



# Union County

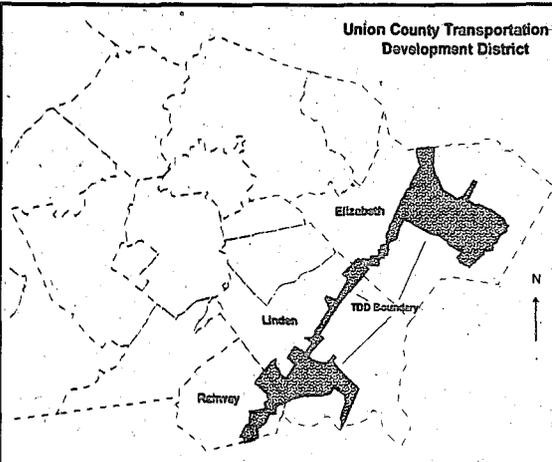
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WORRAL COMMUNITY NEWSPAPERS

THURSDAY, APRIL 30, 1998 - SECTION B

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## Union County Transportation Development District



## Committee to assess transportation needs

Officials representing county and local governments, business and transportation agencies met recently to discuss transportation needs along the Route 1 corridor in Union County. A newly formed planning committee of the Union County Transportation Development District hopes to help balance new jobs and businesses in the area with changing transportation needs.

"This group represents a broad array of interests but all have one common concern — building a better economy in Union County," said Daniel P. Sullivan, chairman of the Union County Board of Chosen Freeholders.

"This is important to residents and businesses across the state as we grapple with increasing growth and congestion along Route 1," Sullivan added.

The Joint Planning Committee of the Union County Transportation Development District, or TDD, is a public-private partnership working to implement the district within the county. Like a similar program already established in Mercer County, the TDD would identify transportation projects and improvements needed in the corridor and would provide a funding mechanism to bring them to fruition. Officials hope that implementation of the transportation district will also help manage growth and improve transportation access along the busy highway corridor.

Union County's TDD is the first such program in an urban area. In Union County, the Route 1 corridor passes through the cities of Linden, Rahway and Elizabeth.

"Union County is on a course

toward responsible, planned development into the next century. Ensuring efficient transportation is an important part of that development," said Freeholder Donald Goncalves of Elizabethtown.

George Devanney, Director of the Union County Department of Economic Development and chairman of the planning group, said the TDD "ensures that this critical gateway will be prepared to accommodate the new development, making this county an economic force in the region." In addition, Devanney stressed the importance of partnership with the business community in meeting the demands of growth, transportation and development.

"Business and government must work together to realize our potential," he said.

## Senator fined for misusing funds in political war chest

By Sean Daily

State Senator C. Louis Bassano, R-Union, has been fined \$6,000 for borrowing \$80,000 in campaign funds and loaning it to his Kenilworth fuel oil business.

The fine was levied on March 23 by the state Election Law Enforcement Commission, ELEC. This was after Bassano was found guilty of two civil violations of a 1993 state law prohibiting the personal use of campaign funds.

Bassano waived his right to a hearing before the commission.

On two occasions, according to the complaint filed by ELEC, Bassano loaned funds from his war chest to H&I Fuel Company of Kenilworth. Bassano and his wife, Joan, each own fifty percent of the company.

According to ELEC, loaning campaign money to a business in which Bassano had an "economic interest" constituted the personal use of campaign funds.

There are six proper uses for campaign funds under the 1993 law: payment of campaign expenses, chari-



C. Louis Bassano

table donations, donations to other candidates, office overhead, refunds to contributors and ordinary expenses for holding office.

Bassano, who has served continuously in the Legislature since 1974, could not be reached for comment. According to published reports, he said he regretted the action, calling it "poor judgement" on his part.

Bassano claims he brought the loans to the attention of ELEC in 1996, on the advice of his accountant. ELEC officials would not comment

if their investigation was prompted by Bassano.

The first incident, according to the complaint, was on July 17, 1995 when Bassano withdrew a \$60,000 check from the Citizens for Bassano campaign fund. The same check was given to H&I Fuel Company the next day as a loan.

On Nov. 30, 1995, Bassano withdrew another check from the campaign fund, this time for \$20,000. This check was given to H&I Fuel Company as a loan on Dec. 4, 1995.

According to ELEC, both checks can be found in quarterly reports filed by Bassano with the commission. The first check is listed in the third quarterly report of 1995 while the second is in the fourth quarterly report of 1995.

The campaign funds Bassano used were in a money market fund, with a three percent annual interest rate, according to ELEC.

The money was repaid at an annual interest rate of 9.25 percent. The loans reportedly resulted in \$1,850 interest for Bassano's campaign fund — more than triple the \$600 the funds would have earned in the money market fund.

## Board agrees to study a cross-county rail link

By Sean Daily

Two big ticket items were approved at last Thursday's meeting of the Union County Board of Chosen Freeholders.

The first resolution authorized County Manager Michael Lapolla to enter into a \$376,373 contract with Raytheon Infrastructure of Jersey City.

Raytheon is to conduct a study on implementing an east-west mass transit rail system to connect Port Elizabeth and Elizabethtown in the east to Plainfield in the west. This commuter rail system is intended to provide rapid access from across the county and from Manhattan to Jersey Gardens Mall and the Elizabethtown station in Elizabethtown, in the future, to Newark International Airport's monorail line.

According to Freeholder Donald Goncalves of Elizabethtown, liaison to the county's Department of Economic Development, the county has been working on this rail line for a year, lobbying with local officials and rounding up funding.

Goncalves called the rail line a "cutting edge proposal for light rail in the county."

County Manager Lapolla and the other freeholders were just as enthusiastic.

Lapolla called the line "the most important transportation project in Union County at the present time."

"The cross-county rail link would be crucial to giving access to jobs and the mall in Elizabethtown when it opens up," he said.

Raytheon also operates the Hudson-Bergen Light Rail System. According to Lapolla, they were hired for the study because they were "tops in their business."

*'The cross-county rail link would be crucial to giving access to jobs and the mall in Elizabethtown when it opens up.'*

— Michael Lapolla  
County Manager

The freeholders also approved a seven-year contract with NUI Energy Solutions Inc. of Union, a subsidiary of Elizabethtown Gas Company.

NUI was hired to reduce the county government's energy utility bills. It will be paid 20 percent of amount Union County saves on its electricity bills.

The company will generate these savings partly through changes in equipment, such as variable speed motors on fans, and partly through competitive bidding. The deregulation of the electricity industry in New Jersey makes this possible.

NUI has estimated that it will save the county \$1,305,000 annually, although this figure will vary. As a result, NUI was hired for \$254,325, slightly less than 20 percent.

NUI had recently made a presentation to the freeholders. According to Freeholder Chairman Daniel Sullivan, NUI represented the best package as

to what they could offer us and they were comfortable with us and they had the best presentation to us."

Union County's municipalities can join the county government in bidding for energy services, the freeholders said. This option will be presented at a shared services meeting in May.

In other news, the freeholders passed an ordinance that prohibits the training of "attack dogs," such as pit bulls, in county parks.

According to Lapolla, the ordinance is a response to reports of people training unleashed attack dogs in Roselle's Warnance Park. Crowds would often gather to watch these training sessions.

"They have no place in county parks and it is hard to believe that people would put other people, especially children, at risk," he said.

Violating the ordinance carries a \$100 fine for each instance.

## Course targets drug dependence

"Diagnostic Assessment," an 18-hour workshop is being offered by the National Council on Alcoholism and Drug Dependence of Union County. The course begins on May 7 from 6 to 9 p.m., with subsequent dates of May 9 from 9 a.m. to 4 p.m., May 14 from 6 to 9 p.m. and May 16 from 9 a.m. to 4 p.m. The presenter, Maryann Higgins, is a licensed social worker and certified alcohol and drug counselor. The workshop will cover initial assessment interviewing, diagnostic assessment and appropriate treatment and/or referral.

The workshop will be offered at the NCADD offices, 300 North Avenue East, Westfield. The cost of the course is \$135. Scholarships are available on a first come-first basis.

## Back to drawing board for FAA

By Sean Daily

Come July, the Federal Aviation Administration will be "starting from scratch."

During an April 13 press conference, the FAA announced it will begin a review of the national airspace system, including airplane routing. The study will begin at Newark International Airport, the biggest source of airplane noise in Union County.

"It's to look at how we're using the system and see how to improve efficiency and utilize new technology such as the Global Positioning System," said Jim Peters, an FAA spokesman.

Peters added, "We have a safe system now, but the goal is to improve the safety of the system."

Peters said the FAA is beginning its studies at Newark International "because it's one of the most congested in the nation."

When asked how this study will affect noise pollution from airplanes, Peters said, "We certainly hope that one of the byproducts of this is to reduce aircraft noise."

The study will take five to 10 years to complete, according to Jerome Feder, chairman of the county's Air Traffic

Noise Advisory Board. This, he said, is too long to wait for relief from aircraft noise.

"At this point, the FAA can fix the noise problems before the regional redesign and, furthermore, they should do it to demonstrate that they can," said Feder.

The FAA began redesigning Newark International's airplane routes in 1987 as part of the Expanded East Coast Plan.

Congress called on the FAA to improve this plan in 1990, giving it 180 days. Six years later, the FAA came up with the Solberg Mitigation Plan for Newark's Runway 22. The plan was to bring airplane noise relief to a small section of Union County.

Feder said plans have not been following the Solberg plan, spreading the noise from the airplane's engines over large sections of Union County.

The FAA is currently experimenting with a new plan called the "260-turn" plan, which turns a quarter of the planes departing from Runway 22 away from the Arthur Kill and Staten Islands. This is supposed to give relief noise relief to Rahway and the Colonia section of Woodbridge.

New Jersey groups had called the 260-turn plan politically motivated. They said the plan turned planes away from Staten Island at the expense of New Jersey residents.

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# ARTS & ENTERTAINMENT

## A great revival is just around the corner

An ambitious, exceptional musical revival of "A Tree Grows in Brooklyn" opened Friday night at the Forum Theater in Metuchen, right around the corner from Linden and Rahway. The play, which was adapted to a musical from Betty Smith's classic novel of the 1940s by the author and George Alboon, with lyrics by Dorothy Fields and a score by Arthur Schwartz, was directed with a tender, loving hand by Peter J. Loewy, who also, incidentally, had a few minor roles in the show.

This version of "Tree" which changed the angle of the book, but retained all of its richness and pathos, had opened on Broadway in 1951 and ran for 270 performances. Here, at the Forum, it unfolds the story of Katie Nolan and her charming, but alcoholic husband Johnny, who cannot even hold a job as a singing waiter in a

### Theater View

By Bea Smith  
Staff Writer

saloon, and their beloved daughter Francis, who is completely devoted to her father. Then there is Clisy, Katie's boisterous sister, who named all of her husbands and lovers "Harry" after her first husband, and who is equally devoted to her sister's family.

The musical, with its extremely effective numbers, such as "I'll Buy You A Star," "Make the Man Love Me," "Look Who's Dancing" and "New Broom," has an excellent large

cast, headed by Susie Paplow as Katie, Chris Yates as Johnny, Paul Whelan as Harry, and the inimitable Vicki Tripodo as Clisy.

The others in the cast give truly fine performances, especially Jean Marie Henry as Francis, and Duane M. Ward, who plays Hilly and who also served as choreographer. The set design was made especially attractive by Frank Knox. Costume design was by Robin McGee, lighting design, Ed Mathews; sound design, Dave Rice, and musical direction, Mark George.

"A Tree Grows in Brooklyn," as presented on the Forum stage, has everything from music, comedy, drama and tragedy and wonderful background to support it. It is really a worthy production for an appreciative, approving audience.



The beautiful girls of yesteryear perform in the Stephen Sondheim-James Goldman musical, "Follies," at the Paper Mill Playhouse, Millburn, through May 31. From left are Carol Skarimbas, Donna McKechnie, Laura Kenyon, Natalie Mosco, Kaye Ballard, Jo Ann Cunningham, Dee Hely, Liliane Montevecchi, Billie Thrash, Phyllis Newman and Ann Miller.

## Roselle school production is no 'horror' show

What do you get when an alien, man-eating plant, movie Star Row rock-and-roll devotees? "Little Shop of Horrors!" This fast-paced, over-the-top musical comedy with a plot that centers around a rather aggressive, singing plant was written by Howard Ashtman and Alan Menken and given a very enjoyable production by the students and staff of Roselle Catholic High School this weekend.

More than an ensemble piece, this show presents several different roles for any school production. First and foremost is getting eight people who can all be counted on to carry an important section of the show. Unlike some plays, "Hamlet" comes to mind immediately, that depend on having one good actor and a good supporting cast, shows like "Little Shop" need many strong actors. Now, this doesn't mean that "Hamlet" is easier to do than "Little Shop." However, when we consider that school productions are cast from limited pool of possible candidates, we see that selecting a show that is an ensemble piece points to the director and producer's faith in the general level of ability of the students of the school. It is obviously easier to find one good actor than the many found on stage for this production.

The second obvious problem with doing this show is the need to have a singing plant that is large enough to

### Theater View

By Anthony Giordano  
Theater Correspondent

eat a man! Local and school productions have not been known for their vast budgets. Often, shows like "Little Shop" either can't be done or a makeshift plant is used to the obvious detriment of the production. It is a credit to the powers-that-be at Roselle Catholic that they provided a budget that allowed for the renting of a professional prop. All too often when I review high school plays, I walk into a school and past rows of trophies for sports teams that receive large sums of money for equipment and transportation, only to see sets and costumes that look like they came from the closets of the cast and the faculty lunch room! Bravo, Roselle Catholic for supporting the cast financially as well as emotionally!

The fast-paced tempo of director Patrick Starga combined with the Linda Anne Burt's vocal direction to produce actors who seemed confident in their roles and vocal ranges. The choreography of Barbara-Jude Greco, reminiscent of the 50s, provided the

chorus with steps that supported their vocal style.

Teresa Pagosa's Audrey was touching and her rendition of "Somebody That Gets in the Way" was a highlight of the show. Michael Bondi's Seymour was right on as the nerdy, would-be boyfriend of Audrey, as was Tony's Szyko's Orin's "Dontist" number, an audience favorite. The three "back-up singers," Mary Des Rosiers, Brienne Caruano, and Margaret Triano, provided that 50s look and sound, through numerous quick changes.

One of the most difficult parts in this play for any high school student, Mr. Musherik, was admirably done by John Lapinski. It's never easy to maintain an accent and an advanced age.

Often the difference between a good performance and a bad one is not the lead roles, but the supporting cast. Often a worthless job, walk-ons and bit parts at times get pushed aside. It is a credit both to the directors and the players that this production had supporting members who held their own.

Peter Pizza, Karla Lubas, Jason Kaciupski, Colote Ciliberto, Linda Barker, Jill Poochney, Michael Rotolo, Britany Blackwell and Christopher Curski all did fine jobs and happily the principal parts have thanked them for that before I did.

## 'Other People's Money' is a sound investment

A capital production is a store for audiences of The Philadelphia's "Other People's Money," which runs through May 23 at The Carriage House in Fanwood.

Andrew Jorgenson, owner of a quiet Rhode Island company which manufactures soon-to-be obsolete wire and cable, has weathered many storms, including personal scandal and unfavorable liberal administrations. Almost one decade ago, however, finds it difficult to hold onto his assets when Wall Street's own Larry "The Liquidator" Garfield blows into town and starts buying up all his shares.

Alarmed, Jorgie's long-time assistant contacts her estranged daughter, a financial attorney, who takes on the shark — but finds Jorgie to be less than cooperative, and "The Liquidator" more than willing to put his money where his mouth is.

### Theater View

By Jacquie McCarthy  
Associate Editor

A talented ensemble cast make this story an engrossing one, pulling through some technical difficulties on opening night with aplomb. John Correll is great as William Coles, the frustrated manager whose warnings of impending doom fall on deaf ears. George Straley, wonderful as the father in The Philadelphia's "Painting Churches" last season, returns to lead an enormous talent to the character of Jorgie. Philadelphia's veteran Carole McGee is just as wonderful as Jorgie's devoted Bea Sullivan.

between financial attorney Kate Sullivan and "The Liquidator," a factor obviously missing from the movie version with Danny Devito. Lynn Langone's Kate is the perfect foil for Sargent Hershkowitz' Larry. Hershkowitz, fresh from a bravo performance in Westfield Community Players' "I'm Not Rappaport," has outdone himself in creating the smartest bad guy that ever won you over. You'll be laughing while he does his dirty work — as "The Liquidator" puts it, a five-letter Yiddish term which literally translated means "to push."

Has off to directors Naomi and Jerry Yablinsky for a neatly staged and tightly performed show. However enjoyable, audiences should recognize from this carefully worked review that this humor is adult in nature, but should not let that keep them from stopping by. For tickets, call (908) 322-8686.

## It's a revival of the finest at Paper Mill

There is a certain sophistication that reaches out into an audience in nostalgic moments when veteran actors and actresses, dancers and comedians revive their own talents in a musical production. That sophistication is sublimely evident in "Follies," the Stephen Sondheim-James Goldman full and complete musical revival at the Paper Mill Playhouse in Millburn.

As directed by the versatile, talented Robert Johnson and choreographed by the equally talented Jerry Mitchell, the immensely entertaining production that won seven Tony awards a quarter-of-a-century ago is thrilling audiences with its enormous beauty, its marvelous songs, its breathtaking scenery — thanks to the great scenic designer, Michael Anania — its hugely entertaining comedians, its fantastic costumes — thanks to Gregg Barnes — and its absolutely beautiful women.

Saturday night was a night to remember for theatergoers. One didn't know what or whom to look at first, what to enjoy most — the acting, the music, the dancing, unbelievably stunning costumes, the fabulous chorus girls, reminiscent of the Ziegfeld Girls — in this production, they are called the Weismann Girls.

And where — we ask you — where are you going to find an all-star cast spontaneously assembled in one production? Stars such as Eddie Bracken in the role of a legendary theatrical producer Dimmy Weismann — he need only stand and look a certain way for the audience to crack up — Tony Roberts as Buddy Plummer, who can do comedy and drama, sing and dance — a true professional — the exceptional Ann Miller, approaching her 80s, who plays Carlotta, and for whom the audience applauded so wildly and so long at the climax of the show that it seemed her bows would never end; Kaye Ballard as Hattie, as the one-and-only Kaye Ballard can play a role — she can put the audience in stitches just by walking across the stage — Phyllis Newman, still beautiful, as Stella, and the very French, very sleek Liliane Montevecchi as

### Theater View

By Bea Smith  
Staff Writer

Solange, who gave the theatergoers their "money's worth."

Then there is Dee Hely, who plays Phyllis Rogers Stone, who is an especially versatile performer, with a beautiful voice and an equally beautiful dancer — a real scene stealer — and a star! She has a show-stopping musical scene in the second act, in which she discards her clothes like a sophisticated supper and disappears before one's very eyes at the climax of her number. Donna McKechnie is particularly exceptional in her role of Sally Durant Plummer, who has been longing for her lover of yesteryear, Benjamin Stone, wonderfully played by Laurence Guillard. The others are Carol Skarimbas as Heidi and Donald Saddler and Natalie Mosco as Theodore and Enalie Whalman.

There is another of the many of outstanding features that makes "Follies" a unique musical. It's the young people who perform the roles of the middle-aged performers, as shadows, with them, alongside of them and in place of them throughout the play. These people must have been chosen not only for their talents, but for their resemblance to the stars. It's the most amazing thing one has witnessed on a musical stage in a very long time.

They include Billy Humber as Young Buddy, Michal Grunberg as Young Ben, Darrold Holden as Young Sally and Meredith Paterson as Young Phyllis, in addition to Holly Cuiakshank, David Eggers, Shawn Emanjones, Pascale Faye, Pamela Jordan, Temple Kane, Vahan Khanzadian, Ingrid Landorff, Krista Laporte, Jean Marie, Art Phillips, Erick Panick, Joseph Sark, Robert Stockie, Billy Thrash and Ilana Urbina.

The story is an interesting one. There is a reunion of Follies perfor-

mers in a nearly demolished theater where old-time performers are invited to a final party by their producer, Dimmy Weismann. It is here that they reminisce and attempt to recapture their glorious days of old and to relive their loves and their moments of ecstasy — and disappointments. And it is here that they are faced with the ghosts of their youth.

The resounding, fabulous Sondheim numbers are effectively performed and beautifully presented. In the first act, there are "Beautiful Girls," "Don't Look At Me," "Waiting For the Girls Upstairs," "Listen to the Rain on the Roof," "Ah Paris," "Broadway Baby," "The Road You Didn't Take," "In Buddy's Eyes," "Who's That Woman?" with original choreography by Michael Bennett and Bob Avian, which was recreated especially for this production. "I'm Still Here" and "Too Many Mornings,"

In Act II, there are three wonderful songs: "The Right Girl," "One More Kiss" and "Could I Leave You?" "Follies offer "The Folly of Love," "Lovebird," "The Folly of Youth," "You're Gonna Love Tomorrow" and "Love Will See Us Through," "Buddy's Folly," "The God Who Don't You Love Me Black," "Sally's Folly," "Love My Mind," "Phyllis's Folly," "Ah But Underneath," a real show stopper, and "Ben's Folly," "Live, Laugh and Love."

In this rising inspiring production, with its musical direction by Jim Coleman and Tom Helm, and its wonderful lighting design by Mark Stanley, and its cast of performers so stunning to be believed, a reviewer can say that the Paper Mill and Angelo Del Rossi, its executive producer, are really, really outdone themselves, particularly in celebration of their 60th anniversary. It was a labor of love for Johnson, who directed such an enormous production with awe and devotion. And just Saturday night, a movie fan noticed that the still lovely, fed-headed movie star Arlene Dahl was in the audience.

Her presence really completed the cycle of age of the stars on the Paper Mill stage. Who could ask for more?

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# ARTS & ENTERTAINMENT

## Don't let 'The Rage,' Patti Page, pass you by

Back in the mid-1950s when Patti Page was all the rage on radio and on records and albums, I was a reporter and columnist for the now defunct Newark Evening News. The fact that the famous singer and performer was scheduled to appear in concert at the Paper Mill Playhouse in Millburn on Oct. 21, 1997, rescheduled for the spring, May 5 at 8 p.m., brought back a flood of memories: Musical memories.

There were many very fine singers who were recording like mad "way back then," but Patti was my very favorite. I'd worn out my records of her "How Much Is That Doggie in the Window?" "Tennessee Waltz" and "Allegheny Moon," so, when the opportunity to do a story on her arose, I took advantage of the moment, and practically flew to New York City. Well — as fast as the New York bus would take me.

Blonde, blue-eyed and with a wide generous smile, Patti greeted me at a restaurant the name of which I have long forgotten. But we were to have lunch. And I remember that Patti was watching her weight, so we both had meager meals in a fancy restaurant. I remember how Patti talked about her life, public and private, her musical career, her phenomenal success on radio and on records. We talked on and on — as if we were the best of friends.

Well, since we didn't have that much to eat and were already getting "those looks" from the waiter, we decided to get up, get out of the restaurant, and walk. So, we just strolled along the Broadway scene, chatting. Somewhere, along the way, I must have mentioned to Patti that I'd worn out my three favorite records, back then 78 rpm, so she suggested we stop at a music shop to get some new ones.

During our walk, I had noticed that people were passing us on both sides of the street, and no one actually recognized Patti Page, the Singing Rage.

## Find out what's cooking at Miller-Cory House Museum

If you enjoy cooking, becoming a member of the Miller-Cory 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.

## Flowers, landscapes can be found at the arboretum

A watercolor exhibit by Joan Pittis, "Lyrical Flowers and Landscapes," will be on view at the Reeves-Road Arboretum in Summit through May 31.

Her paintings, some with touches of gouache, will echo the Arboretum gardens and flowering trees awakening with inflorescence.

The Madison artist, who is assistant professor of art at the College of St. Elizabeth and an associate member of the New Jersey Watercolor Society, discussed her approach. "I think of painting as the sheer pleasure of applying paint to paper or canvas. Sometimes surprising results occur. I enjoy approaching a clean piece of paper with an idea in mind, sometimes pictorial, sometimes abstract and often just painterly," she explained.

Pittis received her M.A. in art education from Kean College and furnished her studies at Parsons School of Design, NYC and the Newark School of Fine and Industrial Arts.

While pursuing her B.A. at Drew University, she was inspired by Dr. and Mrs. Robert Zuck of Drew's science department who helped her "look more intently at growing things."

Pittis received an award in the juried exhibit at Millburn-Shore Hills Art Center as a first place from the NJ Watercolor Society. She has exhibited her work in group exhibitions at Scherling Plough, Lever House, NYC, Morris Museum. Private collections also contain her watercolors.

"Lyrical Flowers" can be seen during office hours, 9 a.m. to 3 p.m., Monday through Friday, at the Reeves-Road, a national and state historical site at 165 Hobart Ave., near Rt. 24. For more information, call (908) 273-8787.

## Bea A Star

By Bea Smith

I was terribly disappointed, but I didn't let on because I didn't want to mention something that might hurt her. By the way, this was before television had come into its own, and Patti guest-starred on many variety shows later in the 1950s.

Finally, we found a music shop, peered in the window and found a couple of Patti's albums with her picture staring right back at us. "Let's go in," said Patti. We went in, looked around, and then Patti ordered three records from the salesman: "How Much Is That Doggie in the Window?" "Tennessee Waltz" and "Allegheny Moon."

The salesman found the records after a brief period, stared straight into Patti's eyes, and said politely: "Here you are. That'll be \$3." No sign of recognition. And I know Patti began to become aware of it, too.

But she smiled, handed her gifts to me, and as we began to walk out of the store, I noticed that the salesman started to blink. Then in a sort of excited state, he called over a couple of the saleswomen and began pointing in our direction.

I noticed immediately, and very happily turned to Patti. But she had not noticed the belated display of emotions and reactions. Ever the lady, she continued to walk along the pavement with a bright smile on her lovely face.

Her public has been making it all up to her ever since. And now that she's going to come to Millburn in the spring — and everyone, but everyone remembers Patti Page — the fans will be there in droves. Particularly this one. A long lasting reunion of recognition — at long last.

## REUNIONS

Hillside High School Class of 1950 will hold a reunion on May 2. For information, write to Reunions Unlimited Inc., P.O. Box 150, Englishtown, NJ 07726, or call (908) 780-8364.

Millburn High School Class of 1967 will hold a reunion on May 2. For information, write to Reunions International, P.O. Box 6579, Freehold, NJ 07728, or call (732) 845-3200.

Kean University's Alumni Association will celebrate 10 class reunions on May 2 for the classes of 1943, '53, '58, '63, '68, '73, '78, '83, '88 and '93. For information, call (908) 827-2555.

Linden High School Class of 1963 will hold a reunion on July 11. For information, call Reunions International at (732) 845-3200.

Union High School Class of 1973 will hold a reunion on July 17. For information, call Reunions International at (732) 845-3200.

Governor Livingston Regional High School Class of 1968 will hold a reunion on July 25. For information, call Reunions International at (732) 845-3200.

Arthur L. Johnson High School Class of 1973 will hold a reunion on Aug. 1. For information, call Reunions International at (732) 845-3200.

Linden High School Classes 1950-1959 will hold a reunion picnic on Aug. 29 from 1 p.m. to dusk in Memorial Park, South Wood Avenue in Linden. For information, call Gail Hudak at (908) 862-4272.

Linden High School Class of 1958 will hold a 40th reunion on Sept. 12 at Gallop Hill Inn. For information, call Gail Hudak at (908) 862-4272.

Railway High School Class of 1978 is planning a 20th reunion on Oct. 16 at The Westwood in Garwood. For information, call (732) 382-6956.

Roselle Park High School Class of 1954 is planning a reunion for February 1999. For information, contact Jean Castello Mangini, 2120 Villa Way, New Smyrna Beach, Florida 32169.

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# Janeau gets five in six for 'Three O'Clock High'

Phil Janeau, the director of "Three O'clock High," was fresh out of college when he sent Stephen Spielberg a short film he had just finished. Six months later, Janeau was directing this \$5 million film.

"Three O'clock High" is the story of a nerdy high school student, played by Casey Siemaszko, and the feared bully who threatens to beat him up after school. It's a one-pick pilot, but Janeau directs the film with the chance-taking abandon of a film school student. Luckily for him, his chances work.

Quick and stylized camera movements in the vein of the camera following the cue ball in Scorsese's "Color Of Money" speed the film along and keep the viewers on their toes. The film even has a few elastic scenes. In one, Siemaszko offers to pay the bully to let him alone. The bully is reluctant at first, wanting to pound Siemaszko into a bloody pulp, but reconsiders when an extra few hundred dollars are added. When he takes the

## The Video Detective

By Jim Riffl

money, he looks Siemaszko dead in the eye and says, "You didn't even try. How does that make you feel?" Siemaszko takes the money back, and the showdown.

Video Detective Trivia: Who was the last woman to be nominated for Best Director, Best Screenplay and Best Picture?

Answer: Jane Campion for "The Piano," 1993.

New on video: "Ulee's Gold," drama; "Brassed Off," comedy; "Greavesend," action/drama.

A resident of MountAinside, Jim Riffl is the author of "The Video Detective's Guide to the Top 100 Films of All Time."

## Correction

It should have stated in the "State of the Arts" column, April 16 edition, that as many as 75 volunteers contribute their time to the Union County Annual Teen Arts Festival. In addition, 3000 students from 47 countywide schools participate, administered by a staff of 50 paid professional artists.

It is the policy of this newspaper to correct all significant errors that are brought to the editor's attention. If you believe that we have made such an error, write Editor in Chief Tom Canavan, 1291 Stuyvesant Ave., Union, 07083, or call (908) 686-7700, ext. 329 weekdays before 5 p.m.

## Send it e-mail

Worral Community Newspapers accepts letters to the editor and guest columns via e-mail. The address is WCN722@localsource.com.

Letters and guest columns must be received by 9 a.m. on Mondays to be considered for publication in Thursday's edition.

Letters received via e-mail must be on topics of interest, preferably in response to content that appeared in the newspaper. They should be double-spaced and no longer than two pages. Worrall Newspapers reserves the right to edit for length, clarity and fairness.

For purposes of verification, all letters must include a name, address and daytime telephone number.

Advertising and news releases will not be accepted by e-mail.

Your abilities can earn extra income. Advertise them with a classified ad by calling 1-800-564-8911.

# Union County Utilities Authority

1998  
HOUSEHOLD SPECIAL WASTE DISPOSAL DAYS  
Spring Events

Springfield  
Saturday, May 2, 1998  
8:00 a.m. to 2:00 p.m.  
Municipal Swimming Pool  
Morrison Road

Union  
Saturday, June 13, 1998  
8:00 a.m. to 2:00 p.m.  
Public Works Yard  
Svanstrom Place

### MATERIALS ACCEPTED FOR SAFE AND PROPER DISPOSAL

- AEROSOL CANS
- ANTIFREEZE
- BATTERIES
- CAUSTICS
- CORROSIVES & CLEANERS
- FIRE EXTINGUISHERS
- FLUORESCENT BULBS (UNBROKEN)
- THERMOSTATS
- MERCURY SWITCHES
- MOTOR OIL & MOTOR OIL FILTERS
- OIL BASED PAINTS & VARNISHES
- PESTICIDES & HERBICIDES
- POOL CHEMICALS
- PROPANE TANKS
- SOLVENTS & THINNERS
- GASOLINE



• ALSO ACCEPTED ARE SMALL ELECTRIC APPLIANCES WITH NON-REMOVABLE RECHARGEABLE BATTERIES (CORDLESS TOOL, FLASHLIGHT, ETC.)  
• UNKNOWN OR UNIDENTIFIED MATERIALS, EXPLOSIVES, RADIOACTIVE MATERIALS, GAS CYLINDERS AND MATERIALS CONTAINING PCBs WILL NOT BE ACCEPTED.  
• LATEX PAINT OR EMPTY PAINT CANS WILL NOT BE ACCEPTED AT HOUSEHOLD SPECIAL WASTE DAYS.  
• ONLY MATERIALS IN ORIGINAL OR LABELED CONTAINERS WILL BE ACCEPTED.  
• NO CONTAINERS LARGER THAN FIVE GALLONS.

### LATEX PAINT RECYCLING DAY

Westfield  
Saturday, May 16, 1998  
8:00 a.m. to 2:00 p.m.  
Municipal Swimming Pool  
Scotch Plains Avenue



- LATEX PAINT WILL BE ACCEPTED ONLY IN THE ORIGINAL PAINT CAN.
- NO CONTAINERS LARGER THAN FIVE GALLONS.
- PAINTING CONTRACTORS WILL NOT BE PERMITTED.
- OIL BASED PAINT AND OTHER HOUSEHOLD SPECIAL WASTE WILL NOT BE ACCEPTED AT THIS EVENT.

### ELECTRONIC RECYCLING DAYS

Westfield  
Saturday, May 16, 1998  
8:00 a.m. to 2:00 p.m.  
Municipal Swimming Pool  
Scotch Plains Avenue



ITEMS ACCEPTED INCLUDE THE FOLLOWING:  
• TV's, VCR's, MICROWAVE OVENS, MONITORS, PRINTERS, FAX MACHINES, COMPUTERS, RADIOS, CELLULAR TELEPHONES, TELECOMMUNICATION EQUIPMENT, AUDIO EQUIPMENT AND STEREO EQUIPMENT.  
• WHITE GOODS WILL NOT BE ACCEPTED.

PRE-REGISTRATION IS REQUIRED FOR ALL EVENTS  
• FOR MORE INFORMATION, TO PRE-REGISTER OR FOR NEWS CONCERNING CANCELLATION OF AN EVENT DUE TO SEVERE INCLEMENT WEATHER.

CALL THE UNION COUNTY UTILITIES AUTHORITY AT (732) 382-9400

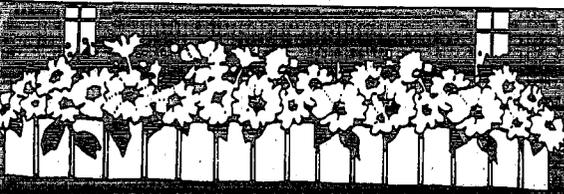
UNION COUNTY RESIDENTS ONLY - PROOF OF RESIDENCY REQUIRED  
• INFORMATION REGARDING CANCELLATION OF AN EVENT DUE TO SEVERE INCLEMENT WEATHER WILL BE AVAILABLE ON THE FRIDAY BEFORE AN EVENT AFTER 3:00 P.M.

# College seeks material for historical project

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 Hillside 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) 527-2371 for further information.



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Sun May 24th & May 25th  
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sponsored by town of Livingston, Youth Appreciation Week  
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win 4 FREE Tickets each week  
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Call InfoSource at 908-696-9898  
Enter selection #5555  
Winning tickets must be picked up at our offices.  
Proof of I.D. required  
UNDER A CANVAS ARENA LARGER THAN A FOOTBALL FIELD!

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

## KIDS

CHILDREN'S TROUT DEBUT will be held through Saturday in Railway Park, located on George Avenue, Rahway. For information, call (908) 827-4900.

CHILDREN'S THEATRE at Paper Mill Playhouse will present "Gulliver's Travels" on May 2 and 3, and "The Princess and The Pea" on May 9 and 10. Shows at 10 a.m. Tickets \$8 for orchestra, \$7 for mezzanine. The playhouse is located on Brookside Drive in Millburn. For information, call (973) 376-4433.

NATIONAL SCRAPBOOK DAY will be celebrated on Saturday at All Saints Church in Scotch Plains. Registration required. For information, call (908) 689-9554.

PIRATE STORIES will be presented on Saturday at 11 a.m., 2 p.m. and 3 p.m. at Christopher's Book and Gift Store in Summit. For information, call (973) 273-0077.

NEW JERSEY BALLET will present "The Nutcracker" on Sunday at 2 p.m. at Keen University in Union. Tickets are \$7. The performance will take place in Wilkins Theatre. Keen is located on Morris Avenue in Union. For information, call (908) 527-2337.

TRAILSIDE Nature and Science Center will hold a plant sale on Sunday, "Animals in Space Exploration," for children 6 and older accompanied by an adult, on Saturday at 2 p.m. and 3:30 p.m., during the Pet Fair. There is a \$3 admission charge for the plant sale. For information, call (908) 527-2337.

TRAILSIDE EXPLORES will take place on Wednesday from 3:30-4:45 p.m. at Trailside Nature and Science Center in Mountaintopia. Pre-registration is required. For ages 4-5. The center is located on New Providence Road in Mountaintopia. For information, call (908) 789-3570.

MUSIC IN JUNE at Suburban Community Music Center in Murray Hill will run from June 1-27. Children 18 months to 3 years can take Kindermusik. Beginnings Sampler, hold every weekday and Saturday. Children 3-5 years old can sign up for Musical Explorations: Going Places Musically, hold every weekday and Saturday. Kindergartners and first graders can take Group Piano on Thursday afternoons. Also, Friday, an introduction to violin for four to seven year olds, is taught on Tuesdays. Fundamentals of Singing for children in grades K-8 will be held on Tuesdays. Musician training is a Thursday afternoon class for ages K-1. Preceptor and solo activities is held on Saturdays, and Guitar for the Young Child is for ages 5-7. Classes may be observed on Saturdays through May 12. The center is located at 570 Caldwell Center in Murray Hill. For information, call (908) 700-0700.

ROSELLE Fair and Festival will take place on Sunday from 1-5 p.m. on Chestnut Street between First and Third avenues. Raindate is Sunday, For information, call (908) 464-4875.

CRAWFORD Arts and Crafts Festival will take place on Sunday from 11 a.m. to 6 p.m. at Walnut Avenue and South Union Street. Raindate is May 31. For information, call (908) 996-3036.

HOBOKEN Art and Music Festival will take place on Sunday from 11 a.m. to 6 p.m. at Washington Street in Newark. Raindate is May 17. For information, call 245-9523.

UNION STREET FAIR will take place on May 17 in Union Center, on Snyvesant Avenue. Raindate is May 24.

BLACK MARIA FILM FESTIVAL will be presented today at 7:30 p.m. at New Jersey Center for Visual Arts in Summit. Admission is \$5. NJCVA is located at 68 Elm St., Summit. For information, call (908) 273-9121.

SPRINGFIELD PUBLIC LIBRARY will screen "The Gelfin" May 14. Admission is free to all films. Space is limited to 60 people at each showing. The Springfield Free Public Library is located at 66 Mountain Ave., Springfield. For information call (973) 376-4900.

BOB DYLAN'S GOSPEL REVIEW three-part lecture series will be presented at Mountaintopia Chapel in Mountaintopia on May 8 and 15, from 7:30 to 9 p.m. The series will feature a chapel located at 1180 Spruce Drive, Mountaintopia. For information, call (908) 232-3456.

JUST ABOUT ART will present a Curator's Talk on "The Pattern and Decoation Movement" on May 7 from 7:30 to 9 p.m. at New Jersey Center for Visual Arts. The event is free. NJCVA is located at 68 Elm St., Summit. For information, call (908) 273-9121.

MILLER-CORY HOUSE Museum will celebrate May Day on Sunday, Bull in 1740, Miller-Cory House Museum stands on Mountain Ave. in Mountaintopia. The Miller-Cory House was named in honor of its two pre-revolutionary owners, both descended from the earliest settlers in the area. Today, the Miller-Cory House is a National Historic Landmark. The museum is a living history museum. It has been certified as an historic site and has been entered on both the State and National Registers of Historic Places. Visitors are introduced to a variety of colonial skills as trained artisans and costumed docents recreate the everyday life, the crafts and tasks of the 18th and 19th century farm family in Westfield. For information about the museum and its schedule of programs, call the museum office at (908) 232-1778.

ON LINE A WRINKLE IN TIME features more than 200 QuickTime VR and 360 panoramic photo tours at six different continents, all taken on March 20 during the Equinox. Millburn, NJ is featured in the only panoramic view from New Jersey. Viewable by local television producer David Dantowitz. The exhibit, celebrating "The Wonders of Mother Earth," is viewable on Windows or Macintosh computers using QuickTime software and a web browser. For information, call (973) 564-8670.

POETRY WORKSHOPS will take place at the following dates: May 9, 1-4 p.m.; Memorial Library, Bellevue Branch; May 11, 7:30-10:30 p.m.; Union County Museum, Union County Center; May 16, 1-4 p.m., seniors only, First Member House. For information, call (973) 744-2770.

NEW JERSEY PERFORMING ARTS CENTER will present the following dance programs: Olga Rizo Danco Company, May 15 at 8 p.m. and May 16 at 8 p.m. NJPAC is located at One Center Drive, Newark. For information, call (908) 60-NUCAP.

SWINGIN' TERN DANCES will be held on the following Saturdays: May 2 — Beverly Francis and Hopscotch. May 16 — Fish Family. Dances are held at Ogden Memorial Church on Main Street in Chatham. Dances begin at 7:30 p.m. Admission is \$7 per person. Sneakers only required. For information, call (973) 539-6286 or (973) 228-9729.

CANTERBURY FAIR will take place on Saturday from 10 a.m. to 4 p.m. at St. Andrew's Church in New Providence. Raindate is Sunday, For information, call (908) 464-4875.

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## ANTIQUES

MORRISTOWN Antiques Show and Sale will take place on Saturday and Sunday at Menan Art, Morristown. For information, call (212) 255-0002.

LINCOLN GALLERIES in Orange will hold an antique auction on May 11, 12 and 13 beginning at 9:30 a.m. The galleries are located at 225 Soutard Road in Orange. For information, call (973) 376-2255.

## ART SHOWS

NEW JERSEY CENTER FOR VISUAL ARTS will display sculpture by Peter Regatino in the Art Park through today. Gallery hours are weekdays from 10 a.m. to 5 p.m. and Saturdays from 7 to 9 p.m.; Sunday from noon to 4 p.m. and Sunday from 2 to 4 p.m. NJCVA is located at 68 Elm St., Summit. For information, call (908) 273-9121.

SWAN GALLERIES in Plainfield will exhibit "Still Lives" by pastelist Nancy Brangaccio through today. Gallery hours are weekdays from 9 a.m. to 5:30 p.m. and Saturdays from 10 a.m. to 4 p.m. Swan is located at 703 Watchung Ave., Plainfield. For information, call (908) 756-1707.

SKULSKI ART GALLERY of the Polish Cultural Foundation of Clark will display "Landscapes from the Hamman Park," an exhibit of paintings, through tomorrow. Gallery hours are Tuesday through Friday from 5 to 9 p.m., and Saturday from 10 a.m. to 2 p.m. The gallery is located at 177 Broadway, Clark. For information, call (732) 382-1177.

ART CARLSON, an exhibitor of photographic works, will be on display at New Jersey Center for Visual Arts through Monday. Gallery hours are weekdays from noon to 4 p.m. and Thursdays from 7 to 9 p.m.; Saturday from noon to 4 p.m. and Sunday from 2 to 4 p.m. NJCVA is located at 68 Elm St., Summit. For information, call (908) 273-9121.

BACK TO BACK, two Keen University Fine Arts department graduate exhibitions, will be on display through May 7 at the Mall. A reception will be held on Sunday from 3-5 p.m. The exhibit will hang in the James Howe Gallery, Vaughn-Eames Building. Gallery hours are Monday-Thursday from 10 a.m. to 2 p.m. and Friday from 10 a.m. to 5 p.m. Keen is located on Morris Avenue in Union. For information, call (908) 527-2347 or (908) 527-2307.

SPRING FEVER by Dolores Fahey Whiteleaf of Union will be on display through May 7 at Les Malamut Art Gallery. Gallery hours are Monday, Wednesday and Friday from 9 a.m. to 9 p.m., Tuesday and Friday from 9 a.m. to 6 p.m. and Saturday from 9 a.m. to 5 p.m. The gallery is located at Union Public Library, Frigier Park Avenue, Union. For information, call (908) 686-0857.

EUGENIE GALLERY in Scotch Plains will display the art of Debra Livingston of Scotch Plains and Marguerite Brennan of Summit through May 23. Gallery hours are Monday through Friday from 10 a.m. to 5 p.m. and Saturday from 10 a.m. to 5 p.m. The gallery is located at the corner of Park Avenue and Second Street in Scotch Plains. For information, call (908) 322-6333.

CHILDREN'S SPECIALIZED HOSPITAL in Mountaintopia will display artwork by Rosalind M. residents Richard Schiebels and Michael Sileo, and Pam Gosner of Chatham through today. Hours are 8:30 a.m. to 8:30 p.m. CHS is located on New Providence Road in Mountaintopia. Visitors are requested to use the Ambulance Entry. LYRICAL FLOWERS and LANDSCAPES will be on display through May 31 at Reeves-Read Arboretum in Summit. Hours are 9 a.m. to 3 p.m. Monday through Friday. The center is located at 165 Hobart Ave., Summit. For information, call (908) 273-8787.

ROBERT KUSHNER: 25 Years of Making Art will be on display through May 31 at New Jersey Center for Visual Arts. Gallery hours are weekdays from noon to 4 p.m. and Thursdays from 7 to 9 p.m.; Saturday from noon to 4 p.m. and Sunday from 2 to 4 p.m. NJCVA is located at 68 Elm St., Summit. For information, call (908) 273-9121.

MEMBERS SPRING OPEN ART at the Millburn Morris Arts Center will take place at the Office Center of Short Hills from tomorrow through May 28. A reception will be held tomorrow from 4:30-8:30 p.m. Hours are Monday-Friday from 11 a.m. to 4 p.m. The center is located at 51 JFK Parkway, Short Hill. For information, call (973) 378-2788.

SYLVIA SHERR PAINTINGS will be on display from Tuesday through June 1 at New Jersey Center for Visual Arts in Summit. A reception will be held on May 8 from 7-9 p.m. Gallery hours are Monday-Friday

from noon to 4 p.m. and Thursday from 7 to 9 p.m. Saturday from noon to 4 p.m. and Sunday from 2-4 p.m. NJCVA is located at 68 Elm St., Summit. For information, call (908) 273-9121.

SPRINGFIELD LIBRARY will display self-authored and self-illustrated children's books by Kindergarten classes at Edward V. Walton School in Springfield through June. The books are on display in the Children's department. The library is located at 68 Mountain Ave., Springfield.

ART IN SUMMIT outdoor show will take place on May 16 from 10 a.m. to 5 p.m. on the Green in Summit. For information, contact New Jersey Center for Visual Arts at (908) 273-9121.

AUDITIONS VILLAGERS THEATER of Somerset will hold auditions for "Ozzy For" on Saturday from 4-7 p.m. and Tuesday at 7 p.m. Prepare music to sing, dress to move, possible readings from script. The theater is located at 475 DeMott Lane, Somerset. For information, call (908) 673-2732.

GEMINI GROUP is looking for an agile person who is slight of build and able to play a man of considerable years. The part is integral to the play, part of an evening of one-acts to be presented in early June, but there are no lines. Interested parties should call Scott Coffey at (908) 654-1054.

CLASSES Festival, May 16 — Woods Tea Company, May 22 — Harper and singer Joanna Mall, May 29 — Margo Hennebach and Mark Saunders. The Project is located at the Somerset County Environmental Center, 190 Lord Shiring Road, Basking Ridge. Shows are held every Friday year-round, presenting folk music in its broadest sense. Coffee, tea and baked goods are served, no alcohol or tobacco are allowed. Showtime is 8:30 p.m. Admission is \$5. For information, call (908) 768-2489.

CLASSES BRICKS, MORTAR AND SPIRIT: The Endurance of Newark is a four-part seminar being presented by New Jersey Performing Arts Center through May 31. 11 sessions will be held at NJPAC from 8:30 to 7:30 p.m. May 18 session, a panel discussion, will be held at Sanctuary Trinity St. Philip's Cathedral, Military Park, Newark, from 8:30 to 7:30 p.m. May 31 will feature a half-day tour of Newark. Series tickets are \$85, individual session tickets are \$25. NJPAC is located at One Center St., Newark. For information, call (908) 466-5722.

ARTS BASIC TO THE CURRICULUM Conference will take place tomorrow and Saturday at New Jersey Performing Arts Center. Registration for the two-day conference is \$125. Single-day registration is \$85 for May 1, \$65 for May 2. NJPAC is located at One Center St., Newark. For information, call (973) 297-5819.

STAGESTRUCK KIDS Performing Arts Camp Stagestruck Kids Juniors is for students entering kindergarten-second grade in the fall. The half-day morning program runs from June 29-July 31 from 9 a.m. to noon. Stagestruck Kids is for students entering third-fourth grade in the fall. The full-day program runs from June 29-July 31 from 9 a.m. to 3:30 p.m. The camp is located at 1245 Orange Ave., Cranford. For information, call Cindy Smith at (908) 276-5053 or Michael at (973) 912-8051.

AMERICAN PERFORMANCE STUDIOS Rome Festival Choral Institute will offer a Choral Theater course in May and June. The studios are located in Westfield. For information, call (908) 233-7214.

CLUBS CLUB BENE Dinner Theater showcases popular entertainers on weekends. Dinner-and-show, as well as show-only tickets are available. Club Bene is located on Route 35 in South Amboy. For information, call (908) 727-3000.

COVE LOUNGE presents live music by alternative bands every weekend. The venue is located at 114 Chestnut St., Roselle. For information, call (908) 241-1228.

CROSSROADS in Garwood presents a weekly lineup of musical rotation: Monday — Karaoke with Leo Hoy and Danson. Tuesdays — Acoustic Open-Mic Night. Blues guitar stringer and vocalist Ryan Tyler opens the show, and then opens the stage to any aspiring player who enters. The show opens at 9:30 p.m. Wednesdays — B.B. of B.B. and the Singers hosts Open Blues Jam with all musical welcome. Thursdays — Psychedelic Thursdays presents the greatest sounds of classic rock, performed by local bands. Today, Soft Parade-Doors Tribute. Weekend performances include blues, roots and rock music. An upscale and traditional blues brunch is presented every Sunday, Sunday night, dinner and a movie. The Crossroads is located at 78 North Ave., Garwood. For information, call (908) 228-9668.

PHYLIX PLACE presents live musical entertainment on weekends. The church is located at 119 Main St., Millburn. ST. MARY'S HALL in Rahway will feature music by Brian Glynn and Rolfin Green on Saturday from 8 p.m. to midnight. Donation is \$10. The church is located on Central Avenue. For information, call (732) 634-3056 or (732) 388-9810.

TEMPLE SHOLOM in Plainfield will present Cantor Carla Reynolds on Sunday at 3 p.m. Admission is \$3. The temple is located at 815 West Seventh St., Plainfield. For information, call 755-8447.

UNION SYMPHONY ORCHESTRA will present a spring concert on Sunday at 3 p.m. at Connecticut Farms School Auditorium in Union. The school is located on Snyvesant Avenue in Union. For information, call (908) 851-6476.

UNION MUNICIPAL BAND will present a concert honoring the memory of Jack Trager on Monday at 7:45 p.m. at Bem Middle School in Union. Admission is free. The school is located on Caldwell Avenue in Union. For information, call (908) 277-3433.

PATTI PAGE will perform in concert on Tuesday at 8 p.m. at Paper Mill Playhouse. Tickets are \$45, \$40 and \$35. The Paper Mill is located on Brookside Drive in Millburn. For information, call (973) 376-4343.

MUSICAL CLUB OF WESTFIELD will present a musical program on Wednesday at 8 p.m. at First Baptist Church of Westfield. The church is located at 170 Elm St., Westfield.

DANCE NEW JERSEY BALLET will present "A Gala Evening of The Nutcracker" on Saturday at 8 p.m. at Keen University in Union. Registration begins at 10:30 a.m. For information, call (908) 589-2777 or send faxes to (908) 689-0338.

GALLOPING HILL GOLF COURSE has re-opened nine of its 27 holes. The course, known for its pronounced hills, valleys and rolling landscape, is located in Kenilworth. Golfing with a PITCH AND PUTT course also has re-opened. Beginning May 22, the lights on this course are turned on, so the opportunity for play is extended. For information on the course, its reconstruction, automated tee-time reservation system or pitch-and-putt, call the clubhouse at (908) 686-1566.

GALLOPING HILL Women's Golf Association is currently accepting new members. Tournaments, championship and match play as well as social events are held. If you are a woman golfer interested in playing, call the clubhouse at (908) 686-1566.

TEMPLE SHOLOM in Plainfield will present Ballet Folklorico Sertor Orolio on Sunday at 3 p.m. Tickets are \$3. The temple is located at 815 West Seventh St., Plainfield. For information, call 755-8447.

CLUB BENE Dinner Theater showcases popular entertainers on weekends. Dinner-and-show, as well as show-only tickets are available. Club Bene is located on Route 35 in South Amboy. For information, call (908) 727-3000.

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TEMPLE SHOLOM in Plainfield will present Cantor Carla Reynolds on Sunday at 3 p.m. Admission is \$3. The temple is located at 815 West Seventh St., Plainfield. For information, call 755-8447.



'Spring Fever' by Dolores Fahey Whiteleaf of Union will be on display through May 7 at Les Malamut Art Gallery.

STAGESTRUCK KIDS Performing Arts Camp Stagestruck Kids Juniors is for students entering kindergarten-second grade in the fall. The half-day morning program runs from June 29-July 31 from 9 a.m. to noon. Stagestruck Kids is for students entering third-fourth grade in the fall. The full-day program runs from June 29-July 31 from 9 a.m. to 3:30 p.m. The camp is located at 1245 Orange Ave., Cranford. For information, call Cindy Smith at (908) 276-5053 or Michael at (973) 912-8051.

AMERICAN PERFORMANCE STUDIOS Rome Festival Choral Institute will offer a Choral Theater course in May and June. The studios are located in Westfield. For information, call (908) 233-7214.

CLUBS CLUB BENE Dinner Theater showcases popular entertainers on weekends. Dinner-and-show, as well as show-only tickets are available. Club Bene is located on Route 35 in South Amboy. For information, call (908) 727-3000.

COVE LOUNGE presents live music by alternative bands every weekend. The venue is located at 114 Chestnut St., Roselle. For information, call (908) 241-1228.

CROSSROADS in Garwood presents a weekly lineup of musical rotation: Monday — Karaoke with Leo Hoy and Danson. Tuesdays — Acoustic Open-Mic Night. Blues guitar stringer and vocalist Ryan Tyler opens the show, and then opens the stage to any aspiring player who enters. The show opens at 9:30 p.m. Wednesdays — B.B. of B.B. and the Singers hosts Open Blues Jam with all musical welcome. Thursdays — Psychedelic Thursdays presents the greatest sounds of classic rock, performed by local bands. Today, Soft Parade-Doors Tribute. Weekend performances include blues, roots and rock music. An upscale and traditional blues brunch is presented every Sunday, Sunday night, dinner and a movie. The Crossroads is located at 78 North Ave., Garwood. For information, call (908) 228-9668.

PHYLIX PLACE presents live musical entertainment on weekends. The church is located at 119 Main St., Millburn. ST. MARY'S HALL in Rahway will feature music by Brian Glynn and Rolfin Green on Saturday from 8 p.m. to midnight. Donation is \$10. The church is located on Central Avenue. For information, call (732) 634-3056 or (732) 388-9810.

TEMPLE SHOLOM in Plainfield will present Cantor Carla Reynolds on Sunday at 3 p.m. Admission is \$3. The temple is located at 815 West Seventh St., Plainfield. For information, call 755-8447.

UNION SYMPHONY ORCHESTRA will present a spring concert on Sunday at 3 p.m. at Connecticut Farms School Auditorium in Union. The school is located on Snyvesant Avenue in Union. For information, call (908) 851-6476.

UNION MUNICIPAL BAND will present a concert honoring the memory of Jack Trager on Monday at 7:45 p.m. at Bem Middle School in Union. Admission is free. The school is located on Caldwell Avenue in Union. For information, call (908) 277-3433.

PATTI PAGE will perform in concert on Tuesday at 8 p.m. at Paper Mill Playhouse. Tickets are \$45, \$40 and \$35. The Paper Mill is located on Brookside Drive in Millburn. For information, call (973) 376-4343.

MUSICAL CLUB OF WESTFIELD will present a musical program on Wednesday at 8 p.m. at First Baptist Church of Westfield. The church is located at 170 Elm St., Westfield.

DANCE NEW JERSEY BALLET will present "A Gala Evening of The Nutcracker" on Saturday at 8 p.m. at Keen University in Union. Registration begins at 10:30 a.m. For information, call (908) 589-2777 or send faxes to (908) 689-0338.

GALLOPING HILL GOLF COURSE has re-opened nine of its 27 holes. The course, known for its pronounced hills, valleys and rolling landscape, is located in Kenilworth. Golfing with a PITCH AND PUTT course also has re-opened. Beginning May 22, the lights on this course are turned on, so the opportunity for play is extended. For information on the course, its reconstruction, automated tee-time reservation system or pitch-and-putt, call the clubhouse at (908) 686-1566.

TEMPLE SHOLOM in Plainfield will present Ballet Folklorico Sertor Orolio on Sunday at 3 p.m. Tickets are \$3. The temple is located at 815 West Seventh St., Plainfield. For information, call 755-8447.



# Now even renters can have the comforts of home

When you rent an apartment or house, there may be restrictions on the kinds of decorative changes you can make. Here's how to cope with rental clauses that bind without jeopardizing your security deposit.

**Flexible furniture**  
• Turn heads in even the most boxy, boring room by including a stand-out piece of furniture. Buy one piece of furniture, such as an old pine armoire or a Welsh dresser, to serve as the architectural interest that's lacking. With those pieces you gain storage, and they work in almost any room.

• For great style that's easy to move and adapt to any lease, consider using folding screens, which add interest and divide a room into two uses. Join doors with hinges, and use paints, fabrics, or decoupage to customize the look. Bring color to a wall by setting a screen on cinder blocks or a table behind a sofa. If you choose a screen covered with a loose woven material, hang artwork from it. You can find some nice framed art at junk stores for under \$20.

• Pack visual punch into a small space with bookshelves. If you have more wall space than room for furniture, put up a plain white, floor-to-ceiling bookcase to display colorful bowls, books, pitchers, and art pieces.

• Don't overlook some easy-to-make furnishings that work in practically any apartment. Here's an easy one: Make a sectional sofa by building three rectangular plywood bases — each sized to fit a twin mattress. Cut plywood sheets for sides and top, along with 2 by 4's for braces. Sew together the pieces to form a sturdy base you can take apart when you move. Glue and nail 1-inch-diameter dowels to the bottom edges of the base units for sliding ease on carpet. Glue exposed edges with veneer tape. Paint or stain the base. Top the mattresses with fitted slipcovers and lots of pillows. Arrange the units as a sectional sofa, or use them separately throughout the house. Each converts to a guest bed, too.

• Make one room work like two. Position a drop-leaf table back-to-back with a sofa so it serves as a console table by day and stretches out to a formal dining spot by night.

• Create your own cabinet lighting in a flash. Position strings of holiday lights out of sight beneath or on top of upper cabinets. Above the cabinets, it's a great way to showcase collectibles and set a mood.

• If you're short on storage, there's a way to stash bulky comforters while gaining big floor pillows for informal living room seating. Just roll comforters into patterned tablecloths and knot or tie the ends. Store the pillows under accent tables when they're not in use.

• The things you love to look at may work for you as inexpensive, portable furniture, too. Consider stacking wicker suitcases or colorful hatboxes to make an accent table for displaying small, framed artwork or trinkets.

**Beyond the basic bath**  
• Even if you have glass doors on the shower, soften the look and add custom color with fabric looped over a spring-tension shower rod.

• Embellish a plain bathroom wall mirror with a frame made from stock moldings. If your mirror attaches to the wall with clips, notch the frame back so it will fit over the clips and flat against the mirror. Finish the molding with paint, stain, or fabric. Mount the frame to the mirror using adhesive-back hook-and-loop tape. For added strength, staple one side of the tape to the back of the frame.

• In older buildings, wall-hung sinks or those supported by chrome legs are common. Put exposed plumbing out of sight—and gain hidden storage — by attaching a fabric skirt using adhesive-back hook-and-loop tape.

**A quick-change kitchen**  
• Remove those no-hum cabinet knobs and pulls in the kitchen and store them. Replace them with wood knobs painted in kooky colors. When you move, put the old knobs back on, and use yours in your next place.

• Kitchen cabinet doors look a little dated? Remove them and stash them in a closet. Then, line the inside of the cabinet with wrapping paper affixed with tabs of double-stick tape. Use your open cabinets to display your collection of tableware.

• Display your favorite shopping bags above cabinets—Use the bags to store seasonal items.

**Opening acts**  
• Dress up windows without a scratch on walls or woodwork. Stretch a tension rod between jambs, and drape the rod with swaths of fabric, a table linen, or a sheet. Use a small valance across the top of interior doorways to soften the look.

• Dreary drapes got you down? Some older apartments come with outdated draperies. Take them down, and store them away. Then, wind fabric around the exposed hardware.

• Take advantage of light reflection to decorate a window. Set bright, colored bottles on windowsills to get lots of colored light coming into the room and onto walls.

**The wall game**  
• Treat walls with fabric softer of another kind. Add color and pattern to walls by covering them with swaths of cloth attached with adhesive-back hook-and-loop tape. It's a great way to conceal imperfections.

• Bamboo blinds can hide wall woes, too. Buy the widest split bamboo blind you can find. Hang it on monofilament from crown molding, and let it drape down behind your sofa.

• Hang a dowel from crown molding with clear monofilament, or use small nails in the wall. Then drape fabric from the dowel.

• Make a frame from 2x2s so it flexes and fits snugly against the wall, using only the ceiling and floor as a brace. Cover the frame with muslin, and spacer, rag-roll or collage it on.

• Put up a wallpaper border without committing a lease-no-no. Use small tabs of double-stick tape to hold it in place.

**A little light action**  
• It may be time for a light substitute. A lot of shops carry white paper lampshades that fit over the fixtures. For \$15, it transforms a generic fixture into something fun.

• Use portable lighting for drama, such as an uplight for a plant or sculpture. A spotlight can wash a wall. Or, make a coffee table appear to float by placing a light under it.

**Off-the-wall art**  
• Who says you have to hang artwork? Just put your favorite paintings on easels. You'll find these decorative stands in a number of sizes from tabletop models to large units that sit on the floor.

• If an easel takes up too much space for your taste, group smaller frames on tables, or just lean them against walls.

**Floor attire**  
• If you don't like your carpet, turn to the layered look as a short-term treatment. Underscore your conversation area with a rug.

• Express your artistic ability underfoot, too. Cover an eyestone floor with a floor canvas. Buy heavy canvas from an art store. Tack it to a 2x2 frame. Prime the canvas with gesso. Paint the design using your choice of latex paints. Once the floorcloth dries, protect your work with clear polyurethane. To finish, remove the rug from the frame; fold edges under and glue them to the back.

# Spring can be a good time to overhaul your walls

A nick here and a crack there aren't necessarily cause to overhaul an entire wall. Those unsightly marks, though, can turn an exciting new paint or papering job into a major disappointment.

Some dents and cracks simply need to be repaired before you apply a new wall treatment. To fill dents in dry-

wall, clean any debris out of the depression, and sand lightly to roughen the surface. Pack the dent with surface or joint compound; surface compound works best for large dents because it shrinks less. Then, smooth the patch by drawing a drywall knife across it.

Let the patch dry overnight, then

sand the repair using 150-grit sandpaper, or smooth it by wiping with a damp sponge. Because compounds are porous, it's important that you prime before you paint.

To patch plaster cracks, start by undercutting wide cracks to make them broader at the bottom; this process will help lock in the filler materi-

al. Blow out any loose plaster.

To ensure a good bond, wet the crack with a sponge. Then, pack plaster into the crack with a putty knife. Because it's stronger than compounds, use patching plaster for broad cracks. After 24 hours, wet again, and level off with a second coat of plaster. Sand with a fine sandpaper when dry;

prime before painting.

Hidden beneath that innocent layer of wallpaper may lie an unpleasant surprise — globs of overpay, dried-on glue and plenty of nicks and gouges.

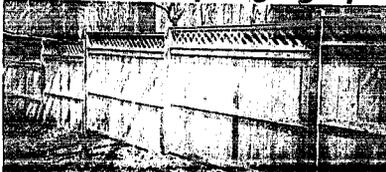
To cover the scars of neglect or poor workmanship, resurface the dry-wall with a coat or two of thinned

joint compound and a finishing layer of topping compound. These all-purpose, premixed compounds typically come in 4 1/2-gallon buckets. It takes about two buckets to lightly coat a 15-ft room.

Walls cracked from settling or checked by years of use hardly present a gaudy image.

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## Fences are springing up



Spring is a popular time for new fencing, according to Carlos Milanes, president of Delta Fence in Elizabeth. Located at 541 Spring St., the company provides installation services and a wide variety of fencing. For information, call (908) 355-9066.

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# Furnish your child with the means to decorate creatively

Looking for some ways to incorporate your child's personality into his or her room? Or perhaps it's time to change the look from "teen" to "teen." These creative ideas are sure to please you and your children.

- Let your children dip their hands and feet in paint and have them add their personal touch to the floor and walls.
- Hang a roll of white craft paper from a curtain rod mounted to the wall so your child can create without leaving evidence on the walls. You may need to help her out of this masterpiece.
- Buy chalkboard paint, available at hardware stores, and create a chalkboard surface on a wall for school play.
- Allocate space for your child's artwork with a large tackboard or magnetic surface.
- Have your child create a three-dimensional alphabet by affixing small items, such as a plastic airplane for A, to the wall or lining them up on a long shelf.
- Choose accessories with timeless appeal. Folk art, quilts and other charming collectibles have a light-hearted nature kids never outgrow.
- Incorporate easy-to-access storage to encourage neatness — under the bed is a prime spot. Drawers without hardware reduce the risk of bumps and bruises.
- Paint designs on or apply wallpaper to the backs of shelves so that if toys or books are scattered elsewhere, the shelves will still look decorative.
- Install bunk beds or a loft to appeal to an older child's sense of independence. For safety, it's best if ladders are built into the unit rather than simply hooked to an edge.
- Make room for overnight guests by buying a bed with a trundle, a daybed with a second pullout mattress, or a futon that functions as seating space during the day.
- Build or purchase a folding screen for kids to use when playing dress-up and holding puppets shows or for tacking up pictures. When they're older, simply position the screen as a doorknob backdrop.
- Compromise on bedding to avoid numerous purchases based on trends. Let your child choose his or her own sheets and pillowcases, and then you can select

outer bedding in a coordinating solid or timeless pattern.

- Use a decorative sheet or a shower curtain as a closet cover to provide easy access and to avoid fingers being pinched from a door.
- Make room for an adult-size armchair. It's ideal for reading time, and your child will never outgrow it.
- Choose unfinished furniture you can paint now to please your toddler. Then, your teenager can repaint the pieces later for a whole new look at little cost.
- Let children choose their own wallpapers — a maximum of three different patterns is best — from a collection designed to coordinate.
- Turn playful items, such as tennis balls, wooden letters or large-handle paintbrushes, into drawer pulls by screwing them to drawer fronts.
- Install a train track on a shelf that runs the circumference of the room just below the ceiling so the fun can begin with a flick of a switch. This setup is especially enjoyable in a room with a bunk or loft bed.
- Make a measuring chart by painting a 5-foot figure, such as a clown or dinosaur, directly onto the wall or onto a piece of wood that can be removed when outgrown. Then, with a full-size pen, carefully measure off inch gradations.
- Paint the ceiling to resemble the sky — a sun, rainbow, or clouds for day time; a moon and stars for nighttime.
- Design a message center and a mailbox for the room's entrance for leaving special notes.
- Apply borders, mount mirrors and hang pictures at your child's eye level for maximum enjoyment.
- Get creative with carpet. Ask an installer to make borders or simple shapes in contrasting colors.
- Paint a headboard directly on the wall.
- Consider a floor covering with a smooth surface, such as well-sealed hardwood or colorful vinyl, to accommodate play with building blocks and vehicles with wheels. If you use area rugs, be sure they have a nontip backing.
- Have murals or scenes painted on large wooden panels or on canvases so

they can be removed and saved if your child finds them too juvenile someday.

- Cut figures from leftover wall coverings and borders, and apply to furniture using a decoupage technique.
- Paint game boards such as checkers on the floor or on a tabletop for convenient play.
- Paint a poem, the alphabet, or youthful motifs on thin boards you can mount to the wall. It's easier to paint them on a horizontal surface, and they can be removed later.
- Install a row of Shaker-style pegs so your child can hang special treasures or more practical items, such as a backpack or jackets.
- Remove closet doors, and turn the nook into a built-in study area, a cozy play spot or customized built-in storage.
- Install a shelf above a window or high on another wall for safely displaying breakable treasures.
- Design a window seat with built-in storage. Top the seat with a cushion and pillows to create a special reading spot.
- Design closets for your youngster's size to encourage tidiness and to discourage dangerous climbing. Closet rods should be placed low enough to reach, and items should be stored close to the floor.
- Invest in an assortment of plastic bins to be used under the bed, in the closet, and in dresser and desk drawers. Purchase good-quality bins, and these storage essentials will be perfect for college and your child's first apartment.
- Make built-in shelves adjustable so the same space that holds stuffed animals can later hold CDs.
- Label bins or drawers according to their contents using vinyl self-adhesive letters.
- Create the feeling of the "big top" by draping fabric from the ceiling.
- Allocate a special, just-the-right-height spot for your child under an eave.
- Attic spaces are often perfect for children's bedrooms or playrooms, but the area under a sloped ceiling in any room can be turned into a cozy hideaway.
- Paint bi-fold closet doors to resemble lockers such as those used by athletes or firefighters.

# Whatever your style, leather has weathered the years

Southwestern style introduced us to leather equipped chairs. Western style brought us chairs with woven rattan seats and backs. Mission style decked out its heavy-frame rockers with nailhead-studded leather; the English country manor style made us yearn to sink into a leather Chesebrough sofa; the Bauhaus masters created their leather chairs as the Barcelona chair and the Eames lounge chair, and the Italians brought us marshmallow-soft leather sofas in ice cream colors. Leather is certainly nothing new,

but it's definitely back in the spotlight. In the past, leather upholstery choices generally have been either the heavy, stiff variety available only in dark colors or the ultracomfortable "Euro" style chairs and sofas, commonly available in either black or pastel tones. Some was good-quality, costly merchandise; some was cheap and crummy.

More recently, however, as with practically everything else in this world, modern technology has begun providing good, and sometimes better, and more efficient ways to treat leather. This includes the tanning process, the dyeing process, and the numerous processes, such as embossing, that add to leather's inherent beauty.

Now designs and patterns may be more enticing, but price has always been the biggest deterrent for leather furniture buyers. One obvious cost factor: A lack of consistent shapes, sizes and textures makes producing leather furniture labor-intensive. While prices aren't likely to plummet, the law of consumer demand assures the buyer of more options.

Aside from aesthetics, leather's durability is attractive to many furniture shoppers. There are no guarantees, of course, but a quality piece of leather upholstery that isn't subject to undue treatment can last indefinitely.

When considering a leather furniture purchase, ask your salesperson a lot of questions. Feel and smell the leather: a fine leather will be soft, flexible, and smooth; lower grades will be heavily finished and have little or no scent. Take time to familiarize yourself with the manufacturers' basic product terminology so you can be an informed comparison shopper. That way you will understand what you are getting for your money.

As a general rule, price and quality go hand-in-hand. Top-grade leathers, for example, will be more expensive than splits or suedes. In some cases, a manufacturer may cut costs by using a lower grade on the sides and back of a piece. Be wary of lower-quality leathers, however. They have heavier top finishes and treatments that make the leather stiff, and are generally not as durable.

Performance records aside, aesthetic quality is often the determining factor in home decorators' selection — whether it's a super-smooth "new" look or one of the distressed finishes that mock years of wear. Most manufacturers now also offer many detailing options such as embossing, trim cords, fringe, nailheads and decorative stitching. Some manufacturers even mix leather with upholstery textiles to add another design dimension.

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# What's Going On?

## FAIR

**SUNDAY**  
**EVENT:** Red Cross Springfest  
**Street Fair**  
**PLACE:** Along Franklin Avenue, from Chestnut to Harrison Avenue, Nuddy, NJ  
**TIME:** 10am-5pm  
**PRICE:** Clowns, face painting, pony rides, Magic Show by Darpo the Clown at 1pm and 5:30pm by the Oddo Rides near Sager Street. Food Fats, Crafts, Live Entertainment, Blood Donor Trailer, Over 200 Vendors. For information: 201-997-9535  
**ORGANIZATION:** Nutley Red Cross

## FASHION

**SATURDAY**  
**EVENT:** Fashion Show and Luncheon  
**PLACE:** The Westwood, 439 North Avenue, Garwood, NJ  
**TIME:** 12pm-4pm  
**PRICE:** \$40.00  
**Thomas E. Stewart Memorial Scholarship Fund.** Fashion by Ronen Rashood, Cass Crushaw and Hostess. For tickets call M. Annunzio 908-964-7874  
**ORGANIZATION:** Concerned R. W.

## THEATRE-PLAY

**FRIDAY, SATURDAY, SUNDAY**  
**EVENT:** May 12, 13, 14, 1998  
**PLACE:** The Bardoff Cultural Center, 10 Durand Road, Maplewood, NJ  
**TIME:** 7:30pm, 8pm, 8:30pm, 9pm, 9:30pm  
**PRICE:** Tickets are \$10.00; Seniors and Students are \$6.00. The Nerd written by Larry Shaw, Directed by Phyllis Keasler. For information call 973-761-6453  
**ORGANIZATION:** The Strokers

## FLEA MARKET

**FRIDAY**  
**EVENT:** May 8, 1998  
**PLACE:** Redeemer Lutheran Church, 134 Prospect Avenue, Irvington, NJ  
**TIME:** 10:00am-1:00pm  
**PRICE:** Free Admission. For More Information call 973-374-3977  
**ORGANIZATION:** Redeemer Lutheran Church

## FUN AUCTION

**FRIDAY**  
**EVENT:** May 8, 1998  
**PLACE:** Maplewood Woman's Club, 60 Woodland Road, Maplewood, NJ  
**TIME:** 7:00pm-11:00pm  
**PRICE:** \$25.00  
**Includes One Raffle Card with 25 Coupon Chances. Proceeds Will Be Used to Support Local Charitable Programs. Free Refreshments. Many Prizes. For tickets of information, please call 973-275-6125.**  
**ORGANIZATION:** Maplewood Lions Club

## WORKSHOPS EDUCATIONAL

**SATURDAY**  
**EVENT:** Free Seminar on Mental Health Care  
**PLACE:** The Psychanalytic Center of Northern New Jersey (PCNJ), 769 Northfield Avenue, LL2, W. Orange, NJ  
**TIME:** 1:00pm-3:00pm  
**PRICE:** Free admission  
**ORGANIZATION:** The Psychanalytic Center of Northern New Jersey, 201-736-7600

## FLEA MARKET

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**PLACE:** Redeemer Lutheran Church, 134 Prospect Avenue, Irvington, NJ  
**TIME:** 10:00am-1:00pm  
**PRICE:** Free Admission. For More Information call 973-374-3977  
**ORGANIZATION:** Redeemer Lutheran Church

## FLEA MARKET

**SATURDAY**  
**EVENT:** Mother's Day Flea Market  
**PLACE:** St. Luke A.M.E. Church, 146-158 Clinton Avenue, Newark, NJ  
**TIME:** 8:00am  
**PRICE:** Free Admission. Vendors: Women's Tables \$20. Many Miscellaneous Items.  
**ORGANIZATION:** St. Luke A.M.E. Church

## RUMMAGE SALE

**SUNDAY**  
**EVENT:** Flea Market  
**PLACE:** Jonathan Dayton High School, Mountain Avenue, Springfield, NJ  
**TIME:** 10:00am-5:00pm  
**PRICE:** Free Admission. Over 150 vendors.  
**ORGANIZATION:** Springfield Rotary Club

## THURSDAY, FRIDAY AND SATURDAY

**EVENT:** Gigantic 3 Day Rummage Sale  
**PLACE:** Second Presbyterian Church, 1161 E. Jersey Street, Elizabeth, NJ  
**TIME:** May 7, 10am-7pm; May 8, 10am-7pm; May 9, 10am-2pm  
**PRICE:** Free Admission. May 9, Dollar Bag Day. Fill bag for \$1.00. Used furniture, costume jewelry, clothing for everyone, housewares and more. Information: 908-382-1659  
**ORGANIZATION:** Second Presbyterian Church

## FRIDAY AND SATURDAY

**EVENT:** Rummage Sale  
**PLACE:** Christ Lutheran Church, 1359 Mountain Avenue, Union, NJ  
**TIME:** May 8, 9:30am-5pm; May 9, 10am-2pm  
**PRICE:** Free Admission. Clothing, Household, Jewelry, Books, Toys. All Great Prices. Saturday, Bag Day.  
**ORGANIZATION:** Christ Lutheran Church

## OTHER

**SUNDAY**  
**EVENT:** Blessing of the Pets  
**PLACE:** Townley Presbyterian Church, Salem Road, Union, NJ  
**TIME:** 11:00am-12:30pm  
**PRICE:** Good Shepherd Sunday. All Animals and Their Humans Are Welcome.  
**ORGANIZATION:** Family Activity

## SATURDAY

**EVENT:** Spring Jewelry and Giftware Sale  
**PLACE:** New Eyes for the Needy, 549 Milburn Avenue, Short Hills, NJ  
**TIME:** 10:00am-3:00pm  
**PRICE:** Free admission. Antiques/costume jewelry, watches, silver, flatware, crystal and porcelain at reasonable prices.  
**ORGANIZATION:** New Eyes for the Needy

## SATURDAY

**EVENT:** Bobby Byrnes Show  
**PLACE:** St. Elizabeth School, Huxsa Street, Linden, NJ  
**TIME:** 8:00pm  
**PRICE:** \$45.00. For information call Mary Davis 732-388-3845.  
**ORGANIZATION:** St. Elizabeth School

What's Going On is a past directory of events for nonprofit organizations. It is prepared and sent just \$20.00. It is available for East County or Union County and just \$30.00 for West County. You must be in an eligible zip code (see Web Site) to be eligible to be published in the following. Advertisement may also be placed in NJ Standard Post, Orange, NJ Liberty St., Philadelphia or 17th Street Post, Union, NJ. For more information call 762-1111.

### Descriptive

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(See ANSWERS on Page B12)

## HOROSCOPE

**For the week of May 3 to 9**

**Aries March 21-April 20**  
 Make getting your finances in order your first priority this week. Start by shopping around for a good financial consultant who can help you plan for the future. Be open to helping a close friend through a particularly difficult time.

**Taurus April 21-May 21**  
 Deal with the past so you can get on with your future. The problem that's been eating at you is a stumbling block to your success. Talk to a close friend about the problem or, if you're not comfortable with that, seek the help of a professional counselor.

**Gemini May 22-June 21**  
 If things seem to be getting tense at work, remember to keep your sense of humor. It's important that you be willing to help others on the job. As an antidote to the stress at work, take time for yourself, even if it's just a few hours one afternoon.

**Cancer June 22-July 22**  
 It's time to organize your life. Not only will it boost your morale, it will give you a leg up on getting your personal and work projects done. But don't spend all your time organizing. Remember to set aside time for a person who has meant a lot to you.

**Leo July 23-Aug. 23**  
 The work week may not get off to a great start. If you are criticized concerning a project you've been working on, don't take it too hard. Rather, use the criticism to better yourself. Then give yourself a new lease on life by getting out of the house this weekend.

**Virgo Aug. 24-Sept. 22**  
 It's time to gather the family and work on all the projects you've been putting off around the house. But don't try to do everything yourself; depend on professional help for some of the tasks. When you get caught up, celebrate with a family outing.

**Libra Sept. 23-Oct. 23**  
 Look before you leap into anything this week. Be particularly careful of jumping to conclusions concerning things going on behind the scenes at work. Outside of work, be cautious about taking on more because it may spread you too thin.

**Scorpio Oct. 24-Nov. 22**  
 Romance is in the air this week. It would be a great time to get away for the weekend with your partner. If schedules just don't allow it, make time for a romantic evening. Take a new approach to an old problem that won't seem to go away.

**Sagittarius Nov. 23-Dec. 21**  
 Put your family ahead of work and concentrate on domestic concerns this week. You'll be able to work out solutions to some problems that have been dragging on. If you've been considering a long-term investment, now is the time to take the leap.

**Capricorn Dec. 22-Jan. 20**  
 It may be tough, but make sure you get credit for all your hard work on the job. A big project is wrapping up, so stand up and be counted. Document in writing everything you did for the project. At home, don't become impatient concerning little misunderstandings.

**Aquarius Jan. 21-Feb. 18**  
 This week, someone close to you will need your understanding. Be there for him/her; but whatever you do, don't jump to any conclusions. See if he/she wants to take an evening off. The two of you could go out to dinner and a movie or shopping.

**Pisces Feb. 19-March 20**  
 Has a dream seemed just out of your reach? Use your creativity and push yourself a little, and you might just see it come true. Set aside some quality time for family this week. Someone in your family is really depending on you for support.

## Students invited to participate in science center youth program

Liberty Science Center in Jersey City is offering an opportunity for high school sophomores, juniors and seniors to volunteer at the facility this summer. The Summer Youth Volunteer Program is designed to provide students with hands-on opportunities to increase their scientific, literacy and communications skills.

In small groups, students will spend a total of eight hours over an eight-week period at Liberty Science Center. In addition, there will be one week of daily training.

The 45 volunteers selected for the program will learn several informal science activities and present them to guests. Acceptance of volunteers will be based upon the student's level of commitment, communication skills, enthusiasm for science and education and ability to work as part of a team.

Students will work under the supervision of an experienced science teacher and LSC staff members. For an application, contact the LSC Volunteer Services office at (201) 451-0006, ext. 242.

## Summer playhouse closes, establishes arts scholarship

The Linden Summer Playhouse has announced that after 19 years, it is closing its doors. LSP, a non-profit organization which teaches theater education to children and young adults in Union County, was founded in 1979 by Tom Pedas, a music teacher in Cranford.

LSP will not be presenting a 1998 summer show, but is working on establishing a scholarship for students still interested in learning theater arts. Following the guidelines of LSP, each year the scholarship will be offered to a child or young adult, age 8-22, who is a resident of Union County, or past LSP member not living in Union County, and is interested in continuing or pursuing activities related to the performing arts. A scholarship committee has been established to see the specific guidelines and LSP will publish these details during the upcoming months in your local paper as well as its own newsletter.

If you would like to apply for a scholarship, send your name, address and telephone number to: Scholarship Committee, Linden Summer Playhouse, P.O. Box 304, Linden, NJ 07036. An application will be mailed to you once your request is received.

# CRANFORD ARTS & CRAFTS FESTIVAL

May 31 - 6 PM

Along Walnut Ave. & Eastman Plaza Area  
 Fine Arts • Crafts  
 Tasty Food • Entertainment

SPONSORED BY CRANFORD CHAMBER OF COMMERCE

FREE Admission & Parking

FOR INFO CALL (908) 998-3036

# Spring Sale

REBELLIOUS FEELS™

\$15.00 OFF

All Footwear

Valid through May 3, 1998

\* Not Valid with any other Discounts

# Community Classified

## 1-800-564-8911

Search your local classifieds on the internet  
<http://www.localsource.com/classifieds/>

### SALES HOURS

Monday through Friday  
9:00 AM - 5 PM  
After Hours Call  
908-686-9898  
Selection # 8100

### ADDRESS

Classified Advertising  
Worrall Newspapers  
P.O. Box 158  
Maplewood, NJ 07040

### RATES

**CLASSIFIED RATES**  
20 words or less.....\$16.00 per insertion  
Additional 10 words.....\$4.00 per insertion  
Display Rates.....\$25.50 per column inch  
Contract Rates Available  
Blind Box Number.....\$12.00 per insertion

### BEST BUY

**CLASSIFIED COMBINATION RATES**  
Ad appears in all 18 newspapers  
20 words or less.....\$22.00 per insertion  
Additional 10 words.....\$6.00 per insertion  
Display Rates.....\$47.50 per column inch  
Contract Rates Available

### CHARGE IT

All classified ads require prepayment.  
Please have your card and expiration date.



### NEWSPAPERS

UNION COUNTY  
Union Leader • Echo Leader  
Clark Eagle • The Leader  
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  
Nutley Journal • Belleville Post  
Irvington Herald • Vauxhall Leader  
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 item 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.

### CLASSIFIED SPECIALS

**GARAGE SALES**  
25 words \$21.00 or \$28.00 combo  
Garage Sale signs, price stickers, balloons, helpful hints, inventory sheet and Rain-Insurance.

**ECONOMY GLASS**  
20 words \$7.00 or \$11.00 combo items for sale under \$100.00 One item per ad price must appear.

**AUTOS FOR SALE**  
20 words - 10 weeks \$31.00 or \$44.00  
combo no copy charges

**DREAM MACHINES**  
Photo of your car plus 20 words  
4 weeks \$40.00  
Call now 1-800-564-8911

### HELP WANTED

**CAMP POSITIONS:**  
Quality Summer Day Camp...  
for children with special needs has part time slots available.

**\$1000'S POSSIBLE TYPING.** Part time. At home. Toll free 1-800-218-9000 extension 1-5139 for info directory.

**\$1000 WEEKLY STUFFING FREEWORKS** at your location. Guaranteed Easy work, excellent pay. Workers needed now! Free details. Send SASE: PO Box 75405-KT, Coral Springs, FL 33075.

### ACCOUNTS RECEIVABLE

Full time position with West Orange surgical group. Steps of the art medical background with electronic claims processing. Position requires clean title, payment posting and account follow-up. Experience desired. Will train the right person. Benefits included. Send resume to: Bay, Worrall Community Newspapers, P.O. Box 158, Maplewood, NJ 07040.

**ADMINISTRATIVE ASSISTANT.** Busy sales office needs a take charge person to assist office manager. Must have good people skills and be able to handle busy phones. Computer and accounting skills necessary. Need car. Do not apply if you are not a resident of Union County. 908-954-9504 for appointment.

**APARTMENT CLEANERS** Earn \$24/hour, full time and part time at your local area. Immediate Hire. Call: 908-686-7100, ext. 341, ext. 341 for Florence Lenaz.

**ARTIST GRAPHIC** for retail newspaper ads. Must have knowledge of type, layout and some Mac applications. Entry level part time position. 908-686-7100, ext. 341, ext. 341 for Florence Lenaz.

**ASSEMBLE ARTS, Crafts, toys, jewelry, wood items, typing, sewing, computer work from home in your spare time. Great pay. Free Details 1-800-832-8007, 24 hours (FEE)**

**ASSEMBLE ARTS, Crafts, toys, jewelry, wood items, typing, sewing, computer work from home in your spare time. Earn cash! Phone work, typing, sewing, electronics, more. Great pay. Free Details 1-800-795-0320 ext. 21 (SCA Network).**

**ASSISTANT MANAGER THIS IS BIG! CAREER WITH FUTURE.**

**Auto Sales**  
**IMMEDIATE OPENING ONCE IN A LIFETIME OPPORTUNITY**  
Four of the HOTTEST franchises seeks 2 auto salespersons with minimum of 3 years auto sales experience. High income potential. Free plan. Free Benefits. For a confidential interview, please call Phil at (707) 458-5529.

**45 Years of Customer Service ESSEX SPORTS CAR**  
2191 Milltown Avenue Maplewood

**BOOKKEEPER - PART TIME.** Flexible hours. 100% accurate. Full time available. Office on Midway Springfield. Free resume to: 908-686-1599.

**CARETAKER.** 600 service company in Linden school district needs two lunch aides and substitutes. \$5.25 per hour. Call: 908-486-7978.

**CARPENTER APPRENTICE**  
2 years experience with residential carpentry. Full time plus benefits. Fax resume to Herb at 973-950-6954.

**CASHER.** ELEGANT hotel gift shops in Short Hills. Full part time. Call: 973-912-5505.

**CASHER.** FULL TIME retail store. Great pay and benefits. Ask for Ref: 973-979-2655, extension 2.

**CASHIERS WANTED.** Beston Hall University Bookstore seeks full and part time temporary cashiers and stock clerks. Applicants must be serious minded people who possess basic math and English skills. Apply to: 707-7040.

**CASH PAD WANTED.** Earn \$1 per shift with no experience. 100% accurate. Full time available. Office on Midway Springfield. Free resume to: 908-686-1599.

### HELP WANTED

**'Pool Director**  
Lifeguard/swim instructor  
Specialists in Sports  
Group Counselors, especially for boy's groups  
Part time. Excellent specialist  
EXCELLENT SALARIES!  
Call 973-669-0800

**CHILD CARE.** Excellent, fun loving babysitter 20-30 flexible hours. Night/late stay-at-home. Many Short Hills. Own transportation. References required. Call: 973-912-9977.

**CLASS A CDL drivers** wanted to become instructors. Use your knowledge and experience to train new drivers. Features: 40-hour pay, full time and part time employment. Requirements: good driving record. Apply to: Community Logistics part one mile south of Philadelphia, PA. Call Denny at 610-521-1818.

**CUSTOMER SERVICE/Advertising Assistant.** Customer service the key! Full time position for self-motivated, enthusiastic person with a clear speaking voice, good command of the English language and the ability to communicate with clients over the telephone. Responsibilities include taking classified ads over the phone, assisting customers and classified ads, typing letters, etc. You should possess exceptional verbal/written communication skills, along with pleasing and organizing ability, strong spelling and grammar skills. (we don't have a typing test) and dependability and time a minimum of 40hrs/wk. All our salary, compensation, benefits and a handy working environment. If you are a team player and can please a customer please call: 973-763-0700 Monday-Friday, 10am-5pm.

**DRIVER - OWNER** operates and temporary employees needed. North American Van Lines offers free training and no money down lease/purchase. Call 1-800-248-2147 Dept. NLS.

**DRIVERS.** FULL or part time. Must have own vehicle. Unlimited earning potential. Resumes welcome. Apply in person: Messenger, 1400 2nd Avenue, West Orange.

**DRIVERS LICENSES.** Part, full time. Local car company. Knowledge of airports, N.J. Experience preferred. Clean abstract a must. Call: 973-976-4263.

**EXPERIENCED DRIVER.** Must have good driving record. Wanted for deliveries, plus high starting pay and benefits. Apply in person at: GJC, 26 South Valley Road, West Orange.

**FRENCH TOYS and Gifts** has immediate openings in your area. Number one in Party Plan Toys, gifts, Christmas, Home decor. Free catalog and information. 1-800-488-4975.

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**FRONT DESK PERSON.** Part time, Tuesday or Friday from 10am-12pm Saturday or Sunday, 8am-6pm. Requires good with figures, pleasant telephone manner. Must be able to handle repetitive. Contact: Marlene, 908-888-8622.

**YOUR AD could appear here for as little as \$16.00 per week.** Call for more details. Our newly classified department would be happy to help you. Call: 1-800-564-8911.

**FULL TIME Clerical.** Excellent computer skills required for busy operations office. Heavy telephone volume with multiple tasks. Fax resume: 908-851-0313.

**HELP FAMILIES Protect Themselves.** You can have unlimited income potential with a national, public company. Progressive commission structure with retirement income potential. Training provided. Let: 973-487-8707. Call: local 908-851-0313.

**HOME TYPIST.** PC users needed. \$45,000. Home typists. Call: 1-800-813-4343 ext. B-2301.

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**LEGAL ASSISTANT.** Full time for most pleasant, most enthusiastic position with a national public company. Competitive commission structure with retirement income potential. Training provided. Let: 973-487-8707. Call: local 908-851-0313.

**LIBRARY ASSISTANT.** Adult services, cataloging, library, and/or computer experience desirable. Available immediately. Send resume to: Rinehart's Public Library, 548 Blvd., Kenilworth, NJ 07033.

**LIFEGUARD.** SUMMER employment. Full time. Memorial Day - Labor Day. Excellent pay. Springfield, West Orange. Resumes and cover letters only. Call: 973-669-3792.

**MACHINE OPERATORS.** Co. de Candy, 1091 Lourens Road, Union, NJ. No driving license. Operators for 3 shifts. \$6 per hour plus benefits.

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### HELP WANTED

**HUMAN RESOURCES ASSISTANT**  
Hart Mountain, a manufacturer and distributor of pet products has an immediate opportunity in its Corporate Headquarters. The candidate will provide general and administrative support to a busy Human Resources department. B. and daily assistance to the respective department.

Requirements include 5 months to 1 year of experience in Human Resources, PC skills (MS Office) and the flexibility to work a 25 hour week and occasional overtime with the hours of 8:00AM-6:00PM. Experience on a high level is preferred and desired. The candidate will be professional and service oriented with excellent interpersonal and organizational skills.

In return, we offer a competitive salary and numerous benefits including a 401(k) plan and tuition reimbursement. For consideration, please SEND FAX your resume (including salary history) to: HARTZ ATTENTION: HUMAN RESOURCES, 400 PLAZA DRIVE, 4TH FLOOR, SECAUCUS, NJ 07094-3688. FAX: (201) 271-0164. EOE M/F/D/V.

**HARTZ**  
Quality products for less since 1928.  
YOUR AD could appear here for as little as \$16.00 per week. Call for more details. Our newly classified department would be happy to help you. Call: 1-800-564-8911.

**LEGAL SECRETARY**  
Law firm seeks a full time Secretary, excellent typing skills, WordPerfect 6.1, phone and communication skills. Tax and litigation experience a plus. Send fax resume including salary requirements to: Mandelbaum and Mandelbaum, West Orange, West Orange, New Jersey 07082. Fax a 973-325-2816, Attention: Brenda Borer/Office Administrator.

**LIBRARY ASSISTANT.** Adult services, cataloging, library, and/or computer experience desirable. Available immediately. Send resume to: Rinehart's Public Library, 548 Blvd., Kenilworth, NJ 07033.

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### HELP WANTED

**MAINTENANCE**  
GENERAL HELP  
We have general maintenance positions available at our Secaucus location. Duties include: repairing, cleaning and some heavy lifting of materials. Ability to understand basic electrical wiring instructions. Hours: 7:00AM-4:00PM, Tuesday-Saturday, with some additional overtime available.

In return, we offer a good starting salary and benefits package. Interested applicants are requested to apply in person between the hours of 8:00AM-4:00PM at 600 PLAZA DRIVE, 4TH FLOOR, SECAUCUS, NJ 07094-3688. Or call: 973-488-4752 ext. 3068 P.O. box 22.

**HARTZ**  
Quality products for less since 1928.  
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**LIBRARY ASSISTANT.** Adult services, cataloging, library, and/or computer experience desirable. Available immediately. Send resume to: Rinehart's Public Library, 548 Blvd., Kenilworth, NJ 07033.

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# Real Estate

## Remodeling for resale can give seller a profit

Until they tried it, two Denver homeowners knew nothing about renovating a house and selling it for profit. But the notion intrigued them just the same. One year and one house later, the homeowners are still smiling. Not only did they learn a lot along the way, they made a small profit as well — enough to send them looking for their next project.

The first step was finding the right house. After considerable hunting, they settled on a small residence built in the 1890s in one of Denver's older and most popular neighborhoods. They liked the fact it was an older home in a good location, and it just felt like the right one to start with. It also was small and inexpensive enough to justify it — two key points in choosing a property.

The house was offered through the government's Housing and Urban Development office. HUD sells houses that have been repossessed by the Federal Housing Administration because of defaulted loans. The FHA turns the properties over to HUD, which gives them price tags based on fair market value. The couple wasn't initially seeking a HUD property, and the red tag turned out to be long and tangled, but they say they'd do it again.

HUD was asking \$33,000. After doing some research on cost, the homeowners bid \$35,000 and beat out six other interested parties who submitted bids lower than the asking price.

Already busy with their regular jobs, it was never the homeowner's intention to bang nails themselves. They hired a general contractor. "We planned to paint it and bring it out," recalls a homeowner, Brian of his enthusiasm. "But our simple fixer-upper had way more problems than we anticipated." Plan it on.

When they called in a Denver architect, the house was, in his words, "a disaster. I thought they had an extraordinary amount of vision, and I thought something could be done, but I also knew there were going to be lots of problems," the architect recalls.

In addition to needing costly new roofing, the couple soon discovered their investment had electrical and plumbing needs as well. Last remodeling in the 1950s, the place didn't

come close to meeting current code requirements.

Woods was growing up through the floor boards, and an enormous sunnec tree had grown under a corner of the house, forcing the contractor to rebuild half of the front foundation wall. A new 2x4 stud wall was built inside all around the perimeter in order to run new plumbing and electrical lines and for insulation.

After several consultations with the contractor and the architect, it was decided they better think seriously about who their potential buyers might be and what they would want. It seemed that the small house — only 1,000 square feet — would appeal to a single professional person or a couple with no children.

They thought, too, that such buyers would lean toward interior amenities over a great yard. Hence, they decided to concentrate their efforts inside and leave the exterior pretty much the same. They had to focus their efforts on the main challenge, which was to make a thousand-square-foot house look large.

Rather than create a series of boxy rooms, the architect used angular walls to frame interior views and add interest.

To meet code requirements, a new, wider staircase was designed and installed. Upstairs, two rooms were combined to make the master bedroom and closet and to create a full bathroom.

Despite the massive overhaul, remodeling costs were kept to a reasonable \$37,000. With the exception of the custom trim over the interior doorways, all the materials were off the rack, which really kept costs down. Sometimes, the simpler the better.

Three months after the project was finished, a young working couple with no children were thrilled to find the little house, and paid \$85,000 to own it. The Silms' profit was almost \$13,000, not counting real fees.

Federal Home Loan Mortgage Corporation (FHLMC or Freddie Mac) — a quasi-governmental secondary market agency that purchases whole mortgage loans. Freddie Mac sells interests in pools of mortgage loans to obtain funds for mortgage loan purchases.

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"All real estate advertised herein is subject to the Federal Fair Housing Act, which makes it illegal to advertise any preference, limitation, or discrimination based on race, color, religion, sex, handicap, familial status, or national origin. Any advertisement that includes such a preference, limitation, or discrimination, even if only by implication, is prohibited. We will not knowingly accept any advertising for real estate which is in violation of the above. All persons are hereby informed that all dwellings advertised are available on an equal opportunity basis."

**APARTMENT TO RENT**  
BLOOMFIELD CHARMING 4 bedroom apartment. Near transportation and parking. Laundry facilities. From \$545 includes heat hot water. Also parking. 375-5588.

**HILLSIDE 3 BEDROOMS** 2 1/2 bath kitchen living room. Parking. Near transportation. \$950. 1 month security. Available May 1. 975-325-7855.

**IRVINGTON 1 BEDROOM** near center. Newly decorated. Call near transportation. Available now. \$450 month plus utilities 1 month security. Also parking or 1 month security. Also parking. 975-325-7855.

**IRVINGTON 3 COY 3 room apartment.** Best area. One month security. 1 1/2 bath. Heat included. \$55. Available June 1st. 975-325-7251.

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## APARTMENT TO RENT

**MAPLEWOOD** First floor, 2 family, 2 bedrooms, eat-in kitchen, dining room, living room, fireplace, screened porch, patio, garage, full basement, rec. room. Near transportation. Northwood, \$1,110, utilities. May 15th. 905-275-5720.

**NEWARK STUDIO and 1 BEDROOM APARTMENTS** Very Spacious. 1 Month FREE Rent. New City, Quiet Building and Neighborhood Near Shopping, screened porch, patio, garage, full basement, rec. room. Near transportation. Northwood, \$1,110, utilities. May 15th. 905-275-5720.

**ORANGE COMMUTERS** 2 bedroom. Capetown, many closets, oak kitchen, near NYC train, garage, bank, Unbelievable! \$850 includes utilities. 973-201-1429.

**ORANGE LARGE 1 bedroom apartment.** Quiet building, close to train and bus. Available immediately. 1 1/2 months security. \$485-\$595. 905-275-0265, 1000-1100.

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**UNION STUDIO apartment.** Great sale location, off street parking, near stores. Available immediately. Call 905-275-0265.

**WEST ORANGE** Immaculate 3 room apartment. Northfield and Valley Road. Near shopping, transportation. \$685. Heat supplied. Available July 1. 735-887-1016.

**WEST ORANGE** Immaculate 3 room apartment. Northfield and Valley Road. Near shopping, transportation. \$685. Heat supplied. Available July 1. 735-887-1016.

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## FURNISHED ROOMS FOR RENT

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## OFFICE TO LET

**ELEGANT, EXECUTIVE OFFICES** for the technology, medical, health care, and financial services. West Union. Contact: Human Park Executive Center, 973-736-8015.

## OFFICE TO LET

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**UNION** Space available in newly renovated building at \$18.75 per square foot. Prime location, near off-campus medical. Close to major highways. Immediate access to Routes 78, 22, 6SP and Newark Airport. 975-325-8650.

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**WEST ORANGE** Beautifully furnished office in spacious, modern building. Available immediately. Includes parking, phone and fax systems, color conference room, and secondary station. 975-325-8650.

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**WHIPPANY 2 bedroom** town, 1 1/2 bath, living room, dining room, basement storage. 1,180 square feet, all appliances. \$139,900. Priceless only. 973-428-9722.

## REAL ESTATE FOR SALE

**ABANDONED FARM** 40 acres \$19,900 Open and wooded acreage with great view! local, state, estate, desirable. Low \$8 down! 607-863-3377 www.wjnyland.com

**BARGAIN HOMES.** Thousands of Government foreclosed and repossessed properties being liquidated. 15 month Call for local listing! 1-800-901-1777, ext. 199.

**CLARK GOLF COURSE** section, 4 bedroom Colonial. Call 732-540-9555 for information on sale.

**FARMSTEAD SALE** 20 acres \$10,000. Fields, woods, new utility Great gateway! Survey, electric, 35 down! Call now 607-863-3377 SHY 7 days, 2-8.

**FORCLOSED.** Government Homes. Open to 50% or more on distressed homes. Little down payment. Bad credit OK. Call Now 1-800-900-9073 ext. 600 (SCA Network).

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**LIQUID MOVE!** 81/2 Charming split level. 3 bedrooms, 2 full baths, large eat-in kitchen, aluminum siding, large deck and more. Must see to appreciate. Call 908-925-4835.

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Attractive B-Level features 3 1/2 BRs, Full Bath, BK-Kitchen, LR, DR on main level. Other amenities include free cedar and brick exterior, CAC, and 2 car garage. U-969. \$234,900.

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PRODUCT	RATE	PTS	APR	PRODUCT	RATE	PTS	APR	PRODUCT	RATE	PTS	APR
Apple National Mortgage: 800-692-7263 (NJ) 1769 Knotwood National Securit: 800-398-6600 (NJ) 1760											
30 YR FIXED	7.25	0.00	7.25	APP	30 YR FIXED	7.13	0.00	7.25	APP		
15 YR ARM	5.75	0.00	5.75	FEF	15 YR FIXED	6.88	0.00	7.00	FEF		
15 YR ARM	7.00	0.00	7.00	APP	15 YR JUMBO	7.00	0.00	7.13	APP		
Asia Federal Savings: 732-929-7200 (NJ) 1762											
30 YR FIXED	7.38	0.00	7.38	APP	30 YR FIXED	6.90	3.00	7.13	APP		
15 YR ARM	6.88	0.00	6.88	FEF	30 YR JUMBO	7.25	0.00	7.13	FEF		
1 YR ADJ.	5.38	0.00	6.69	APP	20 YR JUMBO	7.00	0.00	7.00	APP		
Bank Popular FSB: 800-491-BANK OFF (NJ) 1768											
30 YR FIXED	7.13	0.00	7.16	APP	30 YR FIXED	6.90	3.00	6.40	APP		
15 YR ARM	6.88	0.00	6.90	FEF	15 YR ARM	6.25	0.00	6.25	FEF		
1 YR ADJ.	6.80	0.00	8.10	APP	1 YR ADJ.	5.13	0.00	5.67	NIP		
C. Brookes Mortgage Co.: 800-383-BANK OFF (NJ) 1770											
30 YR FIXED	6.25	3.00	6.75	APP	30 YR FIXED	7.75	3.00	8.12	APP		
15 YR ARM	6.50	3.00	6.75	FEF	15 YR ARM	7.00	3.00	7.00	FEF		
30 YR JUMBO	6.75	3.00	7.05	APP	1 YR ADJ.	4.75	2.50	6.95	APP		
Columbia Savings Bk: 800-932-6888 (NJ) 1763											
30 YR FIXED	7.5	0.00	7.40	APP	30 YR FIXED	7.25	0.00	7.28	APP		
15 YR ARM	6.88	0.00	6.91	FEF	15 YR ARM	7.00	0.00	7.00	FEF		
1 YR ADJ.	5.63	0.00	7.76	NIP	1 YR ADJ.	5.75	0.00	7.86	APP		
Commonwealth Bank: 800-924-9931 (NJ) 1771											
30 YR FIXED	7.25	0.00	7.25	APP	30 YR FIXED	6.25	3.00	6.59	APP		
15 YR ARM	6.25	0.00	6.25	FEF	15 YR ARM	7.00	0.00	7.05	FEF		
1 YR ADJ.	4.98	0.00	NIP	APP	30 YR JUMBO	7.00	0.00	6.90	APP		
CoreStates Mrgt Svcs.: 800-989-3885 (NJ) 1763											
30 YR FIXED	6.75	3.00	7.31	APP	30 YR FIXED	7.25	0.00	7.27	APP		
15 YR ARM	6.13	3.00	7.25	FEF	15 YR ARM	6.99	0.00	6.97	FEF		
30 YR FHA	7.25	2.75	7.75	APP	30 YR AFFORDABLE	6.88	0.00	6.27	APP		
Fusion Home, ProActive, Investment Properties											
First Savings Bank: 732-726-3450 (NJ) 1761	The Railway Savings Inst: 732-388-1800 (NJ) 1762										
30 YR FIXED	6.63	3.00	6.97	APP	30 YR FIXED	7.25	0.00	7.25	APP		
15 YR ARM	6.68	0.00	6.88	FEF	15 YR ARM	6.88	0.00	6.88	FEF		
5/1-30 YR	6.50	0.00	6.91	APP	10/2-30 YR	6.89	0.00	7.23	APP		
First Union Mortgage: 800-332-9599 (NJ) 1764											
30 YR FIXED	6.50	3.25	7.24	APP	30 YR FIXED	7.25	0.00	7.25	APP		
15 YR ARM	6.23	2.88	7.08	FEF	15 YR ARM	7.13	0.00	7.13	FEF		
Hometown Mortgage Co.: 800-854-8100 (NJ) 1765											
30 YR FIXED	6.50	3.00	6.80	APP	30 YR FIXED	6.25	3.00	6.74	APP		
15 YR ARM	6.13	3.00	6.61	FEF	15 YR ARM	5.88	3.00	6.88	FEF		
30 YR JUMBO	7.50	0.00	7.80	APP	1ST TIME HOMEBUYER	7.25	1.50	7.80	APP		
Intercounty Mortgage: 800-813-4264 (NJ) 1765											
30 YR FIXED	7.00	4.00	7.16	APP	West Essex Bank: 7.25	0.00	7				

# Automotive

## Subaru continues to break sales records

Record Legacy sales continue for Subaru thanks to the popularity of the Legacy Outback, the world's first sport utility wagon. And to offer consumers more luxury, Subaru will expand the Legacy Outback line by adding the Outback Limited — a leather-uppiled option. More than just a leather package, however, the Outback Limited is featured-loaded to support its luxurious image.

The Outback Limited has its own distinctive look thanks to a new chrome grille, polished 5-spoke gold-accent alloy wheels, body color door handles and mirrors and special gold-accent striping. Open the door of the Outback Limited and it is immediately obvious that luxury is the theme. Embossed leather seats and wood-pattern trim compliment the already fully-leathered Outback package. And those features include a weatherband radio, overhead spot lamps and a new central door locking system which can be operated from either the driver or passenger side.

"The Outback has been a wonderful success story for Subaru," states George Muller, Subaru of America's president and chief operating officer. "The sport utility wagon niche has emerged as a viable alternative for customers who want utility-type vehicles to pursue their weekend activities without giving up the comfort and safety they demand from today's passenger cars." Muller continues, "In 1997 the Outback reaches further into the comfort equation with the Limited Edition."

The heart of the Outback limited is the 2.5 liter horizontally-opposed "boxer" engine which is also gold-faceted of the Subaru All-Wheel Driving System. First introduced in 1996, the engine in 1997 got a horsepower and torque boost—positioning Outback as having the most powerful four-cylinder engine in the entire sport utility vehicle class. To ensure the power is reliably and predictably delivered to the road from the engine, it is transmitted to all four wheels through a transfer system located inside the transmission. This compact arrangement allows for the Outback's large ground clearance without excessive ride height as found in other sport utility vehicles.

The final equation in the Subaru all-wheel driving "formula" is the suspension. Independent suspension at all four wheels ensures excellent handling and ride quality. Normally, these two qualities cannot co-exist. However, Subaru engineers through their championship-winning World Rally Championship racing efforts, have developed systems which ensure the power gets to the road with just the right amount of driver feedback without giving up comfort.

This seemingly difficult compromise is accomplished through a long-stroke suspension which offers superior spring rate and large diameter shocks. The large diameter shocks further contribute to roll stiffness that limiting body lean in turns.

The four-wheel independent suspension is also one of the reasons for Outback's excellent ground clearance. Typically, the lowest part of an SUV is the rear differential. With four-wheel independent suspension the rear differential can be mounted up higher in the chassis, allowing greater ground clearance and the added benefit of a straighter power flow from the transmission. And when going off-road, a long-stroke four-wheel independent suspension system helps keep all four wheels on the ground when going on obstacles or through ruts. But just in case the going gets real rough, the Outback is available this year with an optional from skid plate.

The Outback Limited is sold at over 650 Subaru dealers nationwide. And like its siblings, the Impreza and award-winning SVX, the Outback Limited is covered by a comprehensive three-year/36,000 mile warranty and a five-year unlimited mileage rust perforation warranty.

## BUSINESS

There are about 23 million small business in the United States today. And, approximately 30 percent of the population is thinking about starting a small business. Are you an aspiring entrepreneur? Is small business ownership your dream? If your answer is yes, be prepared. The most common reason for small business failures is the lack of management skills. The good news is management skills can be obtained through training, work experience and the advice of a business counselor.

As you consider your personal and business goals, ask yourself tough questions. Are you a self-starter? Do you have the stamina to start a new business? Many entrepreneurs say that there is no 40-hour work week, much more like 50-70 hours. Do you have a capital or access to capital? Can you plan the course of your business for the first year? Are you ready to be both the company thinker and doer?

Look at resources to help you prepare for business ownership. Opening a small business is a big risk, which does offer the potential of a significant payoff. Profit, personal control, pride of ownership and self-reliance are the potential wins of entrepreneurship. Small businesses do succeed. In our country, small businesses generate more than half of all sales in America. If you are a risk-taker, small business ownership may be for you.

Plan and prepare to succeed in business. Small business success is not random; it is the result of a concentrated effort. Ask yourself the following questions. If you answer yes, you have the basic qualities of an entrepreneur. If you answer no to any of the questions, evaluate these as areas where you can build your skills.

- Is my product or service different from others on the market?
- Do I have adequate financial resources or access to capital?
- Do I have management experience to help me run a business?
- Am I ready to commit to the demands of owning a business?
- Can I take responsibility and make effective decisions?
- Am I in good health with the stamina for the job ahead?
- Do I have the encouragement and support of my family?

If you need to differentiate your product or service, gain management experience, or gain access to capital, ask for help. Entrepreneurs are often individuals who want to do it all on their own. Before you take the plunge into entrepreneurship, take advantage of every resource that can help you succeed. The savvy entrepreneur looks for ways to succeed by tapping into existing resources, so his or her time can be spent on crucial issues and not be spent working on getting past a steep learning curve.

The best way to start a business is with forethought. In your mind, you have a plan for success. Take the time before you invest in the business startup to put your ideas in writing. Begin developing a business plan. You can visit the Small Business Administration web site at <http://www.sba.gov> for information on business planning. You can call the SCORE Association — Service Corps of Retired Executives — and receive free and confidential business counseling, including information and assistance on the business planning process. The SCORE is a non-profit organization dedicated to the formation, growth and success of small businesses. Call (908) 688-2777 for the Union office.

## The Lincoln legacy is almost a century strong

For 75 years, the Lincoln nameplate has embodied the marriage of advanced precision engineering, streamlined manufacturing process and a dedication to elegant and lasting design.

Since 1920, more than 4.5 million Lincoln automobiles have been produced. In 1922, Edsel Ford bought the Lincoln Motor Car Company from the Leland family for \$8 million. For more than 40 years, the automaker has been the primary supplier of vehicles to the presidents of the United States. In the 1930s, Lincolns were commonly available in 25 styles from phaetons, convertible coupes and convertible club coupes to roadsters and convertible sedans.

Lincoln Continental was totally redesigned for 1995. Many experts considered it to be the perfect balance of luxury and technology. The 1995 Lincoln Continental was considered by many to be the most advanced product Ford Motor Company has ever produced. Every functional area of this model was reviewed and rethought to produce a vehicle that would be thoroughly competitive with the competition's best luxury offering.

Now Lincoln offers the Navigator, with all the capabilities of a sport utility, and perfect for travel — anywhere. It is as comfortable spending a weekend in the woods as it is a night on the town. Its ultra-quiet ride is unparalleled in a vehicle of this size, and speaking of size, Navigator offers an enormous amount of interior room and cargo space, along with an abundance of other features.



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## Toyota engine combines electric and fuel power

Toyota Motor Corp. recently announced the launch of the Prius, a five-passenger sedan powered by a unique hybrid drive system that combines a battery-powered electric motor with a smaller 1.8 liter gasoline engine. This combination results in an electric vehicle that never has to be plugged for recharging.

The Prius gets twice the gas mileage of a conventional car its size — up to 66 miles-per-gallon — and reduces the emission of harmful pollutants — CO, HC and NOx — by 90 percent. In addition, carbon dioxide emissions — which are blamed for global warming — are cut in half.

The Toyota Hybrid System is a "parallel" system in which both the electric motor and the gasoline engine can drive the car. The engine can also recharge the batteries while powering the Prius.

The Hybrid System blends the power of the motor and engine through a computerized power splitter with a planetary gearset that acts as an infinitely variable transmission. At start-up and under light loads, the electric motor provides all the drive power. The engine starts instantaneously when needed and automatically shuts down when the car is topped or coasting. Regenerative braking converts the motor to a generator when the vehicle is slowed, helping to further charge the batteries.

When the engine is kept within a narrow rpm range where it is most fuel-efficient and least polluting, if extra power is required for acceleration, the electric motor supplies it.

Other fuel-saving features of the Prius include:

- A high-efficiency air conditioner and insulated body structure;
  - Electric power-assisted steering that does not require engine power;
  - Nickel-metal hydride batteries that are more efficient than conventional batteries;
  - Low-rolling resistance tires.
- This combination of gasoline and electric power offers the best of both worlds — long range, freedom from recharging, exceptional fuel economy and drastically reduced emissions.

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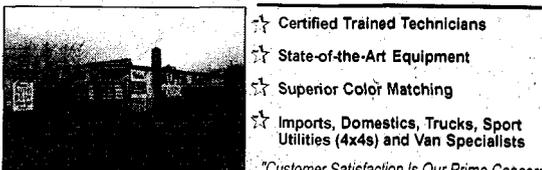
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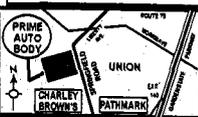


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# 1998 Buick Century is ahead of its time

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Inside Century there is space for six adults to ride in comfort, thanks to careful packaging and long front seat tracks. Spacing the seat tracks as wide as possible increases rear passenger foot room, and sculpted front seat backs provide ample rear passenger knee room. Again for 1998, Century Custom features an optional integrated child safety seat, positioned at the center of the rear seat. Returning as standard equipment on Century are four-wheel anti-lock brakes for safe, sure stops, and power-assisted rack-and-pinion steering. The Limited features a magnetic variable effort steering system which uses a combination of electronics, hydraulics and electromagnets to adjust steering effort to suit road speed. Greater assist is provided to ease parking effort, but at highway speeds, the level of assist is reduced to improve road feel.

Additional Century standard equipment includes power folding outside rear-view mirrors, center storage armrest with dual cup holders, power windows, map pockets on front and rear doors, illuminated door-mounted switches, and Convenience Plus features such as lockout protection, which prevents the driver from being locked outside when the key is in the ignition.

Century also includes metropolitan switches for the optional front power seats; a larger capacity battery with raindown protection; fluid monitors and indicator lights for low fuel, windshield fluid, oil and coolant levels, door ajar and trunk ajar.

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**MAY 17, 1998**  
Dogs Walk Against Cancer  
Rahway Park, Rahway, NJ  
Participants collect donations and come out to walk with their dogs. Walk starts at 11 am.

**MAY 29-30**  
RELAY FOR LIFE  
Begins at 7 pm on Friday May 29th  
Ends at 1 pm Saturday May 30th  
THE CLUB AT WOODBRIDGE  
Teams can sign up now to make a difference in the fight against cancer by walking relay fashion around a track for 18 - hours of fun, food, entertainment and all the sporting activities at the club.

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Cancer Survivors - at 7 pm on Friday May 29th hundreds of survivors will walk the first lap of the Relay in a joyful demonstration that there is great hope in the fight against cancer!

A moving **LUMINARY SERVICE** at 9pm - Thousands of Lights will encircle our walking track in memory or in honor of those lives that have been touched by this disease.

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# Inside BUSINESS

Volume One, Number Three  
May 1998

## Utility deregulation is boosting the Garden State economy

New Jersey has always had many qualities that make it attractive to business. Its location in the heart of the Northeast corridor is ideal. Its network of highways, bridges and rail transportation makes it easy to ship products and provide services. And its proximity to a highly skilled workforce is a huge asset. But one of the factors that has held back the Garden State on the job creation front is utility costs.

In recent decades, utility costs here have run as much as 50 percent above the national average. This disparity has

been due to a number of factors, including a heavy reliance on nuclear energy and stringent environmental regulations. State Senate President Donald DiFrancesco, R-Union, said the disparity is a serious impediment to economic growth in New Jersey, "causing some companies to consider relocating elsewhere in the region where energy rates are cheaper."

But New Jersey officials are making a dramatic move to improve utility costs through deregulation. Utility deregulation will lower costs by making it easier for companies to enter the utility market. More companies means more competition. And more competition inevitably leads to lower prices and improved services.

The deregulation of the telecommunications and natural gas industries is already under way. And the state Legislature, spearheaded by Assemblyman Rich Bagger, is in the process of deregulating electricity.

"Deregulation offers a great promise, but it also offers some significant challenges," said Bagger, a Union County Republican who has been studying the issue for some time and is one of two prime sponsors of the

deregulation legislation.

Bagger said deregulation focuses on the generation of electricity and natural gas. It will not affect the distribution. "There's no need to have two sets of wires and pipes," he said, although he added that some customers may have to pay two bills, one to the generator and the other to the distributor.

One of the main challenges, Bagger explained, is to insure that all consumers -- be they homeowners, small businesses or large businesses -- get the opportunity for significant rate reductions.

That will be accomplished in two ways: first the legislation will mandate a minimum rate reduction of 10 percent, and second it will legalize "aggregation," which will allow small

purchasers to band together to buy energy.

"For example, General Motors can make a deal in favorable terms to buy electricity because it uses a lot of it, but the small business in Elizabeth can't do that," Bagger said. "But now the Union County Chamber of Commerce could make a deal to buy electricity for a number of users and suddenly that small business in Elizabeth has the same buying power as General Motors." (The Chamber of Commerce is considering just such a plan; see related article on page 3).

The other primary challenge is to provide strong consumer protections to guard against those who might take advantage of the system and to insure that the benefits go to residents of New Jersey and people doing business here.

"Energy expenses are a significant part of the cost of doing business," Bagger said. "The promise of energy deregulation is one of job growth and economic stimulation. It will also help us to retain that part of the manufacturing industry that's left in New Jersey."

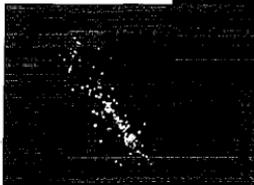
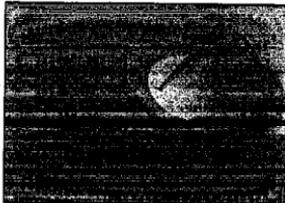
Senate President DiFrancesco is an enthusiastic supporter. "New Jersey deserves a break from high electric costs," he said. "I look forward to working on deregulation legislation this year to put more dollars back in the pockets of consumers and to make our businesses more competitive with our neighbors."

Among the other fans of the effort is the New Jersey Board of Public Utilities, which deregulated the

commercial natural gas industry three years ago and is currently involved in pilot projects for deregulated residential natural gas.

"We've seen savings of 10 to 15 percent on natural gas" already," said Michael Ambrosio, executive director of the board.

In addition to the immediate promise of 10 percent savings on electricity, Assemblyman Bagger estimated that customers eventually could realize an additional savings of 15 to 20 percent, bringing the total rate reduction to almost one-third of current rates.



(Continued on page 3)

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This is a publication of  
The Union County Chamber of Commerce

# The Telecommunications Act: Keep The Faith

By Alexander Smith

The Telecommunications Act of 1996 is a little over two years old. Critics of the act observe that while competition for local phone service has yet to start - especially for residential customers -- legal wrangling over the act hasn't stopped.

While no one should be pleased by the progress so far, now would be the worst time to give up on the act. In fact, now is the time for regulators and policymakers to let the act work by making sure it's implemented properly. Local telephone companies have been entrenched monopolies for the past 100 years, and it'll take more than a couple of years to tear down the barriers so others can compete. The act simply needs more time.

So why hasn't the act been as productive as everyone wanted? First, a bit of history. Before the act was signed into law on February 8, 1996, telecommunications policy largely rested with Judge Harold Greene, who presided over the consent decree that broke up the old Bell System. Under the decree, the local Bell telephone companies were barred from entering new lines of business, including long distance, for good reason. Decades of Bell system behavior had shown that phone monopolies have every incentive to stifle competition if allowed into competitive markets.

But the local Bell monopolies began to chafe under those restrictions and soon began making the argument in Washington that telecom policy should be determined by Congress, not a federal judge. Eventually, after years of industry lobbying, the Telecom act emerged. The warning industry heavyweights, the local Bell companies vs. the long distance companies, saluted the act at its passage. Both sides agreed it set the right course, giving the Bells an entry into long distance after they opened their local markets to competitors.

Praise for the act was downright effusive, such as SBC Chairman Ed Whitacre's statement soon after it passed that the act "is good for consumers, it is good for SBC, and it is good for our shareholders."

How do both sides feel a little over two years later? AT&T believes the act is fundamentally sound. The Bells? Look no further than their legal departments, which have unleashed a barrage of court challenges in the past year to try to overturn, disrupt, delay or gut the act.

Why does the act deserve more time to work? First of all, breaking open 100-year-old monopolies wasn't going to be easy even if the Bells had decided to cooperate. It's almost impossible if they don't. Second, while progress has been slow, companies like AT&T have spent huge sums to enter local markets and plan to spend much more. AT&T has already spent about \$4 billion over the past two years on its entry efforts, and AT&T is acquiring Teleport Communications Group (TCG), with its local service operations for business customers, in a deal valued at \$11 billion. But for customers, who want a choice in their local service, implementing the act as intended remains their best hope.

So the act isn't at fault. The Bells and the other big local monopolies like GTE are. If they hadn't challenged the act itself and every Federal Communications Commission effort to implement it, there would probably be pockets of viable local phone competition now.

Policy-makers, including the FCC and members of Congress, should resist pressure to give in to the Bells or to reward their efforts to undercut Congress' intent in passing the act. Instead, they should hold the Bells to their word when they agreed to support the act just two years ago.

The bottom line of the Telecom Act is the right it promises for all Americans to choose their own local phone service provider, instead of remaining captive customers of the local phone company monopolies. That's what most people want, and that's what the Telecom Act will deliver.

Alexander Smith is an assistant vice president for Government Affairs at AT&T.

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# Utility deregulation is boosting the Garden State economy

(Continued from page 1)

One of the state's leading utilities, Public Service Electric & Gas, has already begun a plan to offer 100 percent of its eligible customers the ability to switch to a different energy supplier by this October. The plan also calls for a 5 to 10 percent rate reduction and a multi-year rate freeze.

"Deregulation has definitely had a positive effect," said Ron Reisman, a spokesman for NUI Corp., the parent company of Elizabethtown Gas. NUI is particularly affected because in addition to owning a regulated utility gas provider, Elizabethtown Gas, it also owns a non-regulated energy marketer, NUI Energy.

He noted that switching gas providers is "transparent," in that a customer keeps the same pipes and equipment, but just gets the gas from a different source.

"It's one of these things where you smack your head and say, 'Why didn't anybody think of this before?' But then again, when I was a kid, I thought nobody besides AT&T could provide telephone service," Reisman said.

The deregulation of telecommunications has been underway for several years as the breakup of the Bell system led to the proliferation of long distance services that are now competing with a wide variety of pricing plans and service options. The movement reached a watershed with passage of the federal Telecommunications Act of 1996, which fractured the monopolies in local phone service. But this momentous legislation has been slow to take effect as the local services have filed a torrent of lawsuits aimed at protecting their monopolies.

Yet Michael Armstrong, the new Chief Executive Officer of AT&T, insisted that the act will work in time.

"This act was written for consumers and competition," Armstrong said. "We should not let its benefits to consumers and competition slip away simply because we got tired of removing the obstacles created by the opponents of competition."

Armstrong said the courts and the Congress will work out the challenges. He urged patience those who would rush to judgment too soon.

"Like all new products, it needs to be tested in the market to be properly judged," Armstrong said. "We surely should not judge it by the protests of the local monopolies resisting competition. And we surely should not try to fix it until we know what doesn't work."

And there is evidence that local telephone service, deregulation is starting to work. An example of a local service provider is Hyperion Telecommunications of Central New Jersey Inc., which is now providing local service in Union County, among other areas in Central and North Jersey.

"We offer everything that Bell Atlantic does and some things that they don't," said Jeff Brubaker, a district sales manager for Hyperion. "And we are less expensive. Our rates are indexed against Bell's and our customers pay at least 10 percent less."

However, Bell Atlantic also welcomes deregulation. Its president and CEO, Len Lauer, said the deregulation

"will create an environment for a wider choice of products and services and more competitive prices."

"Bell Atlantic-New Jersey is looking forward to the day -- in the not-too-distant future -- when we will be able to provide customers with long distance services to complement our portfolio of services," Lauer said.

So the work is well underway to at last free New Jersey businesses of the shackles of well-intended but outmoded utility regulation. And that freedom will provide a climate in which businesses can flourish and create jobs, thereby irrigating the Garden State's economy to provide the bloom of prosperity for all New Jerseyans.

"Utility deregulation is the most important pro-business development on a policy level in New Jersey in the last 25 years," said Union County Chamber of Commerce President James R. Coyle. "It will do more to lower production costs and keep New Jersey competitive than anything in a long time."



## Chamber educates county businesses on deregulation

To enjoy the full benefits of deregulation, proponents of deregulation agree that businesses and consumers must understand the options and the opportunities.

Toward that end, the Union County Chamber of Commerce is conducting educational seminars to explain deregulation to representatives of county businesses. The chamber recently held the second of these, a spring seminar on natural gas deregulation.

Chamber President

James R. Coyle said the seminars are part of the chamber's commitment to provide businesses in Union County new and innovative ways to save money on their expenses.

"Very few businesses understand or take advantage of this new regulatory environment," Coyle said. "For example, while everyone in the state can participate in discount programs through their telephone companies only 5 percent of the people in the state do."

In addition, Michael Ambrosio, executive director of the New Jersey Board of Public Utilities told the group at the seminar that only 10 percent of the businesses in the state have taken advantage of lower-priced unregulated natural gas.

The seminar, held at L'Affaire restaurant in Mountain-side, attracted 60 representatives of the natural gas-using community, including large industrial users, smaller-Union County businesses, municipalities and school districts.

"All of these groups could benefit from lower-priced unregulated natural gas," Coyle said.

Presentations were made by a high-powered panel led by Ambrosio and Assemblyman Rich Bagger, who has been the architect of utility deregulation in New Jersey. Other panelists included Len Kientz, who leads the industrial gas sales division of NUI (the parent company of Elizabethtown Gas), Dave Kessler, who is the regional sales manager for the independent gas marketing company, MC, and James Kent, product manager for gas for Energis Resources, the free-market arm of Public Service Electric & Gas.

One of the topics that was extensively discussed was the possibility of the Chamber forming a buyers' cooperative to bring businesses and municipalities together to be able to negotiate lower prices.

"The larger the quantity that is purchased, the lower the price," Coyle said. "Small users don't have the market

power to command the lowest prices possible. But if we bring them together under the Chamber umbrella, we will be able to get that low price for our members."

Seminar attendees said afterward that they received valuable information that will help them lower their costs.

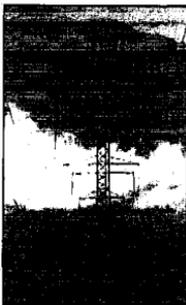
"It was a great way to explain what deregulation is and what opportunities it gives businesses," said Charles-M. Collette, president of CMIC Printing, Graphics, Communications of Union.

"I don't have the time to go to the library to look up old newspapers to study the deregulation issue," Collette said. "But the presenters at the seminar competed with each other to give us all of the information we need in order to seek them out."

Ambrosio agreed that education about the opportunities of deregulation is acutely needed.

"The board of public utilities has a customer relationship whose job it is to get out into the community and spread the word," he said. "But these types of meetings serve as a great supplement to that effort."

Assemblyman Bagger said, "I'd like to commend the Union County Chamber of Commerce for this very useful series of forums. I know that Jim Coyle understands these issues, having previously been chief of staff of the Board of Public Utilities. And he is using that knowledge to help the business community in Union County."



# Diamond Associates

## Deregulation: Meeting the Challenge

As the utility industry faces the challenges of deregulation, companies such as Diamond Associates of Westfield, a training and development company, provide valuable services that can ease the transition.

What role can a training and development company play in deregulation? "Several critical needs emerge," says Harriet Diamond, company president. "First, of course, is customer care. We can help design and implement initiatives to help customers face the overwhelming pressures of choice as educated consumers-not roulette players."

### Reaching All Markets

The logical marketing vehicles will be billboards, TV ad campaigns, and print ads. Because demographics vary throughout the state, however, a "one size fits all" approach would be less effective than one tailored to different audiences. Simplified explanations and accompanying, easy-to-follow materials are critical for populations with limited reading skills. Those whose first language is not English will require graphic and pictorial information.

Of course, simplified material included in direct mailings will play a vital role, but nothing succeeds as well as personal explanation when trying to reach those with language and/or literacy problems. Consumers cannot contribute to the marketplace unless given the tools.

### Delighting Customers

The competitive edge in any industry is proactive customer service. In addition to communicating with consumers through outreach programs, energy providers must "retail" to enable those formerly in non-customer contact roles to communicate with customers-on the phone, by mail, in person (service calls or customer visits to local offices).

The utility companies in New Jersey have, to varying extents, focused on customer service. Many changes have taken place over the past decade to demonstrate a concern for customer issues: service calls scheduled in higher blocks than "today" or "this afternoon, more efficient responses to telephone and mail inquiries, sharing related

information to aid customers-to name a few.

In an open competitive market, service remains the key factor in customer choice. Customers in all sectors vote with their feet. Deregulation occurs during the era of the assertive customer. Customers today are more outspoken and demanding than ever before. "They know that they have choices and while they demand quality products and fair prices, they have zero tolerance for poor service," states Diamond.

### Embracing Sales

Lucy Hughes, the firm's director of performance and development, stresses the importance of retraining and refocusing. Some jobs will disappear, some will combine, and new jobs will emerge. "As utilities strive to retain and retrain, a company with our experience can be extremely helpful," says Hughes. "All change is unsettling," adds Diamond, "and the deregulated environment will require success-oriented utility companies to address the issues of sales skills, change management, team building, and customer care aggressively and early in the process."

### The new skill that deregulation requires is selling.

In a regulated environment, companies needed to please their customers, but not attract them. How does a company make the transition to becoming sales driven? "Thinking of your company as a sales organization is the first step," says Diamond. "Building the requisite skills and creating the appropriate supportive environment are critical to success. The key to attracting and retaining customers will always be service," she emphasizes. "The transition from satisfying customers to attracting them will be a manageable one for those companies that have already accepted that satisfying the customer is not enough and have begun to determine ways to delight them," concludes Diamond.

Established in 1985 by Harriet Diamond, Diamond Associates is a woman-owned business certified by the New Jersey Department of Commerce, The Port Authority of NY and NJ, and New Jersey Transit. Diamond Associates licensed by the Casino Control Commission, has a satellite office in Atlantic City. The firm has also helped clients receive Workforce Development grants and has provided the requisite training.

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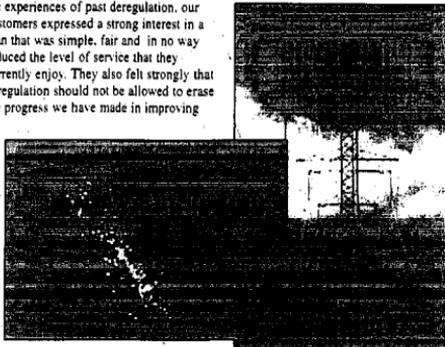
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## PSE&G prepares for challenges of deregulated electric market

During the past several months, there has been a great deal of attention devoted to the deregulation of New Jersey's electric market. While no one is certain of deregulation's exact impact, it is certain that New Jersey energy users will soon face fundamental changes in purchasing their electricity.

Last summer, Public Service Electric and Gas Company (PSE&G) filed a proposal with the New Jersey Board of Public Utilities (BPU) that would offer all of the utility's 1.9 million electric customers a choice of power supplier starting January 1999, as well as a five to ten percent reduction in rates. PSE&G also proposed capping major components of these rates for seven years. By offering 100 percent of eligible customers the ability to switch to a different energy supplier, PSE&G accelerated the choice timetable originally established by the BPU. That plan called for choice to be phased-in until 100 percent of customers could "power shop" by July 2000.

In announcing the PSE&G proposal, Larry Codey, company president and chief operating officer noted, "In thousands of customer interviews, we heard several messages over and over again. Reacting to the experiences of past deregulation, our customers expressed a strong interest in a plan that was simple, fair and in no way reduced the level of service that they currently enjoy. They also felt strongly that deregulation should not be allowed to erase the progress we have made in improving



and protecting New Jersey's environment. Satisfying these criteria became the central goal in drafting our plan."

This past March, PSE&G went a step further in ensuring the successful deregulation of New Jersey's electric market. PSE&G and Natural Resource Defense Council (NRDC) signed an unprecedented agreement that established a broad set of standards for the electric industry that both believe are necessary to assure that all customers share the opportunity to receive the expected economic benefits of competition and to resolve significant environmental issues. Among the key provisions of the agreement are:

- Electricity should not be dirt cheap. PSE&G and NRDC believe that it is necessary to resolve environmental issues in the context of electric restructuring through state and federal legislation, in order to create a truly fair marketplace. This model builds PSE&G's environmental successes of the past and lays the groundwork for future environmental progress, as well as consumer confidence in the new marketplace.

PSE&G and NRDC believe all consumers should benefit from competition simultaneously, and that we need to extend New Jersey's tough consumer protection statutes to the new energy marketplace.

As the deregulation process proceeds, there are certain transition issues, such as stranded cost recovery, which must be addressed.

PSE&G is one of the largest utilities in the United States. It supplies the most reliable and lowest-cost energy in New Jersey through the generation, transmission, distribution and sale of electricity and natural gas to a service territory that encompasses a population of 5.5 million people or nearly three-quarters of the state's residents. With 10,500 employees, the Company is also one of the largest employers in the state and enjoys a reputation for its solid commitment to New Jersey, its people, its neighborhoods and its businesses. We must ensure that making this market competitive won't compromise the progress we have made as a state. It's important that we work together to get the rules right for New Jersey, right for the consumer, for the environment, for jobs and the economy.

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## President's Message

New Jersey has finally started to deregulate its utility industry. Though we have been told that many other states' consumers are beginning to see choice and lower prices in their natural gas, electricity and telecommunications bills. This is by far the most significant pro-business development in the state in the last 25 years.



And it comes just as small business in New Jersey has had a rough time for years. Industry has been dying. Utility costs in the state are among the highest in the country. Combined with over expansion and high taxes, these three strikes have felled many of New Jersey's finest companies to close up and head for more welcome climes, both at home and abroad.

Washington for the past few years has been forcing states to open up their utility markets to competition, in the hope that better service and lower prices will result. Long distance telecommunications was the first, and the result has been phenomenal. Long distance telephone calls cost far less today than 15 years ago, and the service is better too. Those peaky dinner-time calls aside, the effort has been a huge success.

More recently, the natural gas industry has been opened. Deregulation is now complete for commercial users, and will begin soon for households as well. Called unbundling, the process has been slow and confusing. Though any business can now buy unregulated natural gas at below market prices, the Board of Public Utilities (BPU) estimates that only 10 percent of the users take advantage of this break, and they have a tendency to be the largest industrial users.

So, what's the problem? Why don't more businesses take advantage of better prices? The answer is two-fold. First, there are so many different deals out there, that it's hard to judge which is best. No one (like the BPU) provides any decent price information. Second, there is a great deal of misinformation which would lead one to believe that if you don't work the perfect points, you'll get taken to the cleaners by some shabby company. While this may happen, it's rare. The result though, is that many businesses are just too intimidated to enter the market.

The BPU is set to tackle electric deregulation next. Their stated goal is to have commercial users buying electricity in a competitive market by the fall of this year. More likely we are looking at spring 1999 at the earliest. The BPU has been overwhelmed by its workload, and is moving over so slowly to get lower prices to New Jersey consumers. The Board is also wary of opening up competition in the local phone market, something that is badly needed.

One factor that needs to be kept in mind is the tax implications of all this. A large part of the reason New Jersey has some of the highest utility prices in the country is that it has some of the highest energy taxes. How many of you know that you have been paying an average of 13 percent on top of your utility bill in taxes? Apply called the GRAFT Tax (for Gross Receipts and Franchise Tax) this tax has been a tremendous source of revenue for the State government who then passed most of it to the municipalities. Because of gas deregulation, GRAFT receipts started to fall over the last couple of years. A new set of taxes was imposed in January 1996 to recoup the losses.

Make no doubt about it. The government starts a new tax to get more money, not less. Let's hope that the benefits of competition are not eaten by new, higher taxes.

*Joe P. G. H.*

## What's Coming Up!

- What's Coming Up!*
- May 5 Marketing Committee Meeting 8:30 AM Chamber Office
  - May 6 Small Business Forum  
Saving Dollars, Saving Lives (Controlling Substance Abuse in the Workplace)  
Debrah Johnson, Governor's Council for a Drug-Free Workplace  
8:00 AM Kenilworth Inn, Exit 138 Garden State Parkway
  - May 6 Roselle Park Chamber of Commerce  
7:00 PM Elmore Interiors Upholstery, 450 E. Westfield Ave., Roselle Park
  - May 7 Education Committee Meeting 8:45 AM Chamber Office
  - May 8 State & Federal Affairs Committee 8:30 AM Chamber Office
  - May 13 Membership Committee Meeting 8:30 AM Chamber Office
  - May 15 Local County Affairs Committee 8:30 AM Call for location!
  - May 19 "Everything you always wanted to know but couldn't afford to ask"  
Issues in Elder Care  
8:00 AM Kenilworth Inn, Exit 138 Garden State Highway
  - May 21 Business After Hours  
5:00 PM The Grand Summit Hotel, 570 Springfield Ave., Summit
  - May 27 Clark Group Meeting 8:30 AM Call for location!
  - May 28 Springfield Chapter Meeting 8:00 AM Call for location!

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# INSIDE BUSINESS

is a publication of The Union County Chamber of Commerce.

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# Capital Page

## U.S. Senator Robert G. Torricelli

A new era of fiscal responsibility has dawned in Washington. Five years after Congress passed President Clinton's Economic Stimulus Package by a single vote, we have balanced the Federal budget for the first time in 30 years. For more than a generation, the public policy debate on Capitol Hill has revolved around the single question of the budget. Now that this task is behind us, we have the opportunity to make our tax system more fair and equitable in these dynamic economic times.

During the 105th Congress, we have focused upon several initiatives designed to advance this goal. In the Administration's most recent budget proposal for the 1999 fiscal year, President Clinton included the Severance Pay Protection Act, based upon legislation I offered in the Senate last year. As New Jerseyans are most certainly aware, America is facing an epidemic of corporate downsizing. Even as the economy continues its remarkable growth and unemployment hits record lows, we read reports of corporate layoffs nearly every day.

New Jersey is still feeling the effects of AT&T's decision to lay off 7,000 employees in January 1996; since then, this trend has swept across the country. In November, Eastman Kodak announced it would lay off 10,000 employees - or 10% of its work force. In addition, Levi Strauss announced recently that it would close 11 plants and lay off 6,300 employees, and Whirlpool announced it was cutting 4,700 from its payrolls. Finally, only several weeks ago, Chase Manhattan Bank announced it was downsizing 4,500 of its workers - half of whom live in the New Jersey-New York metropolitan region.

Fortunately, as part of a rising tide of corporate responsibility, many business are providing severance packages to their displaced workers. Unfortunately, however, under current law, many severance packages lose 33% of their total value to taxes. Severance pay, unlike employment benefits, is not meant as a substitute for salary, but rather a one-time payment to assist workers in getting back on their feet, returning to college, acquiring new job skills or starting a small business.

Our proposal would exempt the first \$2,000 of a downsized employee's severance pay from taxes and, in doing so, would provide tax relief to downsized workers at a time when they need it most.

But the epidemic of corporate downsizing is not the only concern to face our nation in these prosperous times; the status quo of our education system is unacceptable. Recent studies have demonstrated that 40% of our students fail to meet the basic requirements in science and reading achievement. In a recent international competition, U.S. high school seniors ranked 19 out of 21 industrial countries in mathematics and science. If America is to continue to succeed in the global marketplace, we must implement new and innovative strategies to improve the education of our children.

For these reasons, I joined with my colleague Senator Paul Coverdell, R-Ga., to offer bipartisan legislation to create education savings IRAs, also known as A+ Education Savings Accounts. The annual \$2,000 non-deductible contribution would accumulate interest tax-free - much like the recently enacted Roth IRA. The money could be withdrawn for any expenses related to education, such as public school transportation costs, extracurricular activities, or after-school tutoring. Others may choose to use it for private school tuition or higher education costs.

But perhaps the most exciting aspect of these accounts is their ability to attract broad participation in children's education. When unions, corporations and extended family members contribute to these accounts, they will add millions of dollars to our education system, and make the education of a child not simply the responsibility of his or her parents, but that of the entire community.

Like the Severance Pay Protection Act, A+ Education Savings Accounts would serve as an important agent in protecting the American middle class. Today, we live in what Fortune Magazine calls times of "unparalleled prosperity," where America stands without rival. These two initiatives are the first step into making the 21st Century into another American Century even better than the 20th.



### How to reach your elected officials

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# Bell Atlantic

In 1927, the Yankees were setting baseball records with its famed Murderer's Row lineup that featured Babe Ruth and Lou Gehrig. Across the Hudson River a spin-off of New York Telephone known as New Jersey Bell was just getting started.

Seventy-one years later, Bell Atlantic is a world leader in communications just as it led the way in integrating telecommunications into everyday life back then. Its merger last year with NYNEX created a new company with the financial strength, scope and experience to provide a broader range of telecommunications services.

Through an aggressive rollout of new technologies, Bell Atlantic's customers have access to these services to make their lives less complicated and more productive.

With competition in the local telephone market coming to New Jersey, more telecommunications companies are trying to differentiate themselves from their competitors.

Customers already know Bell Atlantic for its traditional service quality and involvement in the community. With the advent of competition in the local market, Bell Atlantic looks forward soon to providing long distance, adding it to the long list of services -- such as local, toll, data and Internet -- it now provides to business and residential customers.

Bell Atlantic has accelerated the availability of new technologies and services to New Jersey customers as the result of an innovative program called Opportunity New Jersey (ONJ).

ONJ was created in 1993 in cooperation with the Board of Public Utilities. Bell Atlantic already has invested nearly \$3.2 billion in New Jersey during the first five years of the program.

Bell Atlantic's advanced telecommunications network in New Jersey is helping businesses grow. Its network includes more than 300 high-speed fiber Synchronous

Optical Network (SONET) rings that provide faster service, unparalleled security, and survivability for businesses that depend on uninterrupted communications.

Another way businesses benefit from Bell Atlantic's network is through its high-speed ISDN service, which converts a normal telephone line into a super highway for information delivery. ISDN helps telecommuters be more productive, giving them faster access to information in their offices or around the world.

Bell Atlantic also is working hard to help improve educational opportunities for students of all ages. The company is investing its time and resources in school-to-work programs that help high school students and people re-entering the workforce prepare for successful careers. Bell Atlantic also is actively involved in Workforce Investment Boards (WIB) in Union County and throughout the state.

As part of the ONJ plan, Bell Atlantic is implementing a program called Access New Jersey SM, in which it is investing more than \$130 million to bring advanced telecommunications services, including interactive video and high-speed data, to every public school and library served by Bell Atlantic by 2001.

Bell Atlantic has demonstrated its leadership in education by initiating a variety of programs to help New Jersey students access the latest computer and telecommunications technology. The company has implemented Interactive Distance Learning Service (IDL) classrooms in schools across the state.

It's this commitment to the customers it serves and the communities in which its employees live in that will set Bell Atlantic apart from its competitors as it moves into the next century.

In the 70 years it has served New Jersey customers, one of the things Bell Atlantic has learned is that customers want good service at a good price. As a full-service provider, Bell Atlantic plans to continue the tradition of quality service and delivering the kinds of products and services its customers need.

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## NUI offers new ideas and traditional values to Union County energy users

If experience is truly the best teacher, it should come as no surprise to anyone that Union County's most experienced energy provider is now at the forefront of providing innovative energy solutions in today's deregulated environment.

NUI Corporation began life as the Elizabethtown Gas Light Company back in 1855, created to provide fuel to the 300 gas lamps that lined the streets of Union County's largest city. One hundred and forty-three years later, NUI continues to operate Elizabethtown Gas, along with several other affiliates that provide a variety of energy products and services to help businesses increase their energy efficiency, reduce their energy costs and improve their energy-related plant operations.

One of those affiliates is NUI Energy, a full-service energy marketing company which serves industrial and large commercial energy users. NUI Energy is able to use its sizable purchasing power to obtain energy supplies for its customers at reduced prices, passing the savings along to those customers. It is also able to work with its wholesale trading affiliate, NUI Energy Brokers, to bring risk management tools into play. In addition to providing the energy itself, NUI Energy also employs a team of account managers who work one-on-one with its customers to identify and manage their daily energy needs. These account managers provide assistance in areas like delivery, account balancing and reconciliation.

The value of this assistance is emphasized by Frank T. Bahniuk, NUI's senior vice president and a former director of the Union County Chamber. "Energy deregulation offers many advantages for business, but its one disadvantage is that obtaining its maximum benefit requires an in-depth knowledge of energy that must be constantly updated with each new development. Most businesses don't have a full-time energy manager on staff, and most business owners can't take time away from running their operations to become energy experts. NUI Energy can fill that gap by providing the energy expertise that allows a business owner to concentrate on his or her core business, while still taking maximum advantage of the financial benefits of deregulation," Bahniuk said.

A second NUI affiliate which can assist industrial and large commercial energy users is NUI Energy Solutions, which offers both energy management services and project development services. Energy management services include analyzing energy bills to detect and resolve discrepancies; developing energy-use profiles to identify facilities whose efficiency could be improved through operational or conservation measures; creating historical energy profile databases to monitor the effectiveness of those measures; and performing energy audits to further identify projects that will increase energy savings.

Project-development services provided by NUI Energy Solutions can help businesses meet changing-energy-related environmental regulations, while increasing the efficiency and reliability of their facilities. Edward Liberty, managing director of NUI Energy Solutions, noted, "Through our internal staff and a network of alliances with selected contractors, we can engineer, procure, finance and construct an energy system or specific project. Our project capabilities include boiler-plant upgrades, fuel conversions, chilled and hot water systems, compressed air systems and cogeneration systems."

Michael W. Manning, vice president of NUI Sales Management, says the company's recently-adopted theme - "New Ideas, Traditional Values," defines its objectives in dealing with the deregulated environment. "The 'New Ideas' represent the innovative approaches we take with our customers, whether it means offering a product or service that we've never offered before, or developing a creative solution to a customer's needs," he said. "The 'Traditional Values' remind us of the qualities that have made this company successful over its nearly century-and-a-half of existence: Reliability, honesty, fair prices and customer service. These are timeless values that must continue to be part of our corporate culture regardless of the changes which occur in our industry.

"The combination of these two powerful principles should serve as an indication to our customers - as well as those businesses who are not currently our customers but who are looking to take advantage of the benefits of deregulation - that NUI is a company with the expertise, technology and creativity necessary to serve their energy needs."

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# Did you know...

## How small business can get financing for improvements

The following column was provided by the Union County Economic Development Corporation.

Small business owners are faced with many decisions, including whether, where and when to seek financing to expand their product lines, purchase new equipment or increase their marketing efforts. Listed below are some of the key questions that are often asked of borrowers and lenders.

### The Top Five Questions Business Borrowers Ask Lenders

#### 1. What kinds of loan programs are available for small businesses?

Most banking institutions have loan programs to meet your business needs: credit lines for working capital, term loans for equipment/fixed assets purchases and commercial mortgages for real estate. Local and county economic development organizations often provide financing for start-up, entrepreneurial and established businesses. They also provide loans for relocation to the area and even facade improvements. In addition, loans can be packaged with state agencies, economic development organizations and banks to obtain the most advantageous rates and terms.

#### 2. How much can I borrow?

How much do you need? The amount to be financed is determined by the sources and uses of funds (i.e., on a typical equipment purchase, you will need to put down at least 20 percent). It is important to note that the greater your down payment, the more likely the loan is to be approved.

#### 3. What are the interest rates and payment terms?

For fixed assets and equipment purchases, most financial institutions or banks base their rates on an index of the NY Prime Rate (currently 8.5%) plus one or two percentage points. Public sector financing programs can be higher or lower, depending upon use of proceeds, location and number of jobs created.

#### 4. What information do you need?

Lending institutions often require business and personal federal tax returns from the past three years, personal financial statement and written estimate of proposed use of funds. State agencies and economic development organizations also require a formal business plan. You need all that? Yes!

#### 5. Is collateral required?

Almost always. Typically lenders look to secure a loan with the business assets or personal assets. This is a sign of your commitment to the business. However, collateral requirements are more relaxed for public sector financial programs.

### The Top Five Questions Lenders Ask Borrowers

#### 1. What type of business are you in and for how long?

#### 2. What will you be using the funds for?

#### 3. How much do you need to borrow?

#### 4. What will you offer as collateral or an equity position?

#### 5. Do you have a written business plan?

You will be ready to meet with a lender if you can provide answers to these questions and the required documentation listed above.

Ellen McHenry, Director of Financial Programs for the Union County Economic Development Corporation, manages a series of public and private loan programs designed help small businesses:

- Become more competitive
- Hire new employees
- Make facade and interior improvements
- Increase inventory and marketing efforts
- Obtain start-up working capital

These loan programs are directed toward businesses within Union County that typically cannot obtain traditional bank financing. Interested business owners can call Ellen at 908-527-1166.

### Wanted: Experts to give advice

Are you an expert in your field? Do you have knowledge that you can share with our readers that will help them with their businesses?

Inside Business is looking for experts to contribute to our monthly advice column, "Did You Know" Columns should be about 700 words in length and must deal with a generic issue, rather than promoting a particular company or business concern. However, your name and your company's name and address will appear with the column.

Anyone interested in contributing should contact James R. Coyle, publisher of Inside Business and president of the Union County Chamber of Commerce, at 908-352-0900, for further information.

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