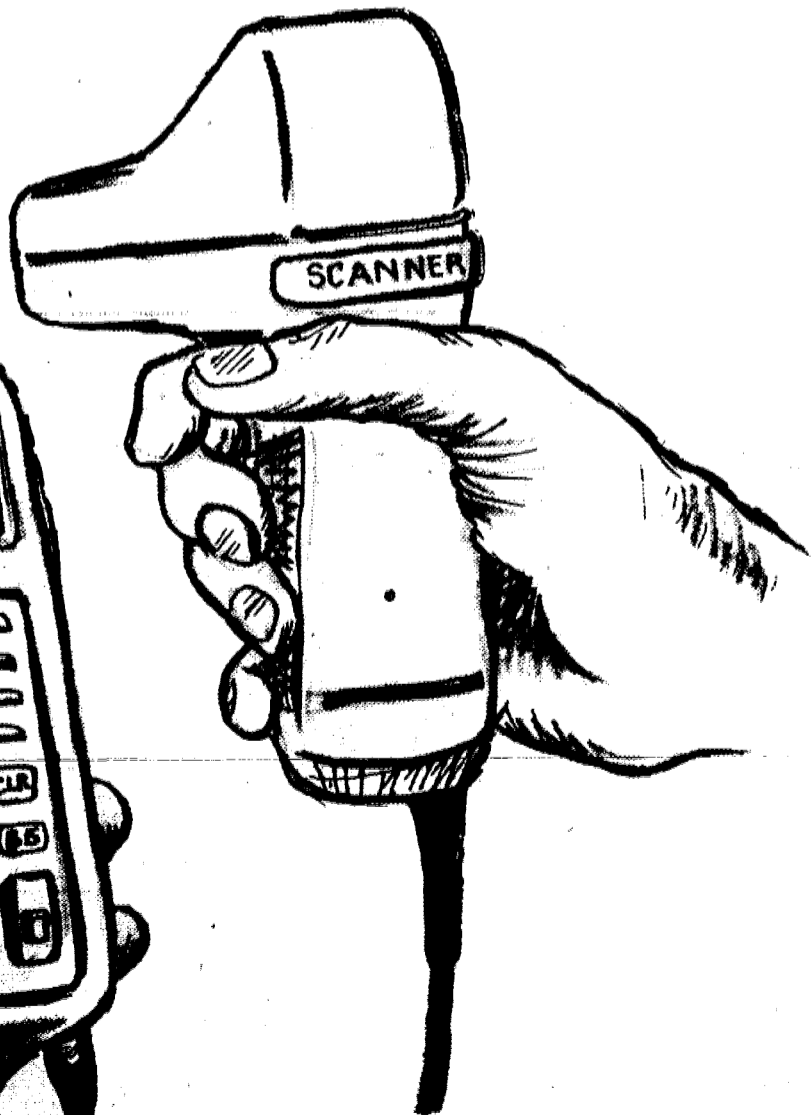




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PROGRESS 1990



J.M. King 1990

COUNTY LEADER NEWSPAPERS

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# The economy adapts for the 1990s

## Union County

By STEVE GALVACKY

**I**t'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 luring businesses here. There are

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; Cali 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.

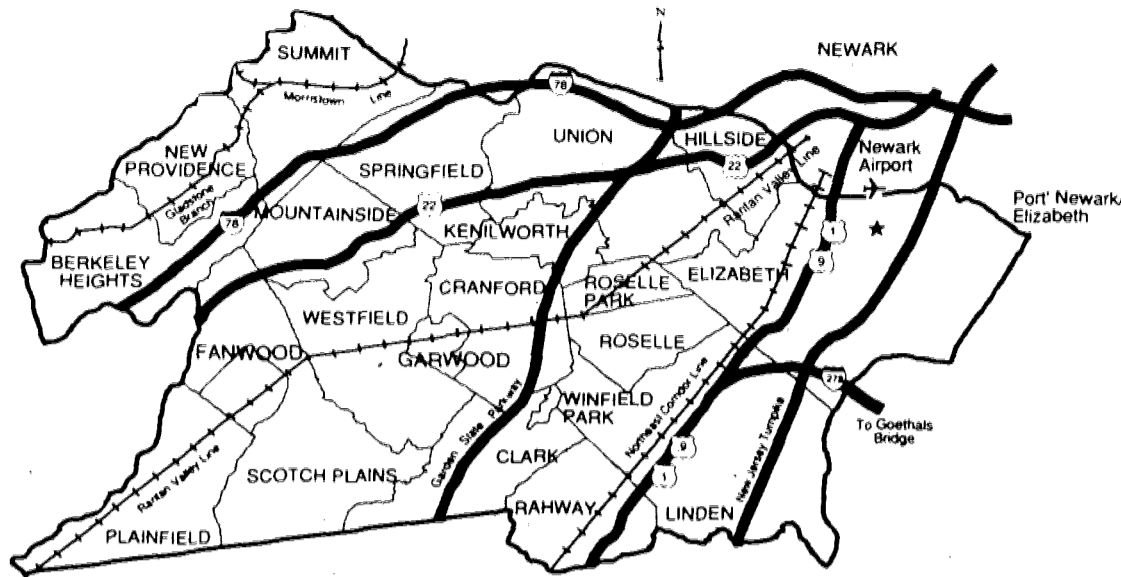
With all the newcomers to the Union County business community, let's not forget the industrial "old guard" that long ago gave the county its reputation as a research-and-development haven.

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 pharmaceuticals 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 concerns 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 39 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.



## Capitalizing on advances in therapy...

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.

As a worldwide, research-based enterprise, Schering-Plough is committed to extending the limits of medical knowledge by discovering and developing unique pharmaceuticals that prolong and enhance life.



One Giralda Farms, Madison, NJ 07940

Galloping Hill Road, Kenilworth, NJ 07033



## 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 of 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 6:35 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 Galloping 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 Sweazys.

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

# SA STRONG STARTING 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
<b>TOTAL</b>	<b>\$191,254,390</b>

### LIABILITIES AND SHAREHOLDERS' EQUITY

Deposits	\$168,950,836
Federal Funds Purchased and Securities Sold Under Repurchase Agreements	4,698,000
Other Liabilities	1,765,265
<b>Total Liabilities</b>	<b>175,414,101</b>
Common Stock	2,000,000
Surplus	3,497,120
Undivided Profits	10,343,169
<b>Total Shareholders' Equity</b>	<b>15,840,289</b>
<b>TOTAL</b>	<b>\$191,254,390</b>

### DIRECTORS

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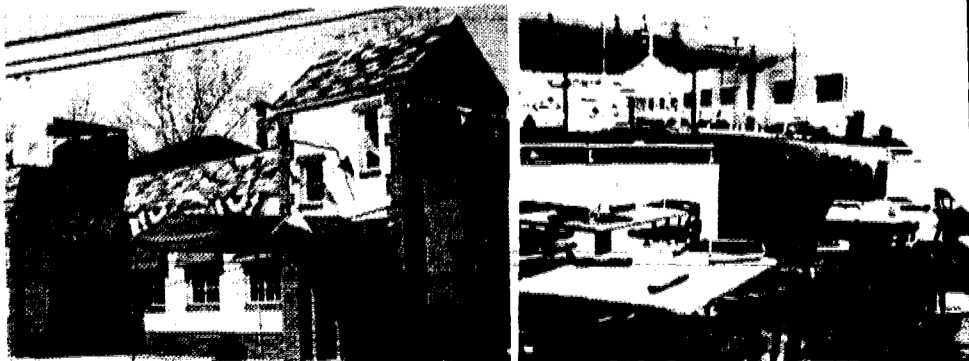
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# System speeds tax filings

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 settling 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 687-6069.
- 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 1952. The Samuels boys became the largest Studebaker-Packard Sales & Service showroom on the Eastern seaboard. When Studebaker ceased production in 1964 the boys continued their service and body shop business.

In 1965 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 123 manufacturers, with all the name brand products on hand such as: AC-Delco, Purolator, TRW, Federal Mogul, Everco McCord, Turtle Wax, SK Tools, Motorcraft, Nelhuff, Beck Arney, Etc., Etc., Etc. Buy Wise Auto Parts was the 1st to sell wholesale to the public.

The firm is presently run by Ervin Samuels with the able affiliation of Robert Samuels & Matt Piano and assisted by Jr. Stradford, Junius Lawler, James Fasalo, Ron McDuffie and Amedeo Malavarca, Curtis Croech, Paul Rodriguez, Jose Rodriguez, Theron Edgill, and Robert Jackson, who have matured with the constant growth of the firm and are a part of the great future that has made Buy Wise Auto Parts known by the phrase "if it's automotive.. most likely we have it." Five acres of facilities to serve you with 30 employees.



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# Unique health-care center offers range of services

**M**anor 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.



As we enter our 66th Anniversary Year, we would like to thank those who made it possible— our loyal employees and customers who have relied upon us.

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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.

Paralegals work side-by-side with attorneys in the challenging field of law.

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

## Union Institute of Paralegal Studies

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

By the year 1995, 104,000

people will be employed as paralegals one for every six lawyers. In terms of percentage change, the government is projecting a 90 percent increase.

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;
- Alzheimers 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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**Millburn Office:**  
 343 Millburn Avenue  
 Millburn, NJ 07041

**Linden Office:**  
 1658 St. George Avenue  
 Linden, NJ 07036

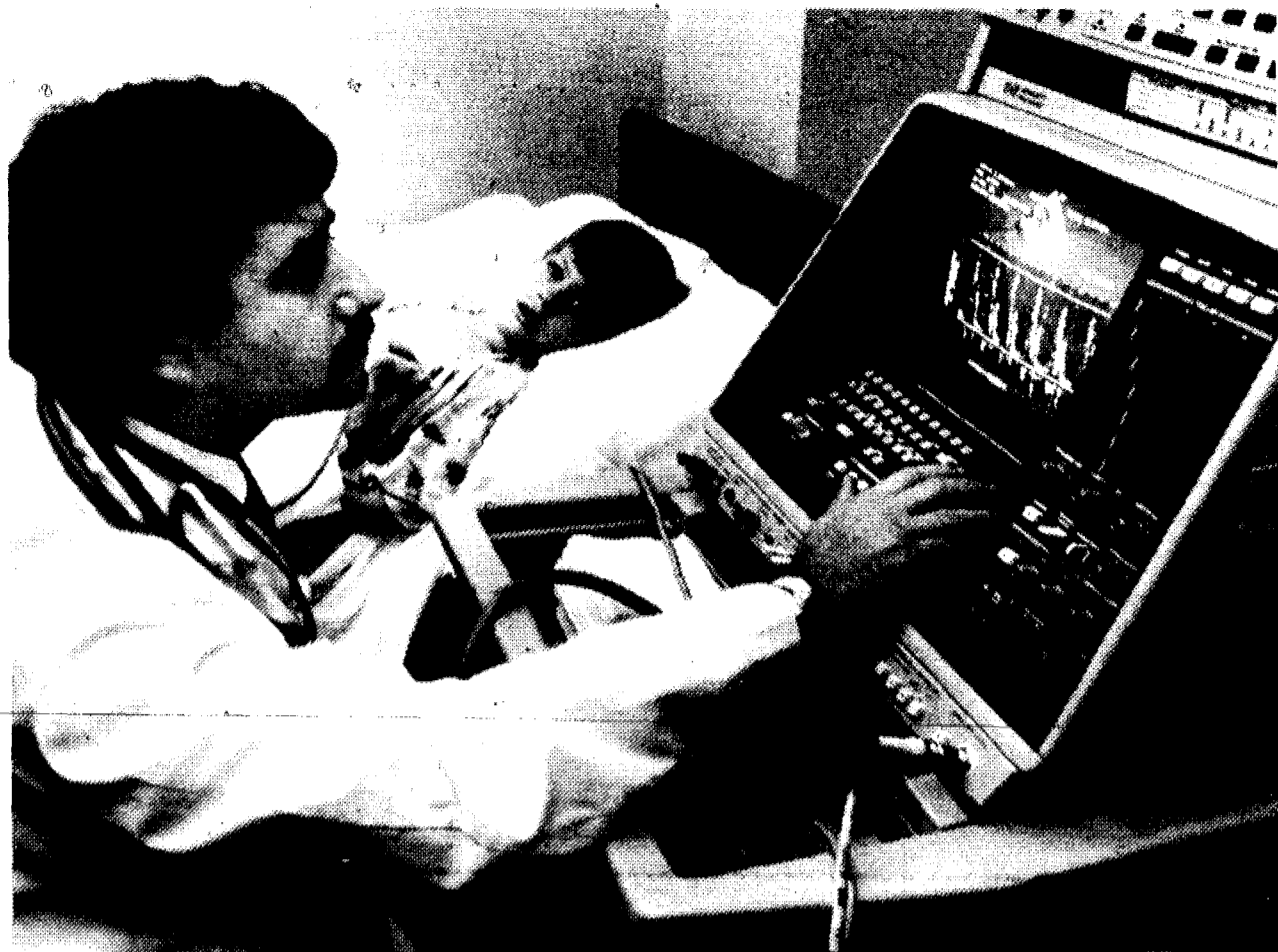
**Whippany Office:**  
 54 Whippany Road  
 Whippany, NJ 07981

**Union Office:**  
 Ideal Professional Park  
 2333 Morris Avenue  
 Union, NJ 07083



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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 Leichter, 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

## Overlook Hospital

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-

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 hub 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 MICU Dispatch Center. The information system gives hospital emergency staff complete information on management of hazardous material incidents.

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9 - 2 Sat.



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.

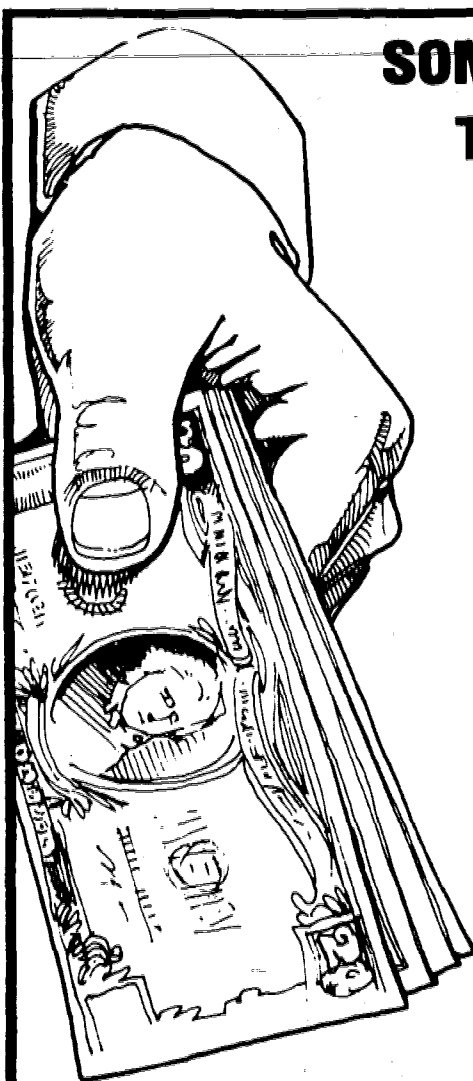
The first phase of the project will entail construction of a 137,000-square-foot, nine-story patient tower that will connect to the south face of the hospital's white, seven-story "N" building. The second phase of the project will be the renovation of substantial portions of the "N" building. The final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

(Continued on Page 9)

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| Shrimp Creole       | Glazed Ham Hawaiian |
| Tortellini Marinara | Baked Ziti          |
| Lasagna             |                     |

Served Monday - Friday  
 11:30 - 2:30

**Fridays - Shrimp in the Rough**

Potato Vegetable Du Jour  
 Desserts

# 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 cystoscopy 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, deliv-

ery 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	39,200,000.
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	9,395,526.

**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.
<b>TOTAL LIABILITIES</b>	<b>\$757,135,383.</b>
Retained Earnings	\$ 68,126,728.
<b>TOTAL LIABILITIES and RETAINED EARNINGS</b>	<b>\$825,262,111.</b>

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

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#### INTERNAL AUDITOR

Paul Ciliento

#### AUDITORS

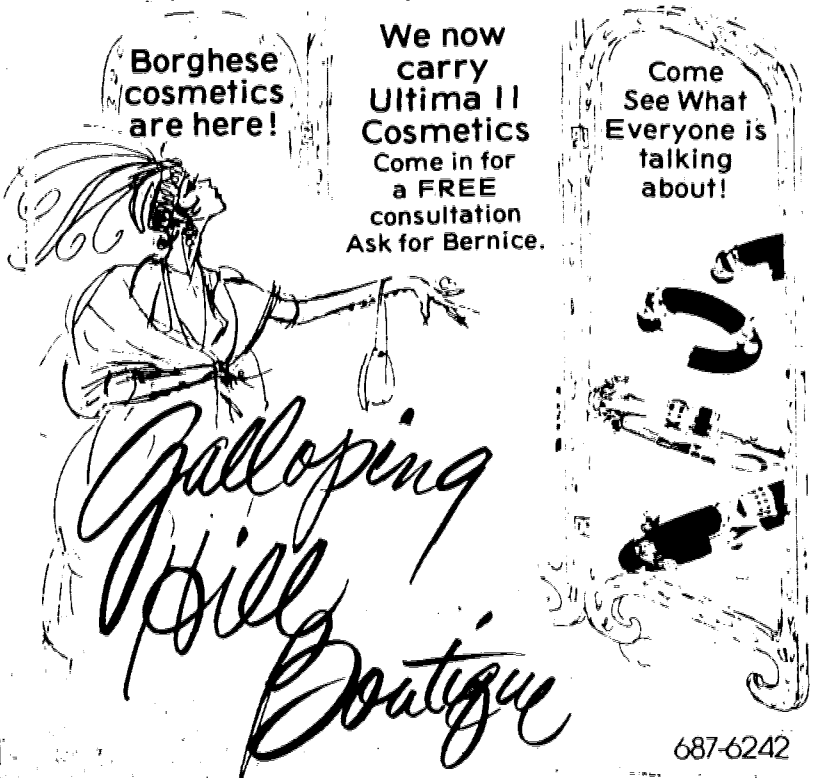
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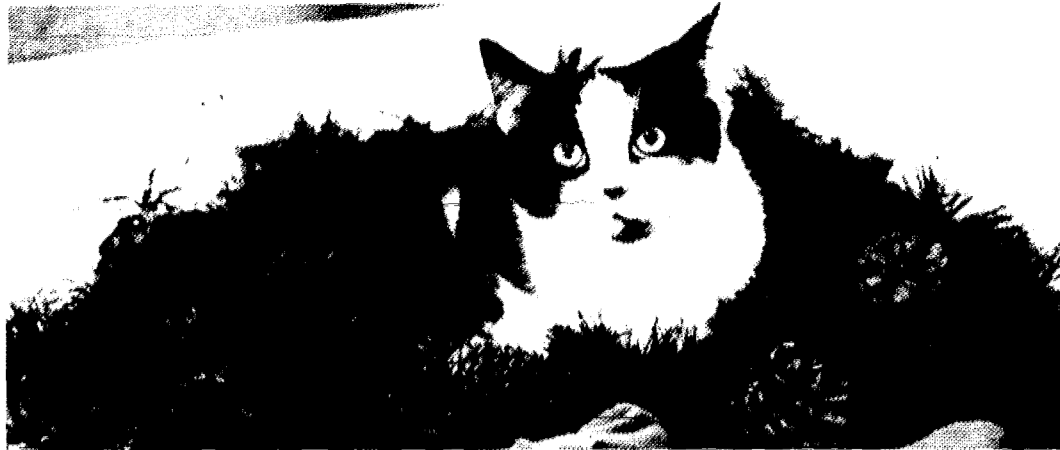
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## Hotel features banquet facilities

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 ratables 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.

"Part of our job 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.

Tinen also explained that the 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 of the corporation's existence to the business community. In 1989, the UCEDC received \$100,000 from the county to finance a public awareness campaign.



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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.

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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 unem-

ployment 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 management by staff, 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 unethical 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/dealership 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?

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## Well-being is the goal

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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 Carrie, 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 Comforti, 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.

## Individualized instruction helps the college-bound

It's not too soon to begin thinking about your child's preparation for college if he or she is in junior high school.

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,

### 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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1987, 1989

UH Foundation creates trivia game, publishes book on drug abuse

1984

Union Hospital Patients first in state to benefit from Patient-Controlled Analgesia

1989

Volunteers at Union Hospital win national award for excellence

1988

Union Hospital pioneers solution to nursing shortage

1985

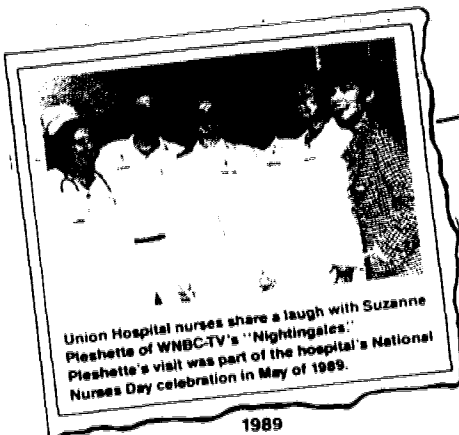
State commission rates Union Hospital most cost-effective and efficient in Union County

1989

Nursing grant awarded to Union Hospital will enhance patient care

1986

Union Hospital first in NJ to acquire back testing machine



Union Hospital nurses share a laugh with Suzanne Pleshette of WNBC-TV's "Nightingales." Pleshette's visit was part of the hospital's National Nurses Day celebration in May of 1989.

1989

1983

Programs for mature adults flourish at Union Hospital, meet community need

1982

Union Hospital designated 1 of 41 Magnet Hospitals for Nursing in entire U.S.

UNION HOSPITAL

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

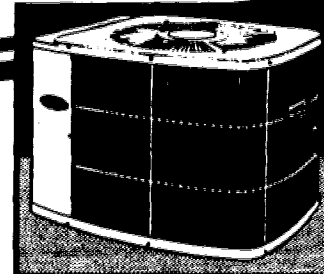
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We're Not comfortable Until You Are!

Carrier

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

The Cold War may be thawing out, but the fight against the common cold sniffls 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 Gorba-

chev 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-paper newspaper ads appearing in the New York Times, USA Today, the Washington Post and the Soviet newspaper Novoye Russ-

koye Solvo.

According to Tom Feitel, 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. Dues, president and a director of the institution.

Spencer has local offices in Elizabeth and Union.

According to Dues, 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," Dues 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.

Despite a year that was characterized by a soft real estate market, Spencer's first mortgage loan portfolio also enjoyed healthy growth throughout 1989, advancing to \$708.6 million at year-end.

Rated as one of America's

## Spencer Savings Bank

best savings institutions, Spencer Savings Bank continues to be "solid on service," Dues 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," Dues said.

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

Accounts are federally insured to \$100,000.

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local yellow pages

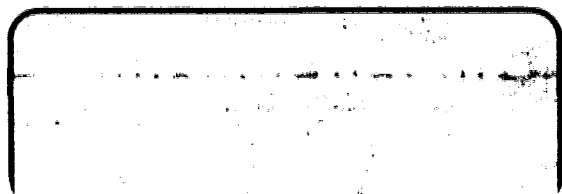
# TELE-PAGES

**Call Today**

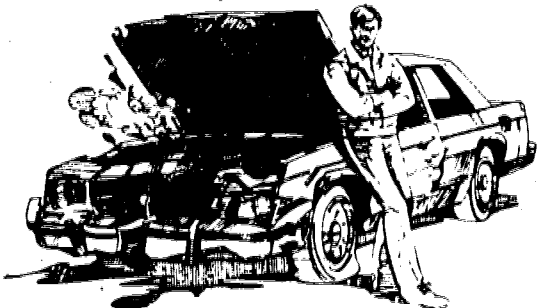
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**272-1181**



From Frame Alignment to  
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Our Experts Do It All



## J & J GARAGE INC.

"The Complete Collision Shop"

1201 W. Baltimore Ave.

Linden 925-2600

Senior Citizen Discount



# 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 near-zero 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 conduct 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.



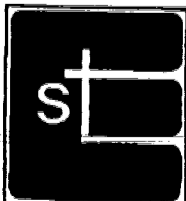
ELIZABETHTOWN GAS COMPANY, which in 1989 moved its headquarters to Union, fields street crews like this to help maintain the company's 2,400 miles of underground pipe, connecting 225,000 homes, schools and businesses in 75 communities. Founded in 1855, the utility is still pursuing new opportunities.

## St. Elizabeth Hospital is Proud to Announce its New Emergency Department Service

# EXPRESS CARE

*Quick Service for minor emergencies and minor illnesses from 9 a.m. to 9 p.m.*

*Comprehensive service for all emergencies around-the-clock.*



**St. Elizabeth Hospital**  
Emergency Department  
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Elizabeth, New Jersey 07207  
(201) 527-5057

*Use Broad Street entrance near corner of Pearl Street. Reimbursable by most major insurance companies under same criteria as other emergency service.*

## WE ASPIRE TO BE THE BEST, NOT NECESSARILY THE BIGGEST

Our objective, through carefully planned expansion, is to concentrate on providing you with the very best personalized services which has been our hallmark through four generations.



THE SIGN OF EXPERIENCE

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540 North Ave.  
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*13 offices to serve you*

Caldwell • Cranford • Denville • Livingston • Millburn/Short Hills  
Montclair • Morristown • New Providence • Parsippany  
Scotch Plains • Summit • Union/Elizabeth • West Orange



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 Arthur L. Wells Opticians

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 Bennetton 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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Don't

Suffer Needlessly

Specializing in

Headaches, Low Back Pain & Scoliosis  
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For an Appointment & Free Examination

(Normally \$50.00, X-Rays Not Included)

Please Call 686-7626

Ask about our Senior Citizen Discount: only \$15.00 per visit

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**SPRINGFIELD EYE SURGERY AND LASER CENTER**  
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- Saturday Surgery
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- Medicare Assignment Accepted
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**Dr. Christine Zolli, M.D., F.A.C.S.**

**Dr. James Zolli, M.D., F.A.C.S.**

**Dr. Thomas Materna, M.D., F.A.C.S.**

(New Jersey Eye Physicians and Surgeons)

Our facility will treat cataracts, orbital and lacrimal problems, vision loss, diabetic retinopathy, cosmetic and reconstructive eyelid surgery, as well as basic eye care problems.

For Additional Information Call

**1-800-"CATARAK"**

## Care for life.



Every family wants the security of knowing that all the health care needs of its members can be met quickly and expertly in a caring environment.

At Rahway Hospital our all new, multi-million dollar facilities provide the most current technologies for the diagnosis and treatment of illness and

injury. Our suburban campus, located within easy access to major traffic arteries, offers safe parking. The highly trained experienced professional staff and support personnel demonstrate daily that they care for life, in all its stages, through a standard of care that is unsurpassed anywhere.

RAHWAY



HOSPITAL

865 Stone Street Rahway, New Jersey (201) 381-4200.

# A friendly place to eat and drink moves into 1990

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

Formerly The Tallyhoe, it is located at 943 Magie 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 Athenian 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 Restaurant

to relax with an espresso or cappuccino while deciding on dessert which includes homemade cheesecake, carrot cake, chocolate mousse pie and The Garden's own creation, Sweet Treat.

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 calorie, fat and cholesterol content," Levy said.

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

## Deli-King of Linden

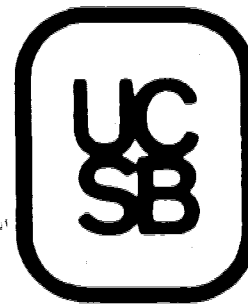
of club sandwiches as being standard Kosher deli fare, but they have become popular because of changing eating habits.

"We've also added several specialty salads which go far beyond the usual whitefish, salmon and herring 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 selection from a listing of 35 different main courses, a vegetable 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.



1883

1989

## For Over 100 Years Your Center of Security, Safety and Service

Union County Savings Bank's statement reflects new highs in assets, deposits and dividend payments with a surplus and reserve position that is among the best in the nation. Our officers, managers and staff are proud of our 106-year heritage of serving the community with banking totally tailored to each individual's needs. Our four convenient offices offer Carefree Checking and Highest Interest Savings — all with an emphasis on strong personal customer relationships.

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

### Statement of Condition

December 31, 1989

#### ASSETS

Cash on Hand and in Banks	\$ 5,965,639.66
U.S. Government Securities	42,525,058.06
Other Bond	140,395,567.84
Stock	10,256,514.05
Real Estate Mortgage Loans	84,451,760.00
Collateral Loans	2,217,596.12
Other Loans	15,900,000.00
Furniture and Fixtures	201,532.00
Banking Premises	1,985,013.72
Interest Accrued on Investments	5,431,932.54
Other Assets	177,000.42
	<b>\$309,507,614.41</b>

#### LIABILITIES

Due Depositors	\$264,095,588.77
Official Checks Outstanding	1,930,880.34
Mortgagors Escrow Account	622,723.49
Other Liabilities	2,764,530.48
Surplus and Reserves	40,093,891.33
	<b>\$309,507,614.41</b>

#### OFFICERS

DONALD C. SIMS	President-Treasurer
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A voluntary non-profit home health care agency  
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for more than 77 years.

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Physical, Speech, Occupational, Home Health Aides.

#### CASE MANAGEMENT

**COMMUNITY SERVICES:** Child Health Conferences, Health and  
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#### CHILD ABUSE INTERVENTION

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#### NEW PROGRAM

A Child Care Center for Medically Impaired Infants and Toddlers.

Services Available 24 Hours/7 Days a Week

**352-5694**

354 Union Ave., Elizabeth

# System increases efficiency of financial procedures

## Rahway Hospital

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

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 Donna 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 is 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.

## To Your Health!

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

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

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

**272-1707**

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

## Serving America Since 1905 Serving Union Since 1989.

Red Wing Shoe Company was founded in 1905 in the river town of Red Wing, Minnesota, a sixty-minute drive from the twin cities of Minneapolis and St. Paul. Through the years they have earned the enviable reputation as one of the leading manufacturers of quality footwear for work, sport, safety and leisure. Red Wing Shoes are sold throughout the United States, as well as in 80 foreign countries around the world.

Experience the professionalism, selection and fine service of your Red Wing fitting specialist

Featuring the Red Wing "Super-sole"

- Oil Resistant
- Heat Resistant
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- Durable
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MON.-FRI. 10-8, SAT. 10-5  
2465B Route 22, Union  
688-3666  
River Edge, Route 4 West  
342-5558

# 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 experience 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 Centrex 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.

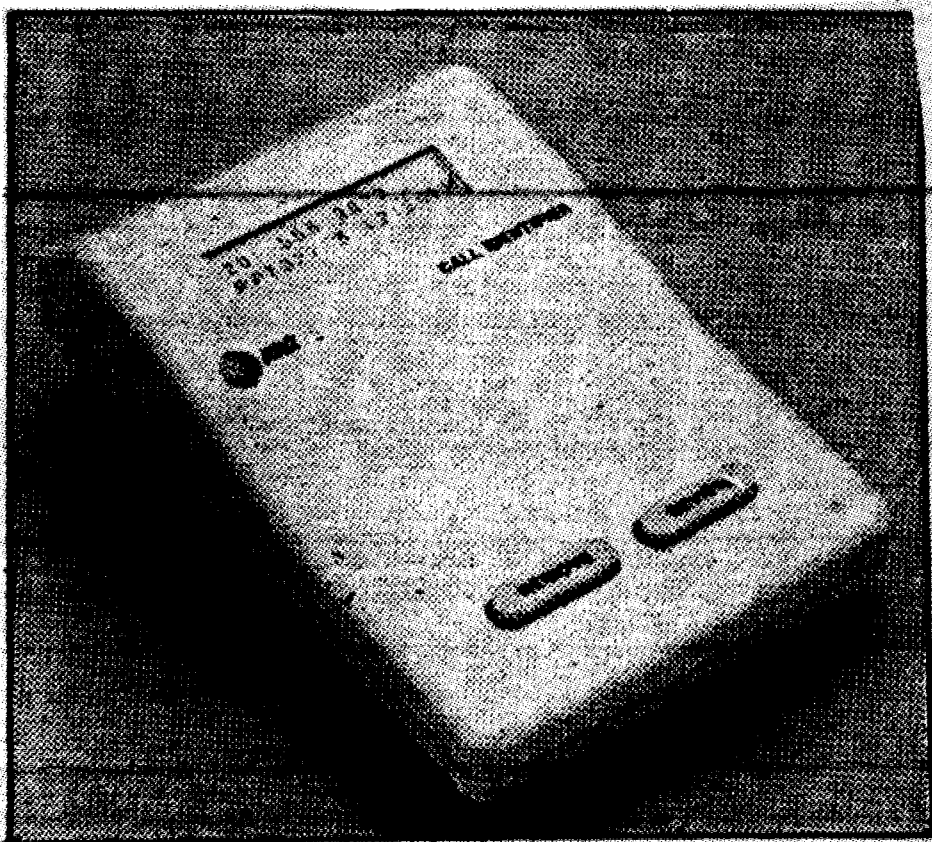
All types of telecommunication equipment are available, including the new Caller ID — caller identification — terminal to be used with the "Class" calling services. These services became available from New Jersey Bell to customers in Union County early last year.

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 annoyance 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 10th year, expects to become a complete authorized sales agent for New Jersey Bell soon.



## Ever Wonder "Who's That"

Well, now you don't  
have to wonder at all  
Introducing the amazing  
new AT&T Call Identifier

 **Phone Nook®**

249 East Broad Street • Westfield, NJ  
(201) 654-8888

## 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 financ-

## 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, jewelers, 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

## Leplee Salon

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.

Some of the personalized attention available at the salon are makeovers, European and basic facials, massages, precision haircutting, manicures, spiral perms, hair coloring and foils.

## 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

## 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.

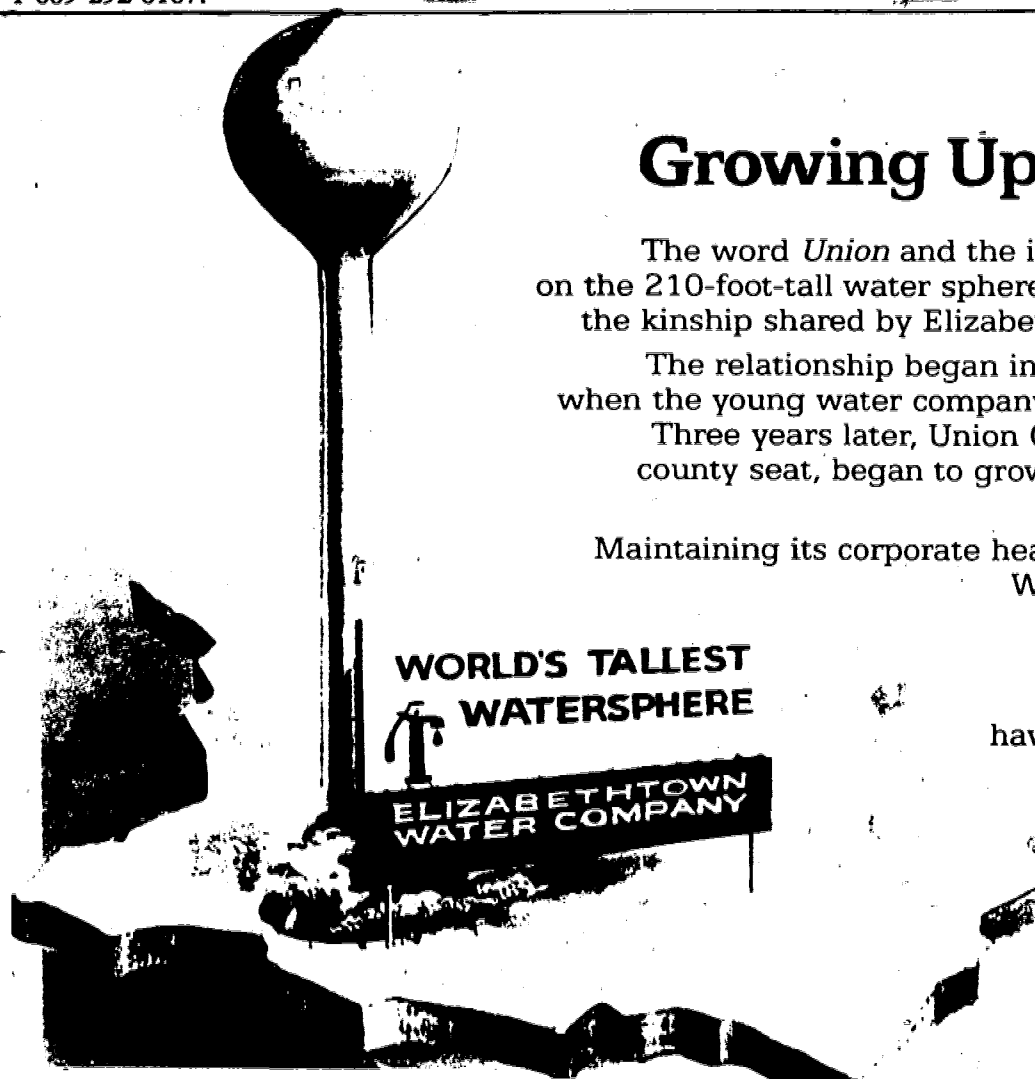
The main office is located at 131 Roseland Ave., Caldwell.

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**

# 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.

It is important that VNHS does everything it can to assess, implement and provide home and community health-care programs that improves the quality of life for all residents of Union County.

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.

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



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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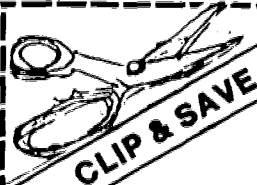


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SAT. 9:00-3:00



## FREE SEMINARS

The following FREE health seminars will be offered in 1990 as a 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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Our famous dinner specials are better than ever. Come in and enjoy our famous dinner specials. Monday through Friday (except Holidays) 3:30 p.m.-7:30 p.m. Dinner includes: choice of appetizer, soup, entree, two side dishes, dessert and beverage. Prices are \$7.95, \$8.95 & \$9.95. (Over 35 entrees to choose from)

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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 Schering-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.

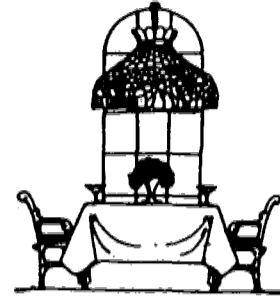
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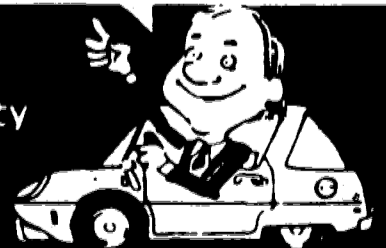
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## Pharmacy pioneers boutique concept

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

### Galloping Hill Drugs and Surgical

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 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.

## Springfield internist expanded in '89

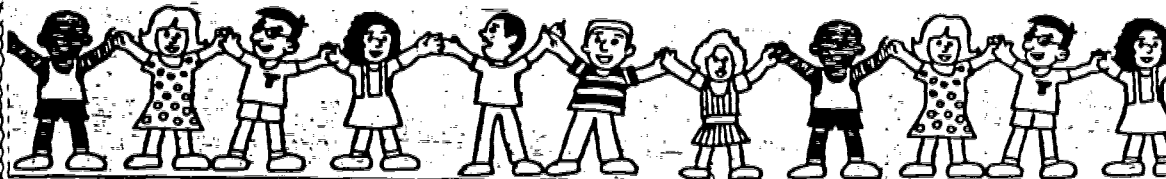
Daniel Preston, M.D., opened his practice 4 1/4 years ago at 55 Morris Ave., Springfield, and opened an additional office in Kearny a year ago.

### 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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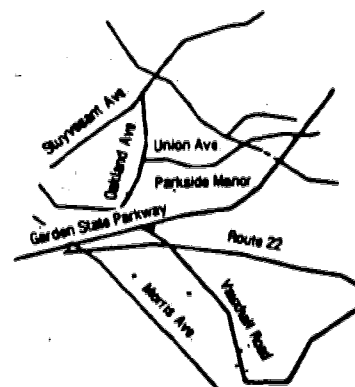


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This new development of elegant homes is located in Suburban Union; A town noted for its well groomed neighborhoods and excellent school system both academically and athletically. The spacious homes of Parkside Manor will undoubtedly add to the already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

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

Parkside Manor is strategically located for easy access to Routes 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 Kennedy 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.

## Company fills sheet-metal, heating, cooling needs

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Dyna-Temp, Inc. commercial market in Union

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