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WORRALL COMMUNITY NEWSPAPERS

THURSDAY, MARCH 5, 1998 - SECTION B

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Special delivery contained heroin

By Michelle Runge
Staff Writer

Guards at the Union County Jail in Elizabeth will be closely checking the mail of a 28-year-old Colombian who was arrested at the Roselle Post Office Feb. 26 when he picked up a package containing more than \$100,000 worth of high purity heroin.

Union County Prosecutor Thomas V. Manahan said the suspect, who had two sets of identification with him when he was apprehended, was charged with first degree possession of a controlled dangerous substance with the intent to distribute.

"This man, who we believe only came to this country several months ago with questionable citizenship status, was stopped from getting almost a half-pound of high grade heroin that was apparently going to be cut and sold in this area," Manahan said.

Gustavo Leal, who said he lives in Queens but had no address or telephone number, was nabbed by Roselle Detective Kenneth Hegemann and Cranford Detective Anthony Dobbins just at closing time at the post office on Chestnut Street. Leal had picked up a package, which contained a book that had been mailed from Ecuador.

The heroin was concealed inside the book, Manahan said.

The prosecutor said that the strike force, in which over 30 officers from around the county work exclusively on narcotics cases, has noticed an influx of high-grade heroin from South America.

Hegemann and Dobbins, who are both assigned to the county's Narcotics Strike Force, had stalked out the post office based on information that developed in a week-long investigation jointly conducted by the strike force, the U.S. Customs Office in Newark and U.S. Postal Inspectors.

"I think citizens should see what happens when we join forces with Roselle Police and federal authorities to intercept these horrible deliveries," the prosecutor said.

"The United States Postal System has the authority to open any suspicious parcel that comes from overseas," said Anthony Esposito, an 18-year veteran Postal Inspector in the Newark Division. "It is really a team effort."

In 1997, the U.S. Postal Inspection Service arrested 1,857 people for drug trafficking and money laundering through the U.S. mail.

"We intercepted 25 million dollars in drug proceeds and over 17,000 pounds of illegal narcotics," said Esposito.

"We're doing this to preserve the working environment for our employees and our customers and to an extent, making it possible to protect the postal service from being an unwitting accomplice in drug trafficking," he said.

On February 12, federal authorities at JFK International Airport in New York intercepted a book with the cover cut out and heroin carefully packed inside and resold according to Lt. James Durkin, commander of the Strike Force.

"We expect the purity to again be very high, typical of the very dangerous and highly addictive product we're coming across," said Manahan, adding that Assistant Prosecutor Scott Kraus sought a high bail because of the defendant's questionable ties to the area and likelihood of flight.

Superior Court Judge Walter R. Barsonek approved a \$100,000 cash bail.

"We are having some impact with our drug sweeping activities," said Esposito. "This is a continuous battle."



Photo By Barbara Kakkala

Esther Cornelius, seated, with her former sister-in-law, Rose Levy, in the lobby of Cornell Hall Convalescent Center in Union last month.

Sisters-in-law reunited after 25 years apart

By Bea Smith
Staff Writer

For two years, Rose Levy of Union lived under the same roof as her former sister-in-law, without realizing it.

Both women are residents of Cornell Hall Convalescent Center, Levy, 92, moved there in 1996. It was by chance that she discovered the presence of her late husband's sister. While perusing the monthly newsletter, *Cornell Hall News*, Levy noticed Esther Cornelius' name in the October resident birthday column.

"I thought to myself, 'what a coincidence. Al McKay, my late husband, had a sister with the same name.' I wondered if this person could be her," Levy said during a recent visit in the lobby of Cornell Hall.

Levy made inquiries and discovered that indeed, Cornelius, 99, was her sister-in-law. Levy said she was thrilled to find a link to her past at Cornell Hall.

"I had lost contact with my husband's family when he passed away after 29 years of marriage," Levy said.

"Her second husband was Benjamin Levy."

Soon after she spotted her former sister-in-law's name in the birthday listing, Levy met with Cornelius and Cornelius' two daughters for the first time in 25 years.

"The last time I saw Rose," said Cornelius' daughter, Grace Schumacher of Springfield, "was nearly 30 years ago at my sister, Ethel Holzhauser's wedding."

Cornelius did not remember Levy, but she was pleased to have a visitor. She was wheeled out to the lobby where both women exchanged delighted greetings.

"I can't believe," said Levy, "that it took me two years to discover Esther. She's been here for four years, and I missed two years of it. When I saw her name in the newspaper I was floored. I couldn't believe my eyes. I thought 'it can't be, but it's such an unusual name.' It was something out of this world! I figured it was her and even though I hadn't seen her in 25 years, I recognized her right away."

Levy made inquiries and discovered that indeed, Cornelius, 99, was her sister-in-law. Levy said she was thrilled to find a link to her past at Cornell Hall.

"I bring her goodies and cookies. She doesn't know me, and that's sad. She keeps saying, 'I want to go home.'"

Visits from family members give Levy a great deal of pleasure.

"My sister visits me three times a week, and Esther's two daughters come to visit. And whenever they do, it's like another reunion," she said.

Garbage dispute dumped on county

By Sean Daily
Staff Writer

Both the Union County Utilities Authority and the Bergen County Utilities Authority are claiming victory in a legal game of hot potato.

The U.S. Supreme Court decided last Monday that it had no jurisdiction in deciding a contract dispute between the two garbage disposal authorities. The case has been sent back to Union County Superior Court to be decided.

The UCUA calls it a victory because the court did not break the contract between it and its Bergen County counterpart. The BCUA is also claiming because the court did not transform a temporary restraining order against the BCUA to keep the contract in force, into a preliminary injunction.

In other words, things have pretty much returned to the way they were on November 12, 1997, when the UCUA asked for the temporary restraining order against the BCUA.

The BCUA wants to break a "put or pay" contract between the two facilities that was signed in April of 1993.

This contract requires the BCUA, a transfer station in Bergen County, to send 192,000 tons of garbage at \$80.22 per ton each year. If the BCUA does not meet the required tonnage, it is required to make up the difference in monthly cash payments.

The temporary restraining order requires the BCUA to continue payments to the UCUA. This requires payments equivalent to \$50 per ton, the current per-ton garbage disposal fee or "tipping fee" at the UCUA.

UCUA attorney John Coley said that these payments should be at the original tipping fee of \$80.22.

The BCUA has said that this contract was set up under the state's old waste flow control laws, which prevented competitive bidding from out-of-state waste disposal facilities. These laws were declared to be unconstitutional by the District Court, then upheld by the federal Third Circuit court in "Atlantic Coast Demolition & Recycling Inc. versus Board of Chosen Freeholders of Atlantic Coun-

ty" — also known as the Atlantic Coast II injunction — on May 1. This case was more or less upheld when the United States Supreme Court refused to hear an appeal on this case in November. The Third Circuit Court gave the District Court jurisdiction over Atlantic Coast II on Dec. 8.

According to Judge Joseph Irenas, one of the District Court judges who heard the contract dispute between the BCUA and UCUA, Atlantic Coast II prohibits the court from enforcing "executory waste delivery provisions of any contract entered into through a negotiation process that prohibited out-of-state competition." This is exactly what the BCUA has been saying about its contract with the UCUA.

But, Irenas added, whether the remaining provisions of these contracts are enforceable or whether either side is entitled to monetary damages is not as clear and should be decided individually in state court.

Irenas did say in his written opinion that the BCUA misinterpreted "certain ambiguous language" in the Atlantic Coast II decision.

This language concerned the ending of contracts between waste disposal facilities. Irenas said that this language concerned contracts between in-state and out-of-state waste disposal facilities, not between in-state facilities.

"The UCUA and the county are definitely happy about the decision," said Coley.

According to Coley, Irenas "establishes our contract by the comments he makes in the decision."

BCUA attorney Steve Simini pointed to another part of Irenas' decision.

"This section of his opinion states, 'Although entered into well before Nov. 10, 1997, the effective date of the Atlantic Coast II injunction, the UCUA/BCUA contract and others like it contains provisions imposing waste delivery obligations into the future which, if bargained for today, would be unenforceable and in violation of the Atlantic Coast II injunction.'"

Four-part parenting lecture series begins

The "Power of Positive Parenting" speaker series will begin with the program "Let's Work It Out" March 12, at 7 p.m. at the Union Hospital Community Resource Center in Union. There is no fee for the program. Refreshments will be provided.

Cornie Greene, Project Director of the Union County Coalition for the Prevention of Substance Abuse, will be the presenter. "Let's Work It Out" addresses the practical challenges of the parent-child relationship.

Future series programs include, "What Should I Tell My Child About Drinking?" and "Your Child's Safety on the Information Highway."

The Power of Positive Parenting series is sponsored by the Union County Coalition for the Prevention of Substance Abuse, a program of the Saint Barnabas Behavioral Health Network. Reservations are required. Please call (908) 686-6644 for registration and directions.

Funds earmarked for transportation

By Sean Daily
Staff Writer

The county government could be getting a \$1 million grant in the near future.

In the state scheme of things, \$1 million isn't much, especially at the county level, but Freeholder Donald Goncalves hopes that the money will be used to develop a "transportation master plan" for Union County.

The Board of Chosen Freeholders unanimously approved an application for this money to the New Jersey Transportation Planning Authority at their meeting last Thursday.

Also approved was a \$36,750, one-year contract to Martin Robins of Transportation Consulting Services in Westfield for "advice and guidance" on this plan.

This approval allows the county government to go ahead with the application process for the money without further intervention from the freeholders, according to Freeholder Chairman Daniel Sullivan. He predicted that the application would take several weeks of preparation before it is ready to sent in.

There is already money set aside in the budget for developing the plan, said Sullivan.

"It's always good if you have another source," he said.

The plan will be a "blueprint" for transportation initiatives in the county, according to Goncalves, chairman of the Union County Department of Economic Development.

There is already a transportation master plan in the county, said Goncalves. But this existing plan is out-of-date in several areas.

The new plan will take into account existing transportation infrastructure in the county, including roads and freight and commuter rail, and the impact of large state entities such as Central and the NY/NJ Port Authority.

Among the points included in the plan would be a number of rail initiatives. The plan calls for improving access to commuter rail lines in Cranford and Westfield along a separate line in Summit, and new commuter rail links between Plainfield and Elizabeth.

The plan also includes a number of road improvements, including work on Routes 1 and 9 and Route 22.

According to Goncalves, it would take from six months to a year to develop the new master plan.

Utilities Authority nears \$175-million agreement

By Sean Daily
Staff Writer

The Union County Utilities Authority is nearing a lease agreement with Ogen Martin Systems.

John Kulish, formerly the chairman of the UCUA Board of Commissioners and now board secretary, said the

two companies have "agreed to agree" on signing a 25-year, \$175 million lease agreement.

The agreement would lease the UCUA's incinerator in Rahway, to Ogen Martin for 25 years. There could be a possible extension of five years on this lease at an additional

cost to Ogen Martin.

But no contracts or leases have been signed just yet.

According to Kulish, the UCUA must present Ogen Martin a guarantee that 250,000 tons of trash will flow into the incinerator each year. This will require a number of Union County

towns — possibly all of them — to sign garbage disposal contracts with the UCUA.

A Supreme Court decision in November struck down, once and for all, the state's waste flow control laws.

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Rahway historian witness to change

By Sean Daily
Staff Writer

When the Union County Freeholders were looking for someone to do a presentation on black history, they chose someone who has seen much of it with her own eyes.

Lillian Hannibal of Rahway, 79, has been lecturing on black history for half a century. Her company, Stage Exhibits/Interpress, installed a display last month in the Superior Court rooms in Elizabethtown.

The display includes a number of "significant documents," according to Hannibal, including copies of the Declaration of Independence, the Constitution and the Bill of Rights.

Much of the display is dedicated to slavery, including a copy of the Dred Scott decision of 1857, a Supreme Court ruling which denied Scott's claim to freedom, despite having lived in free territory.

There is also a 19th century political cartoon showing Henry Clay and John Calhoun treading on the head of a black man, supposedly a slave. Both artifacts "perpetrate the myth of African inferiority to justify slave labor," Hannibal said.

The exhibit showcases some little-known facts as well. Look closely at the painting "Washington Crossing the Delaware." Two of the oarsmen, she points out, are black.

"My exhibits tell a story, and they are trying to exclude pride in black history in non-blacks," said Hannibal. Here is not the usual Black History Month display. There is no list of black accomplishments, black inventors or black contributions to music.

"Everyone knows that without the black beat to the American experience, we'd all be dancing the Blue Danube Waltz," she said.

Her exhibit didn't feature black athletes, either, "because all you have to do is turn on the television and know that blacks dominate sports."

Hannibal grew up in Meuchen. She was a young adult when blacks were finally getting a public voice despite opposition from whites, particularly in the South. Hannibal said she wanted to show her support of

Thurgood Marshall while he brought cases before the Supreme Court, so she sent him \$25 every three months. One of Marshall's best-known Supreme Court cases was "Brown v. Board of Education," ending segregation in public schools.

Hannibal lived through some hard times; her point of view can be equally harsh. She has no love lost for white racism.

"At one time, lynching was the national sport of America," she said. "When they wanted to do something, they lynched a black man."

Neither is she overly fond of Eurocentric historians. Look in the textbooks for "American history classes," she said. Most of them don't mention the Buffalo Soldiers, the black calvarymen in the Old West. Nor do they mention the freed slaves — many of them freed slaves — who fought in the Union army in the Civil War, or Crispus Atticus, the young black man who was the first African to die in the Revolutionary War.

Her textbooks at Meuchen High School depicted the antebellum South with pictures of "dickies singing in the cotton field," she said.

"I love this country, but tell it like it is!" she said.

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Vets plan dinner dance

Union County Chapter No. 688 of the Vietnam Veterans of America will hold its annual Spring Dinner Dance March 28 from 7 p.m. to midnight at VFW Post No. 7363 in Clark. Tickets are \$20 per person, which includes a buffet dinner, beverages, DJ music and door prizes. Proceeds will benefit the chapter's hospital fund and scholarship program. For tickets, contact Jim at (908) 245-5074, Bill at (973) 467-9185 or Allen at (908) 322-7397.

The Vietnam Veterans of America is a service organization of former members of the Armed Forces of the United States who served during the Vietnam War Era — January 1959 through May 1975. VVA Union County Chapter No. 688 meets at 7:30 p.m. on the second Tuesday of each month at American Legion Post No. 3 on North Avenue in Westfield. All Vietnam-era veterans are invited to attend. For membership information, contact Membership Chairman Bob Clark at (732) 499-9796.

PBA to honor Kolba

Michael Kolba, Trustee and First Vice President of The Hundred Club of Union County has been selected to receive the prestigious PBA Silver Life Award at the Union County Police Officers Association's annual dinner March 21.

Kolba is being honored for his work as scholarship chairman for the Two Hundred Club of Union County, awarding scholarships to children of Union County police and firefighters. Kolba, President of AOS Systems

COUNTY NEWS

in Mountalnside, lives in Chatham with his wife, Sonja.

The PBA dinner will be held at The Westwood in Garwood. Tickets are available by contacting Two Hundred Club headquarters in Scotch Plains, (908) 322-2422.

Parade fund-raiser planned
The Union County St. Patrick's Day Parade Committee will hold a parade fund-raiser Saturday from 2 to 6 p.m. at the Bell Lounge, Morris Avenue in Elizabeth. Admission is \$15 per person which includes beer, coffee, tea, food and continuous Irish entertainment, featuring the Mike Byrne Showband. Mike Byrne will perform "Tim Finnigan's Wake."

The 1998 parade which will be held March 14 on Morris Avenue in Union, starting at noon. The committee urges everyone to show their support for the parade by coming out to celebrate their Irish heritage. For more information, call Frank Halloran at (732) 381-1768, Jay Rice at (908) 355-3887 or call Kevin Dowling, general chairman of the parade at (908) 594-1763.

Purin celebration scheduled
The Union County Torah Center will present a Purim celebration March 11 at the Westwood, 438 North Ave., Garwood, from 7 to 9 p.m.

Featured will be live music and dancing, and light refreshments. There will be prizes for all children dressed in costume. Entertainment for

the children includes face painting and animal balloons.

There is a suggested donation of \$7 per family. The program is open to the public. Reservations are preferred, but not required.

There will be a Megillah reading at 7 and 9 p.m. The Megillah relates the Purim story in which Queen Esther delivered the Jewish people from the threat of annihilation 23 centuries ago.

For more information and to receive a free Purim guide, call the center at (908) 789-5252.

Pepper directs Access 2000
An education advocate and community leader from Westfield will direct Union County's initiative of ensuring that every public school classroom in the county is equipped with a computer and state-of-the-art software by the end of the year 2000.

Susan Pepper, a former president of the Westfield Board of Education, has been named director of Access 2000.

The three-year, \$3 million partnership between the Union County Board of Chosen Freeholders and the county's public school districts provides matching resources to purchase computers and Internet access and to train teachers. It is modeled after a program in Camden County.

Pepper will work to implement Access 2000 with a committee of superintendents from Union County's school districts, as well as with Union

County Schools Superintendent Frances Lobman.

Home sweet home show
The 9th Annual Garden State Home Show returns March 20 through 22 at the Garden State Exhibit Center in Somerset.

There will be a wide array of exhibitors on hand displaying state-of-the-art building, remodeling, and landscaping products and techniques. Attendees will benefit from the knowledge and advice of Dean Johnson, co-host and executive producer of "HomeTime," the do-it-yourself home-improvement series on public television.

Lavish landscape exhibits will be one of the highlights of this year's show.

According to Show Director Jim McLaughlin, "It's really wonderful to see actual landscaped gardens and working fountains inside the event hall."

Show hours are from 9:30 a.m. to 10 p.m. Friday, March 20; 11 a.m. to 10 p.m. on Saturday, March 21, and 11 a.m. to 6 p.m. Sunday, March 22. Admission is \$6 for adults; \$4 for seniors and children 12 to 17; free for children under 12.

Pepper will work to implement Access 2000 with a committee of superintendents from Union County's school districts, as well as with Union

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ARTS & ENTERTAINMENT

'Royal Scam' artists create an almost perfect replica

By Jacque McCarthy
Associate Editor

The appeal of any tribute band is getting closer to the live experience of your favorite music, without the inconvenience of standing on line — or on hold — to get overpriced tickets, or the headaches of traveling to large arenas.

But what if the band you're paying tribute to never had a live experience? Then you've got to work even harder, says Mike Caputo, lead singer for Royal Scam, Steely Dan tribute band, to create an authentic experience for the audience. Steely Dan, a 70s studio band with a strong background in jazz, eschewed the touring circuit in favor of devoting more effort to studio creativity, sometimes taking as long as five years to produce one album.

The result is what Caputo calls "the cream of the crop" of studio musicians, with albums "Aja" and "Gaucho" as a few examples of their expertise. He said it was not an easy task to achieve Steely Dan's level of musicianship.

"It's always been my dream to have a band that sounds like Steely Dan — not Steely Dan live, but Steely Dan on record," said Caputo.

A native of Newark, Caputo and fellow Newark native Gino Amato started the band three-and-a-half years ago. Fans of jazz music in general and Steely Dan in particular, both musicians were tired of "typical venues" playing Top 40 hits. According to Caputo, the decision to create a Steely Dan tribute band involved some logistical considerations — namely, how many live musicians would Royal Scam need to recreate what Steely Dan had done in the studio with nearly unlimited synthesized sound at their disposal?

"We wanted to be a cut above," said Caputo. So, they auditioned until they had a 7-piece band, with Amato utilizing computer sequencing to cut down on the need for even more musicians. Manager Jim Cottogno, another Newark native, does sound for the band. Royal Scam rehearsed for a year before their first concert, self-produced, which sold out. Since then, they have appeared at The China Club, The Bitter End, Kenny's Castaways, Downtown Cafe in Red Bank, Jake's StageDoor in Lyndhurst, as well as performing in concert for the Essex County Parks Commission. They are scheduled to perform tonight at Crossroads in Garwood.

Caputo's search for musical perfection began at age 8, with music lessons. He tested his Donald Fagen sound-alike voice "riding through the streets of Newark," he said with a chuckle. The rest of the perfectionists in "Royal Scam" are Don Regan, guitar; Phil Long, drums; Joe Monini, sax; Amato, keyboards; and Wendi Gordy and Pam Venezia, back-up vocals.

"These guys are all doing it because they love it so much," said Caputo. Royal Scam has amassed a repertoire of 35 songs, mostly playing the band's better known hits, such as "Reeling in the Years," "Deacon Blues" and the entire "Aja" album. Audiences will also hear lesser known cuts, like "The Caves of Altamira" from "The Royal Scam" album, or cuts from "Gaucho."



Royal Scam will perform this evening at Crossroads in Garwood.

"We don't do very energetic ones," said Caputo.

They also don't do "Do It Again," a popular Steely Dan single. But they're working on it, said Caputo. The object is not just to do it, but to do it right — a true tribute to a band of which Caputo speaks with reverence.

"Steely Dan was snubbed by the Rock and Roll Hall of Fame," said Caputo, starting a fact which he seems to take personally. "They were classic rock to the nth degree and yet they weren't recognized."

Royal Scam does not share Steely Dan's fate. Caputo reports a strong following at what he calls "artistic," "classy" venues, "as opposed to a dance club, where you can't even hear."

"They" are usually 70s survivors, like 45-year-old Caputo, less than thrilled with modern music.

"If you grew up through the 70s, with people being very innovative, when you got to the 80s... I don't know what happened," he said, commenting that there are very few modern-day rock or pop groups he would go to the trouble to see live.

Royal Scam audiences also include members of the current generation, according to Caputo. "I do see a lot of young people at our shows."

He credits much of the band's rapport with the audience to a genuine, unconvincing stage presence. Having no live style to emulate, "we are just ourselves on stage. We're very spontaneous," said Caputo. "I don't get up there and gyrate like Mick Jagger because that's not what this is about. Being brought up in the city with that urban swagger helped out a lot," he added. "When I open my mouth, they know where I'm from."

And of course, there is the music.

"Once they hear us, we've got 'em already," said Caputo. He admits to getting caught up in performing, as well. "I'm in another world up there."

Eventually, Royal Scam may incorporate original music by Caputo, and may eventually add more visual effects to the show, such as videos.

But in the meantime, these perfectionists are so good at what they do they don't even rehearse anymore.

"We have the show down to a science now," said Caputo.

Even members of Steely Dan have called to say they were impressed, according to Caputo.

They must be doing something right.

To judge for yourself, stop by Crossroads in Garwood this evening. Royal Scam also will perform on April 24 at Jake's StageDoor in Lyndhurst.

Find out what's cooking at Miller-Cory House

If you enjoy cooking, becoming a member of the Miller-Cory House Museum's cooking committee is a wonderful way to experience the joy of cooking in an early American kitchen. As a cook, you will become a member of the Cooking Committee, meet warm and friendly people, experience baking and cooking many varieties of food over the open hearth and have fun.

No experience is necessary, just the love of cooking. As a new cook, you will be fully trained. Cooking schedules are planned in accordance with your availability and depth of interest. In addition to introducing new and flavorful recipes into your own home you will also learn about life in early New Jersey.

If you are interested in joining the Cooking Committee, call the Museum office at (908) 232-1776.



Ralph Waite portrays Willy Loman and Lisa Richards is Linda Loman in Arthur Miller's Pulitzer Prize-winning play, "Death of a Salesman" at the Paper Mill Playhouse, Millburn. The drama will run through April 5.

Waite 'runs the gamut' in 'Death of a Salesman'

Theater View

By Bao Smith
Staff Writer

The powerful impact of Arthur Miller's Pulitzer-Prize and Tony Award-winning drama, "Death of a Salesman," as presented Sunday afternoon at the Paper Mill Playhouse in Millburn, had its audience whirling with emotion, and by play's end, shaken and drained. Hours after the production, one need only to think about what took place on that stage before shuddering in retrospect.

Much of the credit of this superb presentation by playwright-genius Miller must, of course, be given to the author of "Death of a Salesman." But equal credit must be given to Ralph Waite, one of the finest actors ever to grace the Paper Mill stage.

His portrayal of Willy Loman, an aging traveling salesman, who, after many years of traveling, is now too tired to take to the road, or even to lift his suitcase (filled with merchandise). Still, he attempts to retain the American dream through his faithful wife and two useless sons. He is absolutely magnificent, and he was applauded with such enthusiasm after the performance that the audience was reluctant to let him walk off the stage.

Of course, he has strong support from a marvelous cast including Lisa Richards as his wife, Linda, Rob Sedgwick as Biff, his kleptomaniac son and a hopeless dreamer; Sean Runnette as Happy, his second lazy, uncaring son; John Payne as Bernard, a friend whose love and assistance to the Loman family are ignored; Joseph Hindy as Bernard's father, Charley, a stoic but caring neighbor and friend,

and Michael Balcanoff as Uncle Ben, Willy's brother, a shadowy figure, who claims he made a fortune in diamonds in Africa and mocks his brother's near poverty and eventual helplessness.

The others are well cast and include Ford Austin, Michael Balcanoff, Emily Cline, Kippy Goldfarb, Suscy Leigh Ivey, Alexander Loria and Dan Welch.

David Wheeler directed "Death of a Salesman" with a firm hand, allowing the emotional outburst of his cast — and there are many — free rein and the results are extremely effective.

Waite, who is best known for his long-running television family drama, "The Waltons," is so exceptional that one would believe that Miller had him in mind when he wrote the play. And when he runs the gamut of enthusiasm, illatatory hope, disappointment and a disarray of broken dreams; he has the audience in the palm of his hands. He can do with it what he likes. And for a man, who is 70 years old, he portrays a 60-year-old with an incredible authenticity and strength that can tear into the emotions of a willing audience. Additionally, he is as hand-

some as ever — perhaps even more so, in person.

The setting of "Death of a Salesman" is Brooklyn and the time is April 1948. The struggle to make ends meet, to make the most of what one has and to dream about a better future are not unlike what we have in 1998. This play is timeless. And if Willy Loman in 1948 lost his job because of his age, then where is it any different today? Only today, they call it "downsizing."

Richards is excellent as Willy's faithful, worrying wife. She is a fine actress, and is supported by equally fine performances by the two sons — Sedgwick's Biff, a forlorn character, who cannot live up to his father's dreams, and who has a tendency to overact; and Runnette's Happy, a selfish, uncaring young man, whose goal in life is to have a good time.

Michael Anania, Paper Mill's pride and joy scenic designer, didn't have much to show in this play. Except for a table or two coming up from the floor, the desolate Brooklyn kitchen of the 1940s was authentically drab. "Death of a Salesman" at the Paper Mill Playhouse is a wonderful vehicle for Angelo Del Rossi, executive producer, and Robert Johnson, artistic director, to continue the theater's 60th anniversary season. And as offered at the Paper Mill, it is not only a wonderful vehicle, it's an experience an audience won't soon forget. And neither will Arthur Miller, if he will take the time out of his busy schedule to attend a performance — any performance of his "Death of a Salesman."

Volunteers needed at Teen Arts Festival

Like working with artists, teachers and students? The Union County Teen Arts Festival offers an opportunity for volunteers to get involved.

The Union County Teen Arts Festival, sponsored by the County Division of Cultural and Heritage Affairs, Department of Economic Development, is a two-day celebration of the arts held annually at Union County College in Cranford. The event, scheduled for March 18 and 19, is open to all students from public, private and parochial middle and high schools in the county.

*At the Festival, 3000 students participate in performances, critiquing seminars, master classes and workshops with a staff of 50 professional artists in every discipline —

visual art, music, creative writing, theater and dance." stated Chairman Linda Stender of the Union County Board of Chosen Freeholders, liaison to the Cultural and Heritage Programs Advisory Board.

"Volunteers are needed to assist artists with workshops, manage performance sites and staff information stations," she noted. "We appreciate the invaluable assistance of our county residents with this exciting program."

If you are interested in any of these activities, contact the Union County Division of Cultural and Heritage Affairs at 24-52 Railway Ave., Elizabeth, New Jersey 07202, (908) 558-2550. Relay Users call (800) 852-7899.

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Courageous actors take on students with ShakeFest production of 'Macbeth'

Ah, the dreaded Macbeth, renowned among high school students across the nation as the most fascinating — and difficult — of all of Shakespeare's plays. The New Jersey Shakespeare Festival is providing a little help with "Shakespeare Live," which takes abridged productions of the Bard's finest and stages them so even the most frustrated English student can follow.

The most recent "Shakespeare Live" production of the "Scottish play," as it is most delicately referred to inside a theater, took place on Feb. 26 at Union County Arts Center in Rahway. There, hundreds of students were given a one-hour treatment of the "haunting" tale of prophesy, ambition and profound regret.

"Macbeth" was staged with eight actors, many which played other characters in the expansive story. In addition to the ill-fated Macbeth and his wife, there were dark-spectacled witches, whose costumes recall the trendy "goth" style currently popular among youth, and family, friends and

Theater View

By Jacquie McCarthy Associate Editor

warriors caught in the web of malice and destruction.

Modern heavy metal music and tribal drumbeats underscored the production. Olive, black and grey costumes set the gloomy tone, with bloody crimson light adding the only color. Famous for using simplistic set pieces to conceptualize aspects of their play, rope webbing stretched between two poles was used to disguise witches and well unobscure acts. Use of a standard white sheet was extraordinary, from wind to ghostly voices to the actual sight of the ghosts, with witches whipping the sheet in a frenzy about the tortured faces. A dark drama, choreography as a segue between scenes did much to break up the intensity.

The verbiage is unarguably the most hardest part of understanding Shakespeare, and yet the most important, as many modern phrases come from the Bard's writings, such as "Something wicked this way comes" and "Out, damned spot!" "Shakespeare Live" is unwaveringly faithful to the language, requiring the audience to react maturely. "Unsex me here" got a titter, however stifled, from the youthful group; however, they made it through "Screw your courage to the sticking place" with straight faces.

The actors held a question-and-answer session for the students after the show, inquiring as to how many had read "Macbeth" and how their interpretation had contributed to understanding the play. Staging had undoubtedly received positively, as students inquired about characters and actors alike. One student asked about the theater "curse" associated with this production — it is considered bad luck to stage it; one is persuaded not to say "Macbeth" while standing in a theater, and unfortunate "accidents" are often reported. "Shakespeare

Live" actors had no bad omen to report.

One student invited the actors to lunch at Burger King, an offer which was gratefully declined.

Seeing "Macbeth" come to life as Shakespeare intended, by people who obviously love the genre, can only be a positive experience for young minds.

For information about "Shakespeare Live" and other Festival productions, call (973) 408-5600.

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Let the tale unfold in 'I'm Not Rappaport'

When you enter Westfield Community Players' theater to see their latest production, "I'm Not Rappaport," your eyes will be met by a charming scene — the entrance to Central Park, complete with rocks, an archway, with a few benches — which sets the tone for the story to come, a charming, heartwarming, and genuinely funny comedy about aging gracefully, and not-so-gracefully.

The audience will be introduced to Nat Meyer — if that is his real name — played by Stuart Herkowitz, a retired gentleman who spends his afternoons regaling Midge Carter, an elderly building superintendent played by Carl Barber-Steele, with his "cover stories," tall tales of his life-long exploits in every field, from medicine to legal to espionage. Midge would prefer quiet moments "reading" his newspaper, a chore nowadays due to advanced cataracts. Although their lives have been long, both of their tempers are short, and they get on each other's nerves while keeping

Theater View

By Jacquie McCarthy Associate Editor

the audience in stitches. Neither character is willing to give up their tenuous hold on life — Midge is trying to hang onto his job at age 81, and Nat spins great webs to confuse his daughter, Clara, who would curtail his freedom in an effort to keep him from hurting himself. When hot fighting with each other, these two fighters led a comical tale of the struggle to maintain their dignity in spite of their age, and help anyone else who might need the assistance of two gallant heroes of a bygone era.

The play ran and sweetly unfolds, guaranteed to entertain. Herkowitz is in his element as the

randy, uncompromising Nat, with wit and competition for knee-slapping moments from the talented Barber-Steele. You'll fall in love with both of them. Supporting performances keep the pace well, including Ken Webb as Danforth, Mary Kate Cullinan as Laurie, Randolph Chapin as Gilley, David Whitcomb as The Cowboy and Mayrl Nadell as Clara. Director John Corwell has done a terrific job with an endearing, moving show.

"I'm Not Rappaport" will continue through March 14 at WCP, 1000 North Ave. West in Union. For information, call (908) 232-9568.

Kean celebrates anniversary

Kean University is seeking archival photos, postcards or other printed materials from faculty, alumni and friends of the University for a project celebrating 40 years on the Kean campus and Kean's 150th anniversary in 2005. Video or movie film is also welcome.

Since its inception in 1855 as the Newark Normal School, Kean has enjoyed significant growth and prosperity. Kean has come a long way from its early beginnings as an institution with three faculty members and 85 students. In September, the institution was awarded university status. Today, Kean occupies 150 acres in Union and Historic townships and has 351 full-time faculty members serving almost 12,000 full- and part-time students. All submitted material will be returned upon publication. Contact Dr. Stanley Lipson through the Office of University Relations at (908) 522-2371 for further information.

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WORRALL COMMUNITY NEWSPAPERS

Dining Out

A Weekly Feature Appearing in 12 Newspapers

Go to the Dining Out section for a list of restaurants and their addresses.

WORRALL COMMUNITY NEWSPAPERS

The Union Leader, The Leader, Summit Observer, The Echo Leader, The Gazette Leader, The Spector Leader, Rahway Progress, Clark Eagle

DINING REVIEW

March 5, 1988

By Ben Smith Staff Writer

Some of the most marvelous lasting Chinese and American foods can be sampled at the all-you-can-eat Yankee Buffet at 2660 Morris Ave., Union, in a congenial busy atmosphere.

Mouth-watering scenes greeted us Friday evening as we were welcomed by the restaurant's friendly owner, Michael Young, and an equally courteous waiter, Steven. While we were being served cocktails by the lovely manager, Allison Coppola, we felt very much at home as we studied two exceptionally realistic wall-to-wall paintings, "Hong Kong Nightfall" and "Entrance of Yangtze River."

meat with lobster sauce, barbecued spare ribs, chicken on a stick, fried chicken wings, pork egg roll, sweet-and-sour chicken, an unusual tasting sesame ball filled with peanut butter, fried scallops and crab claws, mixed vegetables with beef, shrimp, fresh pork with mushrooms, garlic greens, mussels with ginger sauce and vegetable to mein. And for those who like it hot, there was General Tao's chicken.

A huge variety of American food also was available, and my guest raved about the homemade-tasting mashed potatoes. For those who like Mexican food, the Yankee Buffet also features a taco table.

Yankee Buffet

Yankee Buffet is located at 2660 Morris Ave., Union.

Prices for the buffet are reasonable, with lunch specials Monday through Friday at \$5.99; children under 12, \$3.49; brunch Saturday and Sunday, \$6.99; children, \$3.99; dinner, Monday through Thursday, \$8.99; children, \$5.49; Early Bird Specials, 4 to 5 p.m., \$7.99; children, \$4.99; Friday, Saturday and Sunday, dinner, \$10.99; children, \$5.99; 5 p.m., \$9.99; children, \$4.99. The restaurant also has a regular bar, can 10 percent off liquor. For children under age two, it's free.

HAVE DINNER AT OUR PLACE ENJOY

What's Going On?

FLEA MARKET

FRIDAY
 March 6, 1998
EVENT: Flea Market
PLACE: Redeemer Lutheran Church, 134 Prospect Avenue, Irvington, NJ
TIME: 10am-1pm
PRICE: Great buys. Show date March 13.

SATURDAY
 March 14, 1998
EVENT: Big Indoor Flea Market
PLACE: Roselle Catholic High School, Rantan Road, Roselle, NJ
TIME: 9am-4pm
PRICE: Free admission.
ORGANIZATION: Roselle Catholic High School.

SATURDAY
 March 14, 1998
EVENT: St. Thomas Flea Market and Craft Sale
PLACE: St. Thomas Center, 1407 St. George Avenue, Rahway, NJ
TIME: 9am-4pm
PRICE: \$20.00 per table. For information call 732-381-8642 or 908-318-0107.
ORGANIZATION: St. Thomas Church.

FRIDAY, SATURDAY
 March 13, 14, 1998
EVENT: Semi-Annual 300 Family Garage, Attic, Rummage Sale
PLACE: Community United Methodist Church, Chestnut St. and Grant Avenue, Roselle Park, NJ
TIME: March 13, 9am-4pm; March 14, 9am-3pm
PRICE: Clothing, Household Items, Miscellaneous, Special Baked and Bag Sales, Saturday, Coffee Bar, Friday, Public, Contained, Free parking, income for Missions and Ministries of the Church.
ORGANIZATION: Community United Methodist Church.

FASHION

SATURDAY
 March 14, 1998
EVENT: Fashion Show and Luncheon
PLACE: Holy Trinity Church, 301 Tucker Avenue, Five points area.
TIME: 10am-4pm
PRICE: Donation: \$10.00 includes Dress Ban fashions, lunch and door prizes. For reservations call 978-376-2447.
ORGANIZATION: Lutheran Church Women Circle.

WORKSHOPS EDUCATIONAL

FRIDAY
 March 6, 1998
EVENT: Seminar on Adopting Psychoanalytic Goals in the Classroom
PLACE: The Psychanalytic Center of Northern New Jersey (PCNJ), 769 Northfield Avenue, L.L.W. Orange, NJ
TIME: 9:00am-3:30pm
PRICE: Free. Topic: Helping children become themselves: The Roles of Parent, Teacher and School.
ORGANIZATION: The Psychoanalytic Center of North New Jersey, 201-738-7600

OTHER

FRIDAY
 March 20, 1998
EVENT: 30th Anniversary Celebration of Rev. Dr. Crumelia A. Senechal, pastor of Mt. Zion Baptist Church, Newark
PLACE: Marriott Hotel (Airport).
PRICE: \$50.00. For information and reservations 973-482-1915. Celebration Services: Sunday, March 22, 11:00am. Rev. Charles Walker, 5:00pm. Rev. Marion Franklin, Mt. Zion Baptist Church, 208 Broadway, Newark, NJ
ORGANIZATION: Mt. Zion Baptist Church.

SATURDAY
 March 14, 1998
EVENT: 68th Anniversary Bavarian Folk Dancing
PLACE: Farcher's Grove, Springfield Road, Union.
TIME: 8:00am
PRICE: Entrance fee, \$7.00/person (or tables of 10 for \$70.00). Evening of German food and entertainment. Make by the Heimat Oktoberfest; performances by various dance clubs representing New Jersey, New York and Pennsylvania.
ORGANIZATION: Bavarian Club of Newark, Inc. For information or table reservations call Kevin Kerner 908-651-9455.

SATURDAY
 March 14, 1998
EVENT: The Original Hambone Kelly's Banjo Band
PLACE: Sacred Heart School Auditorium, 683 Bloomfield Avenue, Bloomfield, (parking Exit 148, West on Bloomfield Avenue) NJ
TIME: 7:00pm-11:00pm.
PRICE: \$15.00 per person (\$17.00 at the door). Reservations call 973-428-7745 or 973-428-9667. Soda, snacks, late night coffee and cake, subs, pop, soups, soups, door seats.
ORGANIZATION: Proceeds to Benefit the kid's Center After-school Care Program of Park United Methodist Church.

FRIDAY
 March 20, 1998
EVENT: Nights On Broadway Annual Tricky Tricky Auction
PLACE: Union Catholic High School, 1600 Maritime Avenue, Scotch Plains, NJ
TIME: Doors Open at 6:00pm
PRICE: \$5.00 includes one bid ticket, finger desserts, coffee and tea. Tickets purchased prior to March 20 receive an extra bid ticket free. No children please. Call 908-682-1600.
ORGANIZATION: Union Catholic High School Parents Guild.

What's Going On is a paid directory of events for non-profit organizations. It is prepared and costs just \$40.00 (for 3 weeks) for Essex County or Union County and just \$30.00 for both. Your notice must be in our Maplewood office (463 Valley Street) by 4:00 P.M. on Monday for publication the following Thursday. Advertisements may also be placed at 170 Scotland Road, Orange, 265 Liberty St., Bloomfield or 1291 Stuyvesant Ave., Union. For more information call 763-9411.

REUNIONS

Arthur L. Johnson Regional High School Class of 1967 is hosting a 10-year class reunion on March 14. For information, call Chris Canada at (732) 382-3346 or (423) 331-0178.
 Hillside High School Class of 1950 will hold a reunion on May 2, 1998. For information, write to Reunions Unlimited Inc., P.O. Box 150, Englishtown, NJ 07726, or call (908) 870-8364.
 Milburn High School Class of 1967 will hold a reunion on May 2, 1998. For information, write to Reunions International, P.O. Box 6579, Freshford, NJ 07728, or call (732) 845-5200.

Jacquie McCarthy, Editor

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 Organizations submitting releases to the entertainment section can mail copy to 1291 Stuyvesant Ave., P.O. Box 3109, Union, New Jersey, 07083.

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 10 Rent
 18 Jan
 20 Together: mus.
 21 Lachrymose
 22 Front-door adjunct
 24 Amity
 26 Youngster
 27 Yugoslav VIP
 28 Big and strong
 30 Cube
 31 Wherewithal: Sp.
 32 Singer Burl
 33 Sea bottom
 37 Cling
 40 Of certain fabrics
 41 Blackthorn
 42 Leftover scrap
 43 First: prefix
 44 Big welcome
 47 Sp. numeral
 48 Greek crosses
 49 Deck
 50 Biceps
 51 — example
 52 Fam. member
 53 Cordial reception
 57 Where Canca is
 58 Milky Way, et al.
 60 Harbingers
 61 At the peak
 62 Colorfully
 63 Unnatural event
 64 Plant life
 66 Dress feature
 67 Entrances
 68 TV audience
 70 Green spaces
 71 Diverted
 73 Sp. family member
 75 Limbs
 76 Barnyard sounds
 77 Ending for young and old
 78 Heaven: Fr.
 79 Sun Valley gear
 80 Meeting

DOWN

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 103 Stitch
 105 River of England
 106 Suppositions

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(See ANSWERS on Page B11)

HOROSCOPE

For the week of March 8 to 14

Aries
 March 21-April 20
 Play cool when dealing with a difficult person at work this week. By not letting him/her get to you, you'll gain the respect of many people you work with. Then celebrate with a special dinner for you and your partner at a fun restaurant.

Taurus
 April 21-May 21
 Don't try to juggle too many things at once. If you do, something will suffer, and you don't want it to be your family. If you've been hunting for a special gift for a special person, this is the weekend to secure the prize, especially shops. You'll find just what you are looking for.

Gemini
 May 22-June 21
 Things should slow down at work this week but don't think the rush is over. Take a deep breath and prepare yourself for things to come. Prepare your mind for the next rush by getting away this weekend. Just make sure

it's a relaxing getaway, such as a spa or resort.

Cancer
 June 22-July 22
 Take time to organize your life. It will boost your morale and give you a leg up on getting your personal and work projects done. It will also free up more time for your family. Remember to set aside time for a person who has meant a lot in your life.

Leo
 July 23-Aug. 23
 Concentrate on domestic concerns this week. Put your family ahead of work, and you'll find solutions to some problems that have been dragging on. Consider making a long-term investment. It may affect your daily life, and it will be beneficial for the future.

Virgo
 Aug. 24-Sept. 22
 Concentrate on getting through a complicated project project this week. It will take the pressure off you and make you feel a lot better about yourself and your coworkers. Be sure to give credit where credit is due. Organize a group outing to celebrate.

Libra

Sept. 23-Oct. 23
 If you feel as if you've been stuck in the same old rut for a while, don't fret. Refocus your energies on old interests. Start by reevaluating where the majority of your time is invested. Also work on renewing some old and dear friendships.

Scorpio

Oct. 24-Nov. 22
 With just a little boost, a dream that's been eluding you could come true this week. Use your creativity to push it along. Be sure to set aside some quality time for certain family members this week. They will really appreciate your help.

Sagittarius

Nov. 23-Dec. 21
 There could be light at the end of the tunnel when it comes to your workload. Stay positive and be willing to give your all until help arrives. Be sure to keep a tight hold on your finances this week. A special item may interest you, but think before you leap.

Capricorn

Dec. 22-Jan. 20
 Check your calendar and be sure you are not missing out on something you committed to this week. There's still time to fit an important event into your schedule. Plan an extended family get-together, and be sure not to leave anyone out.

Aquarius

Jan. 21-Feb. 18
 Things may seem tense at work. Keep up your sense of humor and be willing to help others. A number of people will be impressed by your attitude. To help you unwind from the week, take time out for yourself. Get away alone, even if it's just for the afternoon.

Pisces

Feb. 19-March 20
 Watch your finances this week. Take extra steps not to overextend yourself. It may pay off big in the future. Consider taking a self-improvement workshop or class. It will be a great way to relax, and you'll be able to apply what you learn to your home and work life.

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 J.S. Bach's St. John Passion
 with the New Jersey Symphony Orchestra and the Westminster Choir
 Sunday, March 8, 1998 at 3:30pm
 Tickets: \$12, \$22, 24, 14, 12
 Charge-by-Phone
 1-800-ALLEGRO
 (1-800-255-5478)
 Monday - Saturday 11 am - 5 pm

Stepping Out is a weekly calendar designed to guide our readers to the many arts and entertainment events in the Union County area.

Stepping Out

GEMINI GROUP is seeking cameramen and technicians for filming original works for broadcast on local cable stations.

ART SHOWS

INTERACTIVE THREADS by Eileen O'Brien will be on display at New Jersey Center For Visual Arts through 2/20/98.

THE GLOVE PROJECT, an art and sculpture exhibit, will be displayed at the Donald B. Palmer Museum of the Springfield Public Library through March 12.

VESSELS, a pottery exhibit by Phil Hanna, will be on display at Kent Place Gallery through March 13.

NEW JERSEY CENTER FOR VISUAL ARTS will present an International Juried Show from Sunday through March 29.

ELIZABETH LIBRARY will display models of famous sailing vessels from past centuries by ship modeler Manuel Souffront throughout March.

PETER REGINATO SCULPTURE will be on display in the New Jersey Center For Visual Arts outdoor Art Park through April 1.

NUCVA is located at 68 Elm St., Summit. For information, call (908) 273-9121.

CHILDREN'S SPECIALIZED HOSPITAL will exhibit the work of oil painter Monica Sisto, nature photographer Robert Terlizzi and watercolorists Susan Berry and Daryl Tait through March 6. Reception will be held on Sunday at 2 p.m.

The east wing is open from 5:30 a.m. to 8:30 p.m. daily. The hospital is located at 150 New Providence Road in Mountainside.

NEW JERSEY CENTER FOR VISUAL ARTS will feature sculpture by Peter Reginato in the outdoor art park through April 1.

NUCVA is located at 68 Elm St., Summit. For information, call (908) 273-9121.

TOMASULO ART GALLERY will display works by figurative painter Mary Beth McKeon through April 9. A reception will be held tomorrow from 7 to 9 p.m.

Gallery hours are 10 a.m. to 4 p.m. Monday through Thursday and Saturdays, and also from 5 to 9 p.m. on Friday through Thursday. The gallery is located at Union County College.

CELEBRATION OF MEMORIES, an exhibition of paintings, will be Saturday at Les Malmat Art Gallery at Union Public Library. The show will continue through March 28.

SWAIN GALLERY will display "Windows" by Nat Lewis from Saturday through March 31. A reception will take place on Saturday from 5 to 7 p.m.

SWAIN GALLERY is located at 703 Watchung Ave., Plainfield. For information, call (908) 756-1707.

CELEBRATING CREATIVITY, a church member's art exhibition, will be on display Sunday and Wednesday at First Congregational Church of Westfield.

The church is located at 125 Elmer St., Westfield. For information, call (908) 233-2494.

STUDENT EXHIBIT by Kathy Kornish will be on display Wednesday from 3 to 5 p.m. The exhibit is located in Community Room. A reception will be held at that time.

The room is located at 423 E. Broad St., Westfield. For information, call (908) 769-4060.

AUDITIONS

CIRCLE PLAYERS will hold auditions for "Suddenly Last Summer" on Monday and Wednesday at 7:30 p.m.

Needed are five women, ages 25 to 60-plus; and two men, ages 25-40.

Auditions will consist of readings from the script. Openings are also open. The playhouse is located at 416 Victoria Ave., Piscataway. For information, call (732) 968-7555.

daily at Kamehame Middle School in Union Township. Planned musical theater productions are: "Joseph and The Technicolor Dreamcoat," grades 3-7. Grades 8-12 are to be determined.

Musical productions, art exhibits and dance, music and drama performances will be held at Union High School. For a brochure, write to Union Music School, P.O. Box 3656, Union, NJ 07083-1895, or phone (908) 851-6476.

UNION HARMONICA BAND provides free harmonica lessons. For those who play, but do not read music, lessons will also be given.

The only expense will be purchasing a harmonica. Practice sessions are held at the Senior Citizen Building, Caldwell and Morris avenues, Union, every Friday from 7 p.m. to 9:30 p.m.

UNION HARMONICA BAND holds practice sessions at the Senior Citizen Building, Caldwell and Morris avenues, Union, every Friday from 7 p.m. to 9:30 p.m.

WESTFIELD GLEE CLUB invites male singers to come and sing at rehearsals on Mondays at 8 p.m. at the Presbyterian Church Parish Building Assembly Hall, 140 Mountain Ave., Westfield.

Interested male singers are invited to call Dale Juntilla at (908) 232-0673.

VAN GOGH'S EAR CAFE presents an arty coffeehouse atmosphere. Jazz entertainment is presented on Sunday evenings. Open Mic Night is presented every Tuesday from 7:30 to 10 p.m., with sign-up at 7 p.m.

Van Gogh's Ear is located at 1017 Stuyvesant Ave. in Union. For further information, call (908) 810-1944.

AMORE DI CAFE is located at 485 Springfield Ave., Berkeley Heights. For information, call (908) 658-4356.

BARNES & NOBLE CAFE in Springfield simulates a coffeehouse atmosphere with a literary spin, appealing to young and old alike.

The Cafe hosts a wide variety of family-oriented entertainment, ranging from folk singers to jazz ensembles. In addition to other programs, the Cafe holds Open Mike Poetry Night on the third Sunday of the month at 7:30 p.m.

Barnes & Noble is located at 240 Route 22 West in Springfield. For information, call (908) 232-0673.

MINSTREL COFFEEHOUSE is a coffeehouse/concert series run by the Folk Project, a non-profit folk music and arts organization. The Project is located at the Somerset County Environmental Center, 190 Lord Stirling Road, Basking Ridge. Shows are held every Friday throughout, presenting folk music in its broadest sense.

Coffee, tea and baked goods are served, no alcohol or tobacco are allowed. Admission is \$5. For information, call (908) 765-2499.

BOSS BOX CAFE of the Donald P. Palmer Museum is located in the Springfield Free Public Library. Musical and other entertainment is presented on scheduled days.

Those interested in performing at the Music Cafe should submit a resume or letter of introduction to Susan Permahos, Springfield Free Public Library, 66 Mountain Ave., Springfield, 07081.

CROSSROADS in Garwood presents a weekly lineup of musical rotation: Tuesdays — Acoustic Open-Mic Night; Blues guitar stringer and vocalist Rhett Tyler opens the show, and then opens the stage to any aspiring players who enters. The show opens at 9:30 p.m.

Wednesdays — B.B. of B.B. and the Stingers hosts Open Jam with all musicians welcome.

Thursdays — Psychedelic Thursdays presents the greatest sounds of classic rock, performed by local bands.

Weekend performances include blues, roots and rock music. An upscale and traditional blues brunch is presented every Sunday.

The Crossroads is located at 78 North Ave., Garwood. For information, call (908) 232-5666.

PHYL'S PLACE presents live musical entertainment on weekends.

The tavern is located at 836 Elizabeth Ave., Linden. For information, call (908) 925-6900.

SHOUT! presents live musical entertainment on weekends.

The tavern is located at 116 Watchung Ave., Plainfield. For information, call (908) 788-5860.

COMEDY

TAVERN IN THE PARK will feature comedian Tommy Moore tomorrow. On March 13, Steve Marshall and Tom Savitt.

Admission is \$8 for show only. \$25 dinner package is available. Tavern in the Park is located at 147 Westfield Ave., Roselle Park. For information, call (908) 241-7400.

JOEY RUSSELL will perform at Temple Beth Or'Beh Torah in Clark on March 16 at 8 p.m.

Admission is free. The temple is located at 111 Valley Road in Clark. For information, call (732) 381-8403.

CONCERTS

BROWN BAG CONCERT will present husband and wife pianists Adrian Collins and Marian Burke Collins tomorrow at 12:15 p.m. at Central Presbyterian Church in Summit.

Admission is free. The church is located at 70 Maple St., Summit. For information, call (908) 273-0441.

SONGS OF MY PEOPLE will be presented on Saturday at 6 p.m. Temple Beth Or'Beh Torah in Clark.

Tickets are \$5 for members, \$10 for non-members. The temple is located at 111 Valley Road, Clark. For information, call (732) 381-8403.

MID-DAY MUSICALES will present American songs by soprano Lynn Verdaman on Wednesday at noon at First Congregational Church of Westfield.

Admission is free. The church is located at 125 Elmer St. in Westfield. For information, call (908) 233-2494.

MUSICAL CLUB OF WESTFIELD will present "A Night of Operetta" on Wednesday at 8 p.m. at First Baptist Church in Westfield.

The church is located at 170 Elm St., Westfield. For information, call 232-7058.

ELIZABETH HADASSAH will hold a family brunch and show for the benefit of the recently opened "Mother and Child Pavilion" of the Hadassah Hospital in Jerusalem on March 15 from 11 a.m. to 4 p.m. at the YM-YWHA on Green Lane, Union.

Tickets and reservations can be obtained by calling Jennie Forlander at (908) 351-0610 or Anne Levene at (908) 353-1595. To become a member of Hadassah, call Anita Fox at (908) 355-6311.

NEW JERSEY BALLET will present "An Evening of Contemporary Ballet" on Sunday at 8 p.m. at Keon University, on Sunday at 2 p.m. NJB will present "Peter and the Wolf" and "Beauty and the Beast" for families.

Keon is located on Morris Avenue in Union. For information, call (908) 527-2337 or NJ Ballet at (973) 597-5600.

SWINGIN' TEEN DANCES will be held on the following Saturdays: March 7 — Mary Virginia Brooks and Fingerfix.

March 21 — Yonina Gordon and Joydita.

March 25 — Chart Guthrie and Bend and Thank You Sting Band.

April 18 — Donna Hunt and Brave Hambo.

Dances are held at Ogden Memorial Church on Main Street in Chatham. Tickets begin at 7:30 p.m. Admission is \$7 per person. Sneakers only required. For information, call (973) 539-6286 or (973) 223-9720.

SENEGALISE DANCE WORKSHOP will be held on Sunday from 2 p.m. at YWCA in Summit.

The Y is located at 72 Maple St., Summit. For information, call 273-4242.

FILMS

SPRINGFIELD PUBLIC LIBRARY will screen "Celestial Clockwork" on March 12, "Santa Clara" on April 23 and "Life on a String" on May 14.

Admission is free to all times. Space is limited to 60 people at each showing. The Springfield Free Public Library is located at 68 Mountain Ave., Spring-

field. For information call (973) 376-4930.

Berkeley Heights Berkeley Cinema, 404 Springfield Ave. (908) 464-8888. Cranford Cineplex, 600 Cranford, 23 North Ave., West. (732) 777-FILM. Linden Linden Fleck's Cinema, 400 N. Wood Ave. (908) 925-9787. Mountaineer Side Theaters Mountaineer, 1021 Route 22 East. (908) 232-8338.

Roselle Hill Park Cinema, 23 W. Westfield Ave. (908) 241-2225. Summit Beacon Hill Cinema 5, 343 Springfield Ave. (908) 277-4424. Union Cineplex Union Theater, 590 Stuyvesant Ave. (732) 777-FILM. Westfield Flato Theater, 250 E. Broad St. (908) 232-1288.

ZANY BRAINY in Springfield will feature singer/songwriter Sooz on Saturday at 4 p.m.

Zany Brains is located at 295 Route 22 East, Springfield. For information, call (908) 467-5444.

NEW JERSEY BALLET will present "Peter and the Wolf" and "Beauty and the Beast" on Sunday at 2 p.m. at Keon University.

Admission is \$7. Keon is located on Morris Avenue in Union. For information, call (908) 527-2337 or (973) 597-5600.

LECTURES

JUST ABOUT ART, four lectures at New Jersey Center For Visual Arts, will feature Helen Summer, today, Susan Wilson on March 12 and Lois Shapiro on March 19.

JAA runs from 7:30 to 9 p.m. NUCVA is located at 68 Elm St., Summit. For information, call (908) 273-9121.

DISTINGUISHED GUEST LECTURE Series at New Jersey Center For Visual Arts will present "Contemporary Art and Nature: The Artist's Object" on Sunday from 2 to 3:30 p.m. on April 10. "Reflections on Contemporary Painting" will be held from 7:30 to 9 p.m.

Registration is required. Admission is \$10. NUCVA is located at 68 Elm St., Summit. For information, call (908) 273-9121.

MUSICAL GRAND TOUR, a series of lectures exploring the music of three countries of the western hemisphere, will be held March 11, 25 and April 1 at 7:30 p.m. at Suburban Community Music Center in Murray Hill.

Ticket cost per lecture for the series is \$25. The center is located at 570 Central Ave. in Murray Hill. For information, call (908) 570-0700.

ROMANTIC READS, discussion group, will meet on Wednesdays through April 29 from 10:30 a.m. at Elmora Branch of Elizabeth Library. For information, call (908) 354-0600.

SUMMIT LIBRARY continues discussions by Jon Flaum on "Great 20th Century American Books." April 8, J.D. Salinger's "Franny and Zooey" and "Raise High the Roof Beam Carpenters" will be discussed.

Discussion will take place in the Jean Whitman Community Room on the second floor at City Hall. The time will be 2-4 p.m. Pre-registration is not required. For more information, stop by the library, or call the reference desk at (908) 277-9449.

OPERA

OPERA AT FLORHAM will present a concert by Verdi and Wagner on Saturday at 8 p.m. at Fairleigh Dickinson University.

The event will be held in Lenfield Hall. The Mansion, FDU is located at 285 Madison Ave., Madison. For information, call (973) 443-9620.

POETRY

POETS WEDNESDAY will feature Pablo Medina on March 11 at 8 p.m. at Sarah Arts Center in Woodbridge.

The center is located at 582 Rahway Ave., Woodbridge. For information, call (732) 634-0413.

RADIO

WNJ, 89.3 FM features Leone and Simon's "Put God in Your Life" every Sunday from 10:30 p.m. to 12:30 a.m.

The soundtrack you hear in your head as you hand the toll collector your last dollar and drive tentatively into that lonely tunnel toward the Area of Muzeph. But like, who's playing that crack opera? NJ, Bob Flork, WFUM 91.1 FM, Tuesdays at 11 p.m.

TELEVISION

NEW JERSEY NETWORK will broadcast the following this week: "Frank Peterson - Ireland's Golden Tenor" Ireland in Song, tomorrow at 8 p.m.

"Izhak Perlman: In the Fiddler's House," Wednesday at 8 p.m.

EGTV, a diverse comedy show based in Booth Plains, will air their newest show on Comcast Channel 57 on Saturday at 10:30 p.m.

STATE OF THE ARTS programming is offered Tuesday evenings at 7 p.m. and Sundays at 1 p.m. on New Jersey Network.

THE ARTS is a half-hour cable television program about the visual and per-

forming arts in New Jersey. Each month the viewer is introduced to the creative people and nonprofit organizations directly involved in upcoming cultural events.

An additional feature is a photo monthly calendar. Each program is clearly captioned for people who are deaf or have hearing impairments, as well as those who may need assistance with the English language.

The program is carried in regular time slots on five central New Jersey cable systems throughout the state. For more information about "The Arts" and/or for a complete schedule, call (908) 745-4489/3886.

THEATER

SHE LOVES ME will run through Saturday at Cranford Dramatic Club. Tickets are \$15. CLOC is located at 76 Winans Ave., Cranford. For information, call 273-6111.

SOCIAL SECURITY will be presented by The Philanthropists of Fanwood through March 14.

The production will take place at The Carnegie House, 129 Walton Road, Fanwood. For information, call 322-8656.

DEATH OF A SALESMAN will be presented at Paper Mill Playhouse through April 5.

The playhouse is located on Brookside Drive in Millburn. For information, call (973) 376-4343.

I'M NOT RAPPAPORT will be presented at Westfield Community Playhouse beginning Saturday.

The theater is located at 100 North Ave., West, Westfield. For information, call 232-9558.

STARMENTS will be presented today, tomorrow and Saturday at 8 p.m. at Governor Livingston High School in Elizabeth. Tickets are \$7. For information, call 464-3100.

CARNIVAL PRODUCTIONS will present "Only You" tomorrow through March 14 at El Bodegon Restaurant and Dinner Theater in Rahway.

The restaurant is located at 169 W. Main St., Rahway. For information, call Wendy at (732) 388-0547.

ELIZABETH PLAYHOUSE will present "The Actor's Nightmare" and "The Real World of MGM" tomorrow through April 5.

Tickets are \$8, \$6 for seniors and students. Showtimes are 7:30 p.m. Friday and Saturday, and Sundays at 2 p.m. The playhouse is located at 1100 East Jersey St., Elizabeth. For information, call (908) 355-0077.

STONY HILL PLAYERS will present "Play On" tomorrow through March 21 at Oakes Memorial Outreach Center, 120 Morris Ave. in Summit. For information, call (908) 322-5114.

ELMORA PLAYERS will present "Night, Court, A Nechke Gerich" on Saturday at 8 p.m. at Elmora Hebrew Center in Elizabeth. The show is pre-recorded by a touring group.

Admission is \$20. The center is located at 420 West End Ave., Elizabeth. For information, call (908) 353-1740.

THE QUARREL will be staged by Playwrights Theatre on April 3 and 4 at 8 p.m.

Playwrights Theatre is located at 33 Green Village Road in Madison. For information, call (973) 514-1787, ext. 32.

TRIPS

NEW JERSEY CENTER FOR VISUAL ARTS will offer trips to Metropolitan Museum of Art on March 12 and April 9. Bus leaves at 8:30 a.m. and April 9. Bus leaves at 8:30 a.m. from behind A&P in New Providence. Bus returns from Metropolitan Museum at 3:15 p.m. For information, call (908) 273-9121.

NEW JERSEY CENTER FOR VISUAL ARTS will sponsor a trip to Lincoln Center in New York City. The trip includes a dinner at Cocco opera restaurant on March 17.

Bus leaves at 3 p.m. from behind the A&P in New Providence. Bus returns shortly after midnight. For information, call (908) 273-9121.

VARIETY

SPORTS CARD AND MEMORABILIA SHOW will be held on Saturday from 9:30 a.m. to 3:30 p.m. at Kentlworth Inn.

Admission is \$3, \$1 for children under 12. The lot is located off 138 of the Garden State Parkway. For information, call (732) 291-1362.

TRAIN SHOW will be held on Sunday from 9 a.m. to 3:30 p.m. at Mother Seton High School in Clark.

Admission is \$4. Children under age 12 are admitted free. The high school is located at GSP Exit 138 at the Clark City.

LINDEN LIBRARY features Laser Light Bowling to the music of the 70s every Saturday night after 10 p.m.

Games cost \$3 per person. Linden Library is located at 741 N. Stiles Ave., Linden. For information, call (908) 925-3886.

SPORTLAND, Union's indoor family fun center, will feature a variety of activities including: laser tag, mini-golf, and arcade games. The center also features a laser tag arena available for private parties. For information, call (908) 467-2000.

There's no limit to what kids can do at CSH camps

By Jim Foglio
Staff Writer

Mountainside's Children's Specialized Hospital, the only hospital in New Jersey to dedicate itself purely to rehabilitating children, will sponsor specialized camps this summer for children with physical and/or mental limitations.

Children with attention problems, speech-language deficits or learning disabilities will be able to participate in sports, crafts, creative arts, drama and cooperative games at one of eight camps that will be offered throughout the state. This is the fourth year the CSH will be holding these camps.

Two camps will be available in each — Clark, Fanwood, Toms River and Hackettstown. CSH will offer dif-

ferent programs to children between the ages of 3 and 17, based on their age and disability.

"Much of our staff is from the CSH and are specialists in dealing with children with disabilities," said Janine LeGrand Casey of the CSH. "But some of the counselors, like our basketball specialist, will be at camp to teach that one specific skill," she said.

For children ages three to six, with attention problems, learning disabilities or speech-language deficits, "Camporee" in Fanwood offers five, five-day sessions throughout August.

For children between the ages of five to 13 with physical challenges, camps in Toms River and Clark offer week-long opportunities for athletic

training, recreation, creative arts, drama, crafts and martial arts. "Pals Parade," Aug. 17-21, in Toms River offers an opportunity for children to bring friends and siblings to camp, Casey said.

For seven to nine-year-old children with attention problems, learning disabilities or speech-language deficits, "Under the Umbrella Camp" in Fanwood offers arts and crafts and outdoor activities during August with five, five-day sessions scheduled.

Also, seven to 12 year olds may attend the "Bring A Buddy" Camp in Clark, where they and a friend or sibling can enjoy sports, crafts, games and day trips together from Aug. 24-28, LeGrand Casey said.

The "Teen Recreation Camp," June

29-July 3, also in Clark, offers teens with physical challenges a schedule of sports and crafts, cooperative and competitive games, as well as day trips.

Children with physical challenges, ages five to 13, are offered an introduction to the disciplines of competition in the "Sports and Recreation Camp," July 13-17 in Toms River.

"Camp Chautauque," Aug. 16-21 in Hackettstown, is an overnight, intensive therapy camp for non-speaking children and adolescents, ages five-16, who use augmentative communication systems," LeGrand Casey said.

Junior wheelchair athletes, nine to 15 years of age, are given an opportunity to train and hone their skills at

the "Wheelchair Basketball Camp" in Clark, Aug. 10-14.

CSH Summer Camps are sponsored and staffed by the hospital's employees. CSH is New Jersey's only hospital dedicated exclusively to pediatric rehabilitation. CSH treats children and adolescents from birth through 21 years of age.

"The CSH was founded in 1991, and provides outpatient services, acute rehabilitation and long-term care through its network of facilities in Mountainside, Fanwood, Toms River, Newark and Union, as well as outreach programs in many communities," LeGrand Casey said.

For more information, or to register, call CSH at (908) 233-3720. Space is limited.

Kids can sew their own ticket to success, happiness

Sewing may be a ticket to greater achievement in a child's future.

"According to a recent study, children who engage in activities like sewing and painting show increases in creativity, while those playing handheld computer games and watching television do not.

"Children who sew achieve a sense of accomplishment, enhance their problem-solving abilities, develop perseverance and improve their qualitative thinking — real life skills that can build self-esteem and prepare

them for future success in the workplace," said Joan Carter Campbell, executive vice president of the Home Sewing Association.

Experts strongly suggest that optimum "windows of opportunity for learning" last until the age of 10 or 12. During this critical period of development, children need to be stimulated with activities that train the brain for higher thinking, including painting, drawing, music, math, multiple languages and sewing.

The positive benefits of sewing for

children mirror what is already known to be true for adults who sew. A recent national survey showed that adults who sew consider themselves to be more creative, energetic and optimistic than non-sewers. The sewers in the survey cited the feelings of accomplishment, satisfaction, creativity and relaxation that they derive as primary rewards of their hobby. A recent clinical study revealed that sewing is more relaxing and stress-reducing than playing video games or reading a newspaper.

Giving children a head start on creative activities like darning and painting can only enhance their sense of accomplishment as they become adults and take their place in the high-tech service economy of the 21st century, where creative, flexible workers will be in high demand.

Two educational brochures — Sew Creative! and Sew Fun — are available to help parents and teachers get kids of all ages started with simple sewing projects. For Sew Creative!

send a self-addressed, stamped, business-size envelope to: Home Sewing Association, Dept. M, 1350 Broadway, Suite 1601, New York, N.Y., 10018. For Sew Fun include \$2 for shipping/handling.

Internet users can check www.sewing.org to access the Sew Creative brochure, along with free sewing projects, a list of local retail stores, a locator for sewing classes and educational materials for both adults and kids.

Valuable parenting information can be found online

Today's busy parents face a multitude of daily challenges as they juggle the demands of work and raising school-age children. From academic concerns to physical, mental and social development issues, parents are seeking timely, easy-to-obtain information regarding their children.

In response to this nationwide

issue, the Family Education Network, an interactive Web site which provides more than 8,000 online pages of parental information and resources at no charge to users, has launched more than 16,400 local Web sites. The sites are available in every school system in the country and provide parents and educators with an interactive forum

for information and exchange.

Does your child like today's listed school lunch or should you pack a sandwich? When is the next soccer game? PTA meeting schedules didn't make it home in your kid's knapsack? A simple click of the computer mouse gives parents access to this information and more — any time during the

day or night.

The interactive sites allow parents to jot notes to educators; it reports on local, state and national educational issues, and it even enables parents to voice their opinions to elected officials via e-mail.

For those who don't have access to online services at work or home, there

are still many avenues to participate: local libraries, universities, community centers and businesses may have computers and online bookups for public use.

The Web site is located at <http://www.familyeducation.com>. Visit the site and see if your local school is participating.

St. Elizabeth Hospital

Special Moments

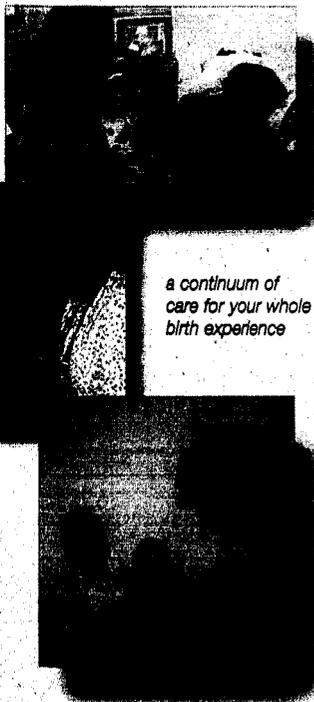
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For information about our childbirth preparation classes, please call (908) 527-5410.
For a tour of maternity, please call (908) 527-5294



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Display Rates.....\$25.50 per column inch
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Spectator Leader • Gazette Leader
Railway Progress • Summit Observer

ESSEX COUNTY
News-Record of Maplewood & South Orange
West Orange Chronicle • East Orange Record
Orange Transcript • The Glen Ridge Paper
Hudson Journal • Belleville Post
Irvington Herald • Valhalla Journal
The Independent Press of Bloomfield

DEADLINES

Business Directory 4 PM Thursday
Display - Space reservation 5 PM Friday
Ad Copy 12 noon Monday
In-column 3 PM Tuesday

ADJUSTMENTS

Adjustments: We make every effort to avoid mistakes in your classified advertisement. Please check your ad each time it appears, should an error occur please notify the classified department within seven days of publication. Worrall Community Newspapers, Inc. shall not be liable for errors or omissions in cost of actual space occupied by them in which error or omissions occurred. We can not be held liable for failure, for any cause, to insert an ad. Worrall Community Newspapers, Inc. reserves the right to reject, revise or reclassify any advertisement at any time.

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Administrative

Join A Leader!

Administrative Services Coordinator

Ardon Courts, an Athletes' assisted living facility, is the foremost provider of senior living care. AthleteCare Health Services is opening a facility in West Orange. We have an excellent career opportunity with a leader in the health care resource industry to provide outstanding service, answer telephone and perform human resource duties. A variety of business opportunities are available. Excellent PC and basic accounting skills gained through 2+ years administrative experience. College degree preferred.

For immediate consideration, your resume with salary requirements, must be sent to: Ms. Randy DeRubeo, Manager, Career Services, 405 Story Hill Road, Yardley PA 19087. Fax: (215) 904-5696. EOE, M/F/D/V.

ARTS AND Entertainment, Society Editor, Reporter, Photographer. For dynamic weekly in Essex County. Duties include editing, writing and layout for arts and society section; covering Board of Education meetings; taking and developing photographs; feature writing and paste up at production facility. Experience essential. Send resume and salary requirements to: Ward Miele, Editor, Verona-Cedar Grove Times, 685 Bloomfield Avenue, Verona, NJ 07044 or fax: 973-239-7708. No calls please.

ARTS AND Entertainment, Society Editor, Reporter, Photographer. For dynamic weekly in Essex County. Duties include editing, writing and layout for arts and society section; covering Board of Education meetings; taking and developing photographs; feature writing and paste up at production facility. Experience essential. Send resume and salary requirements to: Ward Miele, Editor, Verona-Cedar Grove Times, 685 Bloomfield Avenue, Verona, NJ 07044 or fax: 973-239-7739. No calls please.

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ASSEMBLE ARTS: crafts, toys, jewelry, wood items, typing sewing, computer work from your spare time. Great pay. Free Details 1-800-532-9007, 24 hours. (FREE)

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CAFETERIA WORK: Help wanted 4 hours per day. Gaudin's School. Call Ann 973-376-1025 extension 91227.

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Consumer goods distributor is gearing up for busiest season. We are currently looking for 18 people to train in all areas:
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CHILD CARE: Choose Nanny Jobs! Matched to you. Drivers license and references required. Live-out or live-in, full time or part time. 973-593-0873 or 908-754-0181.

CHILD CARE: Spring/44. Monday-Friday, 2:30pm-5:00pm. Pick-up & drop-off. Supervisor's name. Must have valid drivers license, own car, reliable. No references, references a must. 973-589-4913.

CLERK TYPIST

Flexible hours (approximately 25-30 hrs/wk) in a home real estate office in South Orange. Must have good typing skills, be proficient with MS Word or WP and pleasant telephone manner. CALL OR FAX RESUME: 973-783-8454
FAX: 973-783-8455

COMBINATION BODY PERSON: Sales and home care services a must. Must have own auto. Call 973-474-8078.

COMPUTER OPERATOR: data entry, Win-dows 95, Office 97 desirable. Good salary, full benefits. Full time. Located in Union. Fax resume in confidence to Sharon 908-888-7601.

COUNSELOR- SUMMER Day Camp: counselors, advisors, nature, low rates. WSL, travel, love for teachers, college students. Somerset County 908-880-2827.

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COUNTER CLERKS: for part and full time positions available in new concept dry cleaning stores in Millburn and Livingston. We are open from 7am-7pm. Hours may be flexible. Call 973-376-1104.

COUNTER POSITIONS: available full time in new concept dry cleaning stores in Millburn and Livingston. 40 hour week minimum. Minimum 3 years dry cleaning experience required. Career advancement available. Call 973-376-1104.

Customer Service/Dispatch

Suburban Tax operation is seeking help in AM hours. Approximately 25 hours per week. Will train the right applicant. Call:

973-762-0178

DELIVERY PERSON: and Kitchen Help Part time. Also: Counter person Dependable, responsible. Victoria's Restaurant, 20222 Morris Avenue, Union, 908-824-1006.

DENTAL SECRETARY: Specialty practice offering impressive compensation plus benefits for a person with public relations skills and poise. Responsibilities include managing patient care, appointment control, financial arrangements, computer skills a plus. Call 973-589-4913.

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DRIVER OTR: Covenant Transport-West Coast. Runs 31000 Sign-on Bonus for Experienced Drivers. Immediate Income Available! 1-800-441-4284. Graduate Students 1-800-368-6232. Buckeye Refrigerated Truck Lines 1-888-667-3729.

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HELP WANTED

DRIVERS

Suburban Cab Company is looking for full and part time help. Quality equipment, nice atmosphere. Call: 973-762-5700

FLORA DESIGNER: wanted for distinctive shops in Maplewood. Must have experience. 973-376-8266, between 10am-11pm.

FULL TIME: Senior, Business, Fall semester painting. Great for College and high school graduates. \$7-10 hour. Training, transportation needed. 973-762-0201.

FUND RAISING Assistant: Envy level. College preferred, not necessary. National Health Agency seeks energetic, innovative salesperson. Career opportunity. Attractive benefits. Call 973-376-9559 or fax resume, 973-376-7072.

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CUSTOMER SERVICE SUPERVISOR WITH COMPUTER SKILLS FOR MAJOR APPLIANCE SALES COMPANY IN ROSELAND, NJ

America's Largest Sales Agency in Major Appliances has need for a sharp, experienced, motivated, take charge team player with good communication skills. Duties include taking incoming phone orders, confirming delivery dates, explaining our many product features and benefits, advising of proper service companies. Assist our salespeople with leads and factory communications. Computerized order entry, constant data base updating, creation and active sales literature. 40 hrs/wk including Saturday mornings. Excellent salary and benefits commensurate with experience and ability. Bend resume and salary history to Mr. Friedman. Fax 973-457-3053.

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America's Largest Sales Agency in Major Appliances has need for a sharp, experienced, motivated, take charge team player with good communication skills. Duties include taking incoming phone orders, confirming delivery dates, explaining our many product features and benefits, advising of proper service companies. Assist our salespeople with leads and factory communications. Computerized order entry, constant data base updating, creation and active sales literature. 40 hrs/wk including Saturday mornings. Excellent salary and benefits commensurate with experience and ability. Bend resume and salary history to Mr. Friedman. Fax 973-457-3053.

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MAPLEWOOD, FREE standing, highly visible. Total 5,000 square feet. Three levels with storage. Parking for eight cars. Retail with office income of \$1,200 per year. Very good conditions. \$190,000. 975-763-7253.

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ADULT COMMUNITIES, Whiting, NJ: 1 & 2 Bedroom Units starting at \$25,000. Single homes start at \$95,000. For more information and appointment call 1-800-831-8509. **Hearst Realty**

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EST. GRANGE. \$120,000. Great opportunity for investor or owner occupied; with 1 and 2 bedroom apartments. Nice area. Convenient to transportation. Call Pam for details. 908-769-0111, for details 110297147.

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1 1/2 baths, living room, dining room, kitchen, partially finished basement with bath, room, deck, pool, air, hot water, basketball, garage, vinyl siding. Asking \$151,500. Directions: Rt. 1 off Wood Avenue to Knoff Street to 412 Spruce Street. 908-424-1478
<http://pages.prody.com/282C/Orway/home.htm>

MAPLEWOOD, 2 FAMILY. Three bedrooms each. Beautiful finished rear room 22x13. Also two car garage. Separate gas heat. Will lease no deposit cost. Low interest rate. \$205,000. Call owner or broker 975-763-7253.

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Great 4 bedroom colonial in the Washington School area boasts spacious LR and D, deck off large ER, 1.5 baths, two car garage, hardwood floors, new trim windows on 2nd floor. U-3823. \$179,900.



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UNION IMMACULATE SPLIT
This very attractive Washington School home boasts 3 BR's, 2 Full Baths, natural wood floor, central air, lawn sprinkler, family room and a finished basement. Call for an appointment. U-3924. \$179,900.



UNION LIGHT AND AIRY
Describes the attractive 3 BR Colonial which features a lg mod ER, FPR, 17x20 LR, 1 1/2 Full Bath, master BR Suite w/walk-in closet and 1 remodeled Full Bath, 2 Car Attached Garage and tree shaded Patio. This home is a must see! U-3923. \$182,900.

Evelyn L. Couzen, GRI
The Prudential White Realty Co. warmly congratulates EVELYN COUZEN, GRI on earning 3rd prestigious New Jersey Association of Realtors awards.
Eve achieved the honor of membership in the Distinguished Sales Club by consistently attaining membership in the NJAR Million Dollar Club for over 10 years. She has also achieved her eleventh award for the NJAR Million Dollar Club.
Always committed to professionalism in her 18 years in real estate, Eve also holds the prestigious GRI designation (Graduate Realtor Institute). As an experienced professional, Eve looks forward to helping you with all your real estate needs.

Elizabeth Nyzio
The Prudential White Realty Co. warmly congratulates ELIZABETH NYZIO on achieving membership in the New Jersey Association of Realtors Million Dollar Club.
"Liz" has been active in the real estate field since 1989, is bi-lingual in Polish and English. She is truly a professional in the field of real estate needs of the public. She prides herself in the personal service she provides.
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Automotive

Good advice on how to get to the Show

The 1998 New York International Automobile Show committee announced some "helpful hints" to assist visitors in getting to the 1998 new car and truck exhibition, which runs April 11-19 at the Jacob Javits Center in New York. Discounted travel and parking is available for the over 1 million visitors expected to attend this year's Show. The following arrangements have already been made:

The 1998 New York Auto Show opens to the public April 11 and runs through April 19. Show times are Monday-Saturday from 11 a.m. to 10:30 p.m. and Sunday 10 a.m. to 8 p.m.

As of Feb. 1, Auto Show tickets will be sold on phone by phone from TicketMaster. To order tickets, call (212) 307-7171, (516) 888-9000, (914) 454-3388, (201) 507-8900, (203) 624-0033 or visit any TicketMaster outlet.

Tickets will also be available on-site at the Javits Center throughout the show. The price of admission is \$9 for adults and \$3 for children under 12. A group discount of \$1 off each ticket is available for groups of 10 or more adults. Call Fran at (718) 746-5300 for more information.

In a joint venture between the New York Auto Show and the USS Intrepid, TicketMaster is selling tickets good for both attractions at \$15 for adults and \$6 for children under 12. To reserve tickets, call any TicketMaster outlet at the above numbers.

Special Auto Show parking rates are available at the Manhattan Plaza Garage, located on W. 42nd Street between Ninth and Tenth Avenue.

Sunday-Wednesday, after 5 p.m. - \$7; Thursday-Saturday, after 5 p.m. - \$12; daily, after 11 a.m. - \$6 up to 10 hours; \$9 up to 2 hours; \$12 up to 12 hours; rates include tax. A free shuttle bus from the garage to the Javits Center, sponsored by the Auto Show, will run Saturdays, 11 a.m.-11 p.m.; Sundays, 10 a.m.-8 p.m., and Monday-Friday, 6 p.m.-11 p.m.

Metro North Railroad offers a discounted special event ticket package including a discounted rail fare and Auto Show coupon, which will be sold at ticket booths on all lines. Adults will be charged the applicable excursion rail fare, plus \$5.75 for the show admission. Children ages 5-11 will be charged \$5 cents each way on any off-peak train when accompanied by a parent or guardian, and will be charged \$1.50 for show admission. Children under four years old will travel free and be charged \$1.50 for show admission.

Metro North commuter ticket holders, employees with rail passes and other customers traveling from intermediate stations and Grand Central Terminal can purchase only the event ticket from any station along Harlem, Hudson or New Haven lines. The special excursion package will be not be sold on-board trains.

In addition, Metro North Railroad and GNYADA will offer a chance to win a seven-day trip to two to Madrid, Spain including airfare and hotel. Pick up entry forms at GNYADA's booth, located in the Javits Center's Crystal Palace. The drawing will be held on April 18 at the GNYADA booth. Additional information on Metro North Services is available by calling (800) METRO INFO or (212) 532-4900.

The Long Island Rail Road will offer a special Auto Show discount package including rail fare and admission to the show for \$15 in zones 1-11. As a special Auto Show promotion with WKYJ radio, LIRR will distribute entry forms for a special drawing offering a six-day trip for two to the Caribbean. In addition, 50 runners-up in the drawing will receive two tickets to the Auto Show and a free round-trip pass on the LIRR. Additional LIRR information is available in New York City at (718) 217-LIRR; in Nassau at (516) 822-LIRR, and in Suffolk at (516) 231-LIRR.

New York City will sell a combination round-trip ferry and show admission tickets for \$17 for adults and \$6.50 for children, with an additional \$5 charged for parking. More information is available by calling (800) 533-FERRY. New York terminal is located one block from the Javits Center.

The Javits Center is handicapped accessible.

For information about the New York Auto Show, call Auto Show Information at (800) 282-3336.

AUTOMOTIVE

AUTO FOR SALE

ACURA INTEGRA 1998, 4 door, white, air, alloy wheels, 100,000 miles. Call for details. \$1500. 908-888-1274 or 908-887-1508.

AUTO SPECIAL, \$81.00 for 10 weeks prepaid. Call Classified for details. 800-564-8911.

CARS FOR \$100 or Best Offer. Sealed and auctioned. DEA, FBI, IRS. All models, make, books, computers and more. Your area now! 1-800-241-8777 extension C188.

CHEVY LUMINA, 1990, 85K miles, 4-door, silver, bucket seats, air-condition, AM/FM cassette, power brakes/windows/locks. Evening \$2500. 732-382-8740.

CHEVY VAN 1979, automatic transmission, air, radio, heater, 90K, \$850. Call Doy's have message 732-382-1616. Evening 732-382-8053.

DOODGE CARRAVAN SE, 1991, 16V, Blue, Auto, AC, FWD, 7 passenger, 1 owner, 34,000 miles. \$6,900. 908-984-8130.

DREAM MACHINES - put a picture of your car? Run for 1 week, only \$40. Call Classified at 800-564-8911 for details.

FIVE 15 PASSENGER Vans, Three 1992 GMC, One 1991 Ford, One 1982 Dodge, \$4,000 each. Call 973-859-8550. Ask for Mike.

FORD EMPLOYER, XLT, 1997. Take over lease payment option to buy, Mint, full power, 4-cyl, 4-cyl, 6-cylinder, 3038.87 monthly. 324-0840-8078.

FORD MUSTANG, 1986, Green, Fair condition. Asking \$1,300 or best offer. Call 908-888-8078.

FORD THUNDERBIRD 1991, Red, great condition, great tape, 40K miles, fully loaded, new tires. 50,000 miles. Price negotiable. Call 973-782-5958.

GRAND PRIX, 1988, full loaded, all power, cruise control, 100,000 power trunk release. 87K miles. \$2850, best offer. 908-823-3343.

HONDA ACCORD, 1988, 4 door, manual, power steering, bucket seats, windows, air conditioning, 100,000 miles. Great overall condition. Call 973-782-1350.

HONDA CIVIC LX, 1990, 4 door, 5 speed, power steering, bucket seats, windows, air conditioning, 100,000 miles. Great overall condition. Call 973-782-1350.

HONDA CIVIC DX, 1988, 4 door, 5 speed, negotiable. All-condition, power steering, stereo speakers, body good condition. 120,000 miles. 973-782-1350. Best offer.

JEOP GRAND Cherokee Limited, 1994, 40,000 miles, excellent condition, Serious buyers only. Call 408-753-782-9674.

LINCOLN TOWNCAR 1990, Fully loaded, one owner, low mileage, good condition, black-on-black 87000 or best offer. 722-264-9771 or 973-782-8452.

MAZDA 626 LX (Turbo) Mercedes, 1988, 80K miles, 6 speed, Air, power steering, windows, locks. Price! \$2950. Call 973-379-3968. **central**

MERCUY TOPAZ, 1988, 4 door, white, red, automatic transmission, power brakes, steering, air conditioning, 81,000 miles. \$2,190. 973-782-1350. Best offer.

NISSAN, 1990, Lexus blue body, black top, air, no passengers, 22,000 miles, \$14,000 or best offer. Call Eve 973-763-6282.

OLDSMOBILE OUTLARK Car, 1995, Air-condition, automatic, 4-door, Excellent condition, 100,000 miles. Asking \$4,250. 973-782-8452.

AUTO FOR SALE

RAM CHARGER 1995, 1988, 4 cyl, automatic, V6, min, 78K, Truck, 5.5 passenger, Loaded, Blue, silver, \$4000, negotiable. 973-822-7171.

SAAB 900 TURBO, 1989, 5 speed, convertible, white, tan leather, alarm, automatic windshield wipers. 45K miles. Mint condition. 201-842-3827.

SATURN SLT, 1992, 4 door, 5 speed, air, AM/FM stereo cassette, 80K miles. Gorgeous, clean inside and out. \$41,000. Negotiable. Call 973-323-3303.

SEIZED CARS From \$175. Fordies, Cadillac, Chevy, BMW's, Corvettes. Also Jeeps, 4 wheelers. Your area. Toll free 1-800-218-9000 extension A-5130 for current listing directory.

TABORUS GL WAGON, 1995, Low miles, new brakes, tires, All-glass, 2nd-hand books, third seat, power everything. Mint. \$7500. Milburn. 973-427-2871.

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CHEVROLET SUBURBAN, 4X4 full ton, 1988, 120K miles. New rear transmission! 5000 lbs. Best 10. Asking \$7000. Call 732-816-1022 after 7pm.

CHEVY T-100 Truck Custom Deluxe 90, 1988. One new wheel. Good condition. Good for landscaping. \$1,800. Call 908-622-0748.

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INSIDE BUSINESS

Volume One, Number One
March 1998

Health Care: A Booming Industry in Union County

Health care is a phrase that seems to be on the tip of every tongue these days. It's one of the top concerns of Americans as they struggle with problems ranging pre-natal care to the graying of the population. And it's one of the top issues on the agendas of lawmakers in Trenton and Washington.

But in Union County, health care is more than a matter of physical vitality. It's also a matter of economic vitality. Why? Because the health care industry is one of the largest and fastest growing industries in the county.

In fact, of Union County's top 10 employers (not counting government agencies), six are part of the health care industry, according to a study by the Union County Economic Development Corporation. They include three pharmaceutical firms (Merck & Co. in Rahway, with 6,500 employees; Schering-Plough Corporation in Kenilworth and Union, with 4,745; and Novartis in Summit, with 1,500) and three hospitals (Overlook Hospital in Summit, with 3,000 employees; Elizabeth General Medical Center, with 1,900; and Plainfield's Mühlenberg Regional Medical Center, with 1,300).

Why does Union County boast such a tremendous concentration of health care and health-care-related industry?

Three factors seem to loom large -- the county's central location, its proximity to major highways and mass transportation systems and the accessibility of a large, highly educated and highly skilled work force.

For example, those are the reasons Schering-Plough remains committed to Union County, according to Joseph P. Starkey, the company's manager of community affairs.

Recently, Schering-Plough decided to relocate its corporate headquarters from Madison in Morris County back to

Kenilworth, where it had traditionally been located until 1984.

"It made sense to move back to Union County," says Starkey, who also points out that the county is less than a half hour from the heart of the largest city in the United States, New York. "And the same reasons why we are in Union County and



will stay here apply to the rest of the industry as well."

The move of the corporate headquarters will take place in two years. It is uncertain how many jobs it will bring to the county, but it will involve the construction of a new building, Starkey notes.

"This will bring prestige to the county too," he says. "Instead of Schering-Plough of Madison, it will be Schering Plough of Kenilworth."

In addition, Schering-Plough has brought substantial job growth to the county in recent years, most notably with the opening of its Drug Discovery Facility five years ago. That 840,000-square foot building, the largest research facility under one roof, relocated as many as 900 new employees to Kenilworth from Bloomfield in Essex County.

But location, transportation and work force are not the only factors fueling the boom.

Like other parts of the nation, Union County has seen its population living longer and growing older. In addition, the densely populated county of more than 500,000 residents has seen an increase in the birth rate in recent years. Put those two trends together and they spell a tremendous need for health care and related businesses.

"Who is in greatest need of health care? Young children and seniors," explains Beth Congbalay, Director of Community Relations of Sunrise of Westfield, a residential facility for senior citizens who need some assistance.

"We have seen many health care-related businesses moving into the county," she says. "That's why we formed the Chamber of Commerce health care group." (See related article on page 3.)



For example, a year ago Union County had one residential facility for seniors. But in the last year alone, three have opened.

(Continued on page 3.)

Inside This Issue...

Health Care Profiles

A Booming Industry in Union County
Elizabeth General Hospital, Grinspec, Lindabury, McCormick & Estabrook and Visiting Nurse.

Did you know Medical Funders Aide Health Care Providers



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The Union County Chamber of Commerce

Elizabeth General Hospital

Elizabeth General's New "Dual Purpose" Laboratory Provides Latest Treatment For Heart/Vascular Blockages

A \$2 million state-of-the-art facility designed to study the heart and vascular system, dedicated recently at Elizabeth General Medical Center, allows physicians to perform cardiac catheterizations as well as detailed interventional studies of the entire vascular system, including the neck, kidneys, abdomen and legs.

The Interventional Cardiovascular Laboratory encompasses 3,000 square feet of renovated space, and includes a procedures room, computer room, monitoring room, holding areas and a physicians work room. The work room allows physicians to view live or recorded studies with other physician, or patients and family members. If desired, individual video frames of a particular study can be electronically transferred to the Medical Center's Radiology Department for further examination. The Laboratory is staffed by an interventional radiologist and specially trained Registered Nurses, Registered Respiratory Therapists and Registered Radiologic Technologists.

The Interventional Cardiovascular Laboratory employs one of the most powerful computer systems available, which not only shortens patient procedure time but also allows x-ray images to be manipulated to achieve the best diagnosis possible.

According to John Ciccone, M.D., medical director of the Interventional Cardiovascular Laboratory, the facility's specially trained staff and specialized equipment can eliminate the need for surgery of blood vessels that have been blocked. Examples include the coronary arteries, the carotid arteries in the neck, the renal arteries, and the vessels that supply blood to the legs.

One type of non-surgical procedure that can be performed in the Laboratory is an intervention called "stenting", which strengthens blood vessels from within and markedly improves blood flow. Guided by live-action x-ray images, the physician inserts a catheter containing the tube-shaped stent and a small balloon into the diseased vessel. The balloon is inflated to expand the vessel, which is then permanently held open by the stent. By stenting blocked carotid arteries in the neck, for example, physicians may prevent a stroke from occurring.

For the patient who has already received a diagnosis of coronary artery disease, the Laboratory provides cardiac catheterizations - which is an evaluation of the arteries supplying blood to the heart. The result of this evaluation helps determine the best course of treatment if a blockage is present. Treatment options may include exercise, medication, changes in diet or, some cases, a corrective surgical procedure.

The need for this type of service is apparent, explained David A. Fletcher, president of Elizabeth General Medical Center, who

find that approximately 900 residents in need of cardiac catheterization leave the area for treatment each year.

The addition of the Interventional Cardiovascular Laboratory is the latest development for The Center for Cardiovascular Care, which is the new name for the extensive heart care program at Elizabeth General Medical Center. Services include rapid diagnosis and intervention of heart disease through the Emergency Department, management of cardiac patients through a 20-bed Intensive Care Unit, cardiac rehabilitation through the Diamond Center for Cardiac Rehabilitation, stress testing, Holter monitoring, vascular studies, echocardiography, electrocardiography, and an aggressive community education effort.

"Elizabeth General Medical Center recognizes that heart disease represents a significant problem for many ethnic groups, as well as older persons in EGMC's service area," explained Victor M. Hatala, vice president, Marketing, Planning and Business Development at the Medical Center. "Heart disease is the leading illness in Union County, with an annual mortality rate of 330 per 100,000 residents, according to the New Jersey Department of Health Center for Health Statistics. This is 9% higher than for the state overall. As the average life span increases, so too will the demand for cardiac related services."

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Health Care in Union County

(Continued from page 1)

in the county. In addition to Sunrise, 1997 saw the opening of Brighton Gardens in Mountaineer and The Chelsea in Cranford. And the fourth residential facility, Senior Quarters in Cranford, only opened a few years ago.

But unlike many industries, which live by the motto Bigger is Better, that's not always the case with health care. Take hospitals, for instance. Neither the number of hospitals nor the number of beds has risen in recent years, but there still has been tremendous growth.

"For hospitals, growth comes in the ability to identify and meet health care needs in community. And in that area, we've grown by leaps and bounds," says David A. Fletcher, president of Elizabeth General Medical Center.

At Elizabeth General and most other hospitals, the number of beds has not grown because as treatment methods become more sophisticated and more effective, the need for long hospital stays actually decreases, Fletcher notes. Many procedures that once required hospitalization are now performed on an outpatient basis, he says.

Nevertheless, Fletcher says, Elizabeth General is growing in terms of its services and that demonstrates its commitment to the city of Elizabeth and Union County.

As an example, he cites the hospital's new \$2 million Interventional Cardiovascular Laboratory, a state-of-the-art



facility for the study of the heart and vascular system. (See related article on page 2)

And one of the county's other major hospitals, Overlook Hospital, expanded services last year to include a Comprehensive Rehabilitation and Fitness Center, a new Same-Day Surgery Center and a new Wound Care Center. And this year, it plans to enhance its obstetrics services by



modernizing the labor and delivery unit and to expand its neurological and neurosurgical services.

"Overlook is continually re-designing the ways that we provide care to the community to make our centers more customer-focused," says the hospital's president, David Freed. "By rebuilding the physical facility and re-designing the services we provide, Overlook can become even more of a resource to our patients and community."

Union County Chamber of Commerce President James R. Coyle says the county is fortunate that the health care industry is becoming such an important part of its economy.

"It is a well-paying industry for highly skilled workers," Coyle explains. "It is largely recession-proof because it is vital in good and bad economic times. But most of all, it provides a service of immeasurable value to our community and to society at large."

So from pharmaceuticals to care centers for seniors and youngsters to hospitals, it seems clear that Union County's health care boom is permanent.

In the future, Union County residents' economic health will continue to be linked to their physical health. And the prognosis for both is excellent.

Chamber's new health care group recognizes the industry's importance

Recognizing Union County's burgeoning interest in health care and the growth of its health care industry, the Union County Chamber of Commerce started a Health Care Group last year.

By designating one of the chamber's special-interest sub-groups to health care, officials acted to give members concerned with health care a forum for discussion, a voice and an opportunity to network with others in the field.

The group, which has been extremely active, has been a rousing success, bringing some of the key people in the industry together with chamber members. It now has more than 100 members.

"The Health Care Group is the first of its kind in the state of New Jersey," says Chamber President James R. Coyle. "It is an organization that brings together all of the aspects of the health care industry from hospitals to ambulance services to laboratories, and allows them to discuss and deal with their common concerns and issues."

Coyle adds that the chamber is very pleased with the group's rapid development, noting that it is already the largest single group of businesses within the chamber.

"It's great for me," says Beth Congalby, Director of Community Relations of Sunrise of Westfield, a residential facility for senior citizens. "As someone who wants to get out into the community, I only have limited time that I can be away

from my office. But this is one event every month at which I know I will be meeting with people. It's very time-effective."

Congalby, who was one of the organizers of the group, says another benefit is that it meets in different locations and holds different programs each month.

For example, in December, we met at the Take Good Care Health Super Store on Route 22 in Springfield. I had the opportunity to see new products and meet new people there," she notes.

Another organizer, Lori Ann Rizzuto of Charter Behavioral System in Summit, agrees.

"I get a chance to meet other (health care) providers and to network with other folks that I would not normally be able to sit around the table with," she points out.

Rizzuto cites concrete results from her participation in the group.

"I met people at our trade show (in October) and established relationships with them and started doing business with them," she says. "Besides, it was a just great experience."

Several hundred persons attended the trade show. It featured vendor booths with exhibits demonstrating the wide variety of health care businesses in the county. It also included panel discussions on assisted living and benefit options for

employees. One of the highlights was a luncheon featuring Theodosia Timboriani, an attorney and nationally known authority on managed care who spoke about Managed Care Contracting to more than 100 attendees.

Among those who have participated in the group's activities are New Jersey Commissioner of Health and Human Services Len Fishman; Eric Munoz, head of emergency services at the University of Medicine and Dentistry of New Jersey; Ruth Odgren, president and CEO of Visiting Nurse and Health Services, a statewide group based in Elizabeth; and Peggy Sahulka of Sunrise of Westfield.

In January, the group held a program exploring New Methods in Dealing with Alzheimer's Disease. And in February, the group observed Heart Month with a tour of Elizabeth General Medical Center's cardiac unit, and a talk from Dr. Ralph Oniscello, one of the state's most prominent cardiologists.

The Health Care Group plans a forum with area legislators in the spring. Eventually, the group is looking to develop legislative agenda to push.

Anyone interested in participating in the Health Care Group should contact Susan Jacobson, Membership Director for the chamber at (908) 352-0900.

President's Message

Welcome to the Union County Chamber of Commerce inaugural issue of *Inside Business!*

The Chamber of Commerce is the largest business association in Union County, and the only association to represent the entire County. Our mission is to represent and advance the business interests of our nearly 800 members.

The Union County Chamber of Commerce has been around for 86 years. We were founded in 1911, and have been working since then to make Union County a better place to live and work. Businesses of all types; from manufacturers to service providers; big and small; belong to the Chamber.

A healthy business community is critical to Union County. We all live or work here. If we do not protect our job base, the County will die.

This is perhaps more immediate and critical to the businesses in Union County than to anyone else. To create an environment in which they can survive and even flourish, business has long banded together in associations like the Union County Chamber of Commerce. The Chamber works with government at all levels to promote a better business environment. We work with our members to increase their business through marketing and other activities. We develop programs to disseminate business information to our members and non-members alike to enable them to run better, more effective organizations.

Inside Business is a publication about business in Union County. It is for everyone in the County. Our aim is to provide information on what is happening in the business community, and encourage support for County businesses by County residents.

We will be publishing *Inside Business* on a monthly basis for distribution throughout Union County. Each issue will focus on a different topic, or business sector. This month we are featuring the County's health care industry. Next month we examine the banking industry. Upcoming issues will deal with topics ranging from utility deregulation to Route 22, from the environment to education.

In addition, we will have several regular features. Our Capital Page includes names, addresses, phone numbers and, when available, e-mail addresses for all of our representatives from the White House to the county courthouse. We print this information as a service so our readers can voice their opinions to our officials who, after all, work for us. In addition, each Capital Page will contain a guest column by one of our representatives. We are delighted and proud that our senior United States Senator, Frank R. Lautenberg, has graciously accepted our invitation to write the first of these columns. His thought-provoking essay appears on page 7. Other features will include a guest advice column (this month's is about health-care cash flow solutions by Stuart M. Rohfeld), a Member Moments column about Chamber members in the news and a calendar of events.

Our goal is to make *Inside Business* informative reading for all Union County residents. Keep your eye out for us. I'm sure you won't be disappointed!

J. O'Connell



Member Moments...

Saudeners & Koday, a Certified Public Accounting firm in Clark, has named **Gregory Natchez** and **William Berry** Staff Accountants. Both have extensive experience in preparation of tax returns, general accounting and computerization.

Richard Healey, former training director for Resorts International Casino Hotel, has joined **Diamond Associates**, Multi-Faceted Training and Development, as director of South Jersey Operations. The post is a newly created position at the expanding firm located in Westfield and Atlantic City.

General Motors has named **Daniel A. Tankersley** Plant Manager of Linden Assembly, effective Feb. 1. A 25-year veteran of GM, Tankersley most recently was Assistant Manager of GM's Moraine Assembly plant.

Donna Marie Zerbo, J.D., LL.M., CPA, formerly of Cadwalader, Wickersham & Taft, has joined **Moore Stephens, P.C.**, a certified public accounting firm in Cranford. An expert in international taxation, Zerbo will help service clients and member firms with U.S. and foreign tax issues.

The Union County Chamber of Commerce named **Exxon, Moore Stephens, P.C.** and **CMC Printing, Graphics & Communications** the 1997 Union County Companies of the Year at its 86th Annual Award Dinner. The companies were honored for their contributions to the community and their support of the Chamber.

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Granspanny Profile...

Health Care Costs on the Rise?

Over the past three to four years, employers have experienced flat or even decreasing premium costs for the Medicaid programs for their employees. This certainly has been a welcome change to the spiraling increases of the late 1980s and early 1990s. The bad news is this favorable run may be over as health care costs begin to increase in 1998.

First, it is important to understand why costs have remained flat for so long. The plain and simple answer is Managed Care. Over the last four years, there has been a dramatic shift away from traditional medical programs to some form of Managed Care. Throughout this period we have all become familiar with Preferred Provider Organizations (PPO), Point of Service programs (POS) and Health Maintenance Organizations (HMO). The shift to Managed Care has been all-encompassing, including insurance companies, doctors, labs, hospitals and finally the claimant.

Insurance companies can deliver lower premiums through Managed Care because they negotiate discounted fees with doctors and hospitals which participate in their networks. They also have more control over the delivery of health care by limiting choice of doctors and steering utilization into their networks. All of these dynamics began coming together at a time when the nation was extremely sensitive to health care reform. Premiums had been increasing dramatically and President Clinton was pushing for sweeping health care reforms. At this time, insurance companies began to aggressively price their Managed Care products. Employers responded by implementing Managed Care programs in place of traditional programs.

As the shift to Managed Care was evolving, insurance companies began to realize this as an opportunity to increase their market share. As a result they continued to price their products to gain such market share. The strategy proved effective as more and more employers shifted to managed care. This dramatically impacted the medical community as doctors began joining networks to maintain, or increase, their patient base.

All of this resulted in market share gains by insurance companies. Their stock prices increased significantly as they reported tremendous membership growth, network expansion, lower claim costs and increased revenues. These results were even further enhanced by several large mergers

and acquisitions, leaving the remaining insurance companies that much stronger.

So why will health care premiums likely increase in 1998? Consider the following factors:

- Not as many opportunities remain to shift employees from traditional medical programs into Managed Care.
- With market share attained, insurance carriers are less likely to continue aggressively pricing their products.
- Doctors and hospitals are negotiating increased fees with insurance carriers.
- Insurance carriers have significantly underestimated the liability they have taken on through Medicare HMO programs.
- Prescription drug expenses are increasing significantly because of the higher cost associated with technology and the increase in utilization of prescription drugs by consumers.
- Insurance carriers have been experiencing earnings problems in the past three to four months.
- Implementation in some states (including New Jersey) of Managed Care consumer protection law. Such laws could have a negative impact on premiums.

General inflationary trend factors currently utilized by insurance carriers are: traditional medical, 10 to 12 percent, PPO, 6 to 10 percent, POS, 6 to 8 percent, HMO, 4 to 6 percent, prescription drug, 12 to 15 percent.

The combining of these factors points toward rising health care costs in 1998. The quickest way for insurance companies to improve earnings is through premium increases. Many insurance market analysts are forecasting average increases in the 6 to 10 percent range. Obviously, this will vary by employer, depending on plan design, location, insurance carrier, etc.

As prices begin to rise, it will be very important to closely monitor the insurance carrier marketplace. Managed care is here to stay, which means the more informed we are about it and the carriers that deliver it, the better positioned we will be as employers and consumers to utilize it effectively.

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What's Coming Up!

- March 4** Small Business Forum
"Global Investment Strategy during the Asian Flu"
Douglas Wilde, International Investment Strategist, Merrill Lynch
8:00 AM Kenilworth Inn, Exit 138 Garden State Parkway
- March 4** Business Card Exchange
With Regional Business Partnership
5:30 PM Holiday Inn North, Newark
- March 10** Industrial Safety Council Meeting
"Aggressive Driving", Sgt. Wade - NJ State Police
8:30 AM Kenilworth Inn, Exit 138 Garden State Parkway
- March 12** Utility Deregulation Seminar
"How Deregulation can save on gas bills"
8:00 AM L'Affaire, Route 22 East, Mountainside
- March 23** Annual Mayor's Dinner
With all 21 mayors invited
6:00 PM The Westwood, Garwood

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Capital Page...

U.S. Senator Frank R. Lautenberg

First, I'd like to thank you for the way you write for the many people in Union County. I'm sure you and your staff hope this publication will be a timely source of information for the people of Union County.

I'm also pleased that the topic of the issue is health care because I have sponsored legislation that targets our nation's most prevalent and preventable problem: smoking.

As you know, more of our most costly health care expenses are preventive medicine -- adopting measures to avoid disease before it becomes a problem. And, according to the Centers for Disease Control, tobacco is the leading cause of preventable death in the United States.

Every year, more than 400,000 Americans -- 50,000 of whom were never smokers -- die from tobacco-related diseases by inhaling second-hand smoke.

That's more than twice as many deaths as during World War I, World War II, the Korean War and the Vietnam War. That's more people than will die in a single year from AIDS, murder, suicide, fire, earthquakes and alcohol and drug abuse combined.

Yet, despite the statistics, Congress has done little to attack this public health crisis at its roots. We can end this problem by simply stopping children from picking up that first cigarette that creates the next generation of smokers.

Right now 3.4 million children a day pick a habit they'll someday wish they could kick. That means that in the time it takes you to read this magazine, two classrooms full of children will have been recruited into the ranks of new smokers.

I have proposed legislation to break this chain of addiction by severing its links to children.

My bill attacks the problem directly. It prices cigarettes out of the reach of most kids by slapping a \$1.50 fee on each pack. The American Cancer Society estimates this \$1.50 price hike will lead to a 50 percent reduction in teen smoking and save about 70,000 lives a year.

It is the single most effective step we can take to save our kids from addiction. It is backed by our nation's doctors and public health groups. And it is backed by the President.

The billions of dollars raised can then be funneled into programs that further promote public health issues.

First, we will have the opportunity to afford an unprecedented increase in medical research

through the National Institutes of Health and the Centers for Disease Control.

That will save lives.

Funds will also be pumped into initiatives like smoking cessation programs, public education and counter-industry campaigns.

And that will save even more lives.

I propose we do this without offering the tobacco industry the kind of unprecedented protection from civil lawsuits it seeks. Why should we give them that?

Liability laws serve the public by deterring reckless corporate behavior. And I can't think of an industry that has behaved more recklessly over the past 40 years than the tobacco industry.

Most of you reading this represent small businesses that play by the rules. You compete honestly for your customers and work hard to keep them. Tobacco has recruited their customers through a year parade of misleading advertising and keeps them through addiction.

We owe the tobacco companies nothing. They, on the other hand, owe us quite a bit. Each year they take in more than \$20 billion -- \$7.6 billion of which is profit -- while passing on to Americans a \$50-billion medical bill that is paid either in taxes or insurance premiums.

Any tobacco legislation offered this year will have to go through the Senate Budget Committee, where I am the senior Democrat. I intend to use my seniority to fight for my simple approach to put the tobacco companies on a short leash.

Last year at this time, Congress stood at history's edge. There was a bipartisan consensus that we were finally going to roll up our sleeves and balance the budget. And this year President Clinton has offered us a budget that is not only in balance, but will be in surplus for the first time since 1969.

We did this not for ourselves -- but for our children and grandchildren. A future in debt is a future in doubt.

And now this year as we debate tobacco legislation, I believe we again stand at history's edge, ready to take another step forward for our children. This time to protect their very lives.



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Lindabyr McCormick & Estabrook

The world of health care is radically changing -- and it's leaving much of the industry on the edge of its seats. For many decades, new technologies, longer life spans, demands for first-rate health care, and a seemingly open-ended flow of dollars from health insurance companies fueled significant increases in health care costs. But over the past decade, employers and the government have made a concerted effort to limit the growth in health care spending. President Clinton's health care initiative failed to address the upward spiral of health care costs, but the dialogue it generated helped to foster market driven changes, most of which can be summed up in two words: managed care. For many people these two words have come to mean only one thing, lower the cost at all costs -- that is, lower the dollar cost regardless of what it costs in terms of quality and accessibility. And so we find ourselves in a situation where physicians fear that HMOs and insurance companies, by their control of the health care dollar, are increasingly establishing the ground rules for what a physician can and cannot do. Physicians find themselves calling up HMOs to get permission to render the care they deem necessary. Many institutions like hospitals and nursing homes are under financial stress due to shrinking revenues. Home health agencies struggle to meet the needs of the indigent. The list goes on and on. Traditional ways of doing

things are changing and everyone involved is struggling with the angst of how to deal with the brave new world of health care -- managed health care.

As with all changes, there are many dislocations and problems. There are also many opportunities. Opportunities to actually manage care better. Opportunities for structural and programmatic consolidations that will generate true efficiencies. Opportunities to find ways to eliminate wasteful uses of resources. Opportunities to show that we can become more efficient, while still continuing to have the best health care system in the world.

It is not always easy to capitalize on these opportunities, and that is why many of the people involved in health care turn to experts like the health care group at Lindabyr, McCormick & Estabrook, p.a., in Westfield. This law firm, which is the largest full service firm in Union County, has been working with the health care industry for over 40 years. Throughout the entire State, as well as Pennsylvania and New York, Lindabyr, McCormick & Estabrook, p.a., has been helping hospitals, physicians, nursing homes, home health agencies, IPAs, PHOs, and others solve their problems and capitalize on their opportunities. Of course, they do all the things you would

expect from health care attorneys -- mergers and affiliations, managed care contracting, financing, employment and labor, taxation, medical staff issues, physician recruitment and retention, reimbursement issues, patient care, certificate of need and regulatory problems, etc. They also do something else that is invaluable -- they sit by their clients' side, consulting them on appropriate steps to take in a wide variety of strategic business decisions. Their knowledge of what is happening in the world of health care and of the ins and outs of health care law, makes them invaluable consultants to their clients. Their clients increasingly rely upon them for guidance in the fast changing world of health care -- for the help they need to deal with all their problems and to take advantage of all their opportunities.

Let's be confident in our mutual abilities, and let's look forward with optimism to finding good solutions as we in health care go through these tumultuous times.

If you would like further information about the health care group at Lindabyr, McCormick & Estabrook, p.a., please call one of the group's two leaders, Richard Width or Bill Watkins. They can be reached at (908) 233-6800 and their address is 53 Cardinal Drive, Box 2369, Westfield, N.J. 07091.

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UNITED
REVIEW
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Visiting Nurse

Two Visiting Nurse Organizations Merge
 ...in unity we build on our strengths to better care for patients in their homes and communities

By Mala Subramanian

Visiting Nurse and Health Services, based in Elizabeth, has merged with Visiting Nurse Service System, based in Runnemede, Camden County, effective January 1998, to better serve the patients and communities of Central Jersey (including Middlesex, Monmouth, Somerset and Union counties), South Jersey, greater Philadelphia and North Carolina. The two organizations each have served the communities for over 85 years.

Local and loyal to the community

The combined entity (a nonprofit organization), under the name of Visiting Nurse Service System (VNSS), will continue to provide home care, hospice, and community health services through the local offices.



Offers care to people of all ages in the comfort of their home

VNSS provides care at home or where the patient chooses to live, for newborns to seniors, whether acutely ill, temporarily disabled, requiring long-term care, or terminally ill. It also provides wellness programs for those who want preventive care. A plan of care is developed for each patient by a registered nurse. The home-care staff becomes an extension of the patient's physician. Services range in scope: skilled nursing; social or mental health treatment, physical, occupational and speech therapies; nutritional counseling; and assistance with essential activities of daily living, such as bathing and dressing. Pharmacy services, medical equipment, such as wheel chair and beds, are also available. Care for the elderly, children, and for people with cardiac conditions, diabetes, and other major illnesses are provided by registered nurses trained in these areas.

Among the programs available are:

- Special rehabilitation programs for stroke patients and for patients who undergo joint (hip or knee) replacement surgery
- Pediatric Medical Day Care Centers in Elizabeth and in Runnemede for children who are medically involved, and an Adult Medical Day Care in Runnemede.
- Hospice-supportive care in the home for patients with terminal illness and for their families, and bereavement

Appropriate for individuals who have suffered a recent loss of a relative or friend.

• Community Based Services: Preventive and primary health-care in the communities for children and adults including well-care, health education, flu prevention, and a nurse-managed primary care center.

The quality of care is affirmed by very high patient satisfaction ratings and accreditations received from JCAHO (Joint Commission on Accreditation of Healthcare Organizations) and CHAP (Community Health Accreditation Program)

Doing whatever it takes to care for the patient and the community

VNSS is licensed by the state and certified by Medicare to provide home care and hospice services. Payment for services come from Medicare, Medicaid, private insurance, managed care companies or from patients themselves. However, VNSS finds the resources to support the care for anyone who needs care regardless of ability to pay. This support comes from private and corporate donations, the counties, foundations, grants, volunteers who donate time, and many other sources.

For more information, contact the Community Awareness Department at 908-352-1200 ext. 371, Customer Service of Central Jersey at 800-717-CARE (2273) or Customer Service of Southern Jersey at 800-255-8986.

Mala Subramanian is Director of Community Awareness for the Visiting Nurse Service System.

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HEALTH PLAN OF NEW JERSEY

Did you know...

Medical funders aid health care providers in battling cash-flow logjam!

By Stuart M. Rothfeld

Delayed claim payments from Health Maintenance Organizations (HMOs) and the effects on health care provider cash flow is the subject of recent public scrutiny. In September 1997, New Jersey officials were reportedly negotiating with state HMOs regarding claim payment practices. In April, a New York Times article stated: "A large share of HMO profits now comes from what has long been a mainstay of traditional insurers: earning interest on other people's money."

Many health care providers, in an industry that is growing at a mind-numbing rate, can personally identify with the cash-flow problems such practices can engender. Some providers have to scramble to make payroll or cover office expenses as they await reimbursement from insurers for 90 days or even longer. Lower "reasonable and customary" payments coupled with increased and specialized processing paperwork further impacts cash-flow, operating results, and ultimately patient care.

Health-care providers who need working capital financing often cannot rely on traditional banking sources. Loan officers do not have requisite knowledge of the health-care claim billing and collection process. The actual amounts paid by the payers vs. the face value of the billings can vary significantly, making banks less inclined to accept receivables as a security asset. Since many providers offer only their fixed assets as true collateral, loan amounts are limited.

Medical funding companies, with expertise in health care receivables have developed programs using insurance claims as the only collateral for funding.

In addition to providing a source of capital, they also can offer a source for professional back office services utilizing trained personnel and computer technology geared directly at insurance company reimbursement practices. The result can optimize the efficiency and productivity of the health care enterprise. Resources involved in billing, collection and management reporting can be redeployed towards the primary focus of improving health care services and increasing volume.

Capital programs can be designed to meet the individual needs and goals of the client, but generally involve some combination of factoring and asset-based lending.

Factoring is a funding program whereby an organization can receive payment on its invoices

immediately (at a discount) instead of at some unknown point in the future. Invoices are purchased without recourse, i.e. responsibility for the collection and risk are absorbed by the funder. Money is available within days and there is no restriction on its use. There is no impact on the balance sheet as one asset (accounts receivable) is converted to another (cash); debt-to-equity ratios are unimpaired so the provider can use other types of funding concurrently.

Asset-based Lending is similar to a bank facility where a revolving line of credit is made available against receivables. Unlike the bank, however, there are no covenants or restrictions on the use of the money, nor is any control sought on the use of the funds or the management of the customer's business.

The cost and terms for these programs vary with each provider. They are dependent on factors such as the type of receivable, the average number of bills per month, their size, average reimbursement cycle, monthly volume, etc. There usually will be some startup cost involved, such as a due diligence fee which will be used as an offset to the funding company's cost of UCC searches and on-site visits to set up the program and processing transition.

Another plus for this type funding is that it is not a relatively long-term commitment (usually a year) by the provider once cash flow improves. If the funds are needed and used to increase growth, the increased sales and gross profit generated (with a level or decreasing overhead) will more than offset the costs and possibly eliminate the cash flow problem and the need for future alternative funding.

Although the costs involved with this alternative type funding will exceed traditional "prime rate" levels, such rates may not be available to the provider, as previously discussed. Other options like investment or venture capital from external sources will bring potential dilution of equity into play.

Consideration of medical funding programs is therefore a viable option for health care provider financial managers grappling with the cash flow logjam.

Stuart M. Rothfeld, is President of Cash Flow Solutions, which offers medical funding programs. Cash Flow Solutions likewise services other industries with creative asset-backed factoring and financing programs. Phone: 973-992-8045; Fax: 973-992-6104.

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