



## CANDIDATES

The following statements are by candidates running for the Union County Board of Chosen Freeholders in the Nov. 3 General Election. Six candidates are vying for three seats.

### Juan Fernandez Republican

I want to be a freeholder for several reasons:

First, I believe that the current members of the freeholder board do not vote on items as individual, but rather blocks. Unfortunately there is no open discussion about issues at any of the freeholder meetings. I propose as a freeholder to do the following:

- To let the people in the county know what county government does for them and what a freeholder does.
- The most asked question I get on the campaign trail is, "What's a freeholder?" It's the best kept secret of Union County. I propose to have revolving meetings in different municipalities as it is done in Essex County, where people can actually participate at the freeholder meetings.

I would also schedule town meetings at all 21 municipalities of the county to let people know what county government is doing for them and how we are spending their money.

• Year 2000 computer crisis. As a recent discussion, my freeholder opponents indicated that their constituents told them that there is no problem with their computers and they do not have to address many year 2000 problems.

President Clinton, at an address this summer, stated that if companies were planning to celebrate the year 2000 with champagne and noise makers, only that they were going to wake up with a serious hangover. This crisis must be dealt with or the taxpayers will be dealt a tremendous blow. The house recently passed legislation urge-

### George Gore Republican

The fundamental building blocks of the office of freeholder are process, stability, long-term planning, and a keen sense of county needs as viewed by taxpayer.

The standards for governing in the next decade call for a new strategy to bring government in line with new technology and business practices. We cannot continue to move with business as usual. We need a long-term urban strategy to stop the erosion of our infrastructure. That strategy must contain the blueprint to rebuild that structure with the next decade as the focal point.

As freeholders, I and my colleagues must be fundamentally committed to mastering and continuing an infrastructure that has grown so complex that departmental alignments have produced gaps in services headed by taxpayers. Our county work force needs improved skills to be the best they can be. This county has not planned at this juncture to budget for the skill enhancement or refining. We continue to add technology devices without a strategic plan of inspecting to determine their worth on a departmental basis. We need a debt audit.

As a freeholder, I will work with my colleagues to establish specific strategies and tactical and financial objectives for the next five years. Determine which departments can execute those plans and reshape those departments as required.

Additionally, as a policy maker, my colleagues and I will work to gain commitment from the management team that runs day-to-day operations. We will actively seek their input as we shape the sound for the year 2000. With their input, we will develop poli-

### Lewis Mingo Jr. Democrat

I come to the Union County Board of Chosen Freeholders from the business world, as a retired NYNEK executive. But while I bring business experience to this board, my true interest is the field of Human Services. I decided to serve on the Board of Freeholders because I wanted very much to make a difference in the lives of the 500,000 people of Union County.

County government touches the lives of its residents in many ways. Union County's Division on Aging helps senior citizens live more independently in the homes of their choice, through our nutrition program, paratransit, free assistance for questions about health care issues and Medicare, and a toll-free information and referral service. This year, the division initiated the ElderCare program, which will run programs at senior citizen centers around the county on preventing the falls and accidents that



rob older people of their independence and health.

This year, the freeholder board also cut the amount it collects for the county's portion of property taxes. This is another way in which the board helped senior citizens living on fixed incomes, and families struggling to

make ends meet. And in a year in which we cut taxes, we did not cut services to residents.

In the City of Plainfield, Union County developed a pilot program to help re-connect residents with community services. Entitled SALT (Save A Life Today), it is a cooperative venture between the freeholders and the Union County Prosecutor. This program will empower residents in our most disadvantaged communities by giving young people alternatives to the crime and violence rampant in many neighborhoods.

Finally, we initiated the HEART Grant program, which has provided support to artists, musicians, theater groups and historians across the county.

The Union County Board of Chosen Freeholders has made a difference in the lives of our residents with new programs and improvements in county roads, parks and services. We have accomplished all of this while cutting taxes for a second straight year and maintaining the county's AAA bond rating. This is why I decided to serve as a freeholder and this is why I ask that residents support me on Election Day this year.

### Mary Ruotolo Democrat

I am mother of three school-aged children. I am concerned about the same issues as most other county residents: I am concerned about property taxes, the quality of education, jobs, safety and the quality of life in the county. These are the issues I have focused on as a member of the Union County Board of Chosen Freeholders.

For the second straight year, this board has cut county property taxes. This year's \$1.5-million cut brings the county's portion of property taxes down to their 1994 level. With this cut, we have maintained and improved our services to residents, taken on much-needed repairs to roads and bridges and maintained our AAA bond rating.

Because we are entering a new era in which computer literacy and technical ability will be crucial, this board developed the Access 2000 program,

which provides training in computers and technology.

This board worked extensively with business leaders in Union County to develop ways to improve their access to markets, employees and customers. Transportation initiatives, such as the Cross-County Rail Link, will bring thousands of new jobs to the county as businesses have greater access to Port Elizabeth, Newark Airport and downtown areas. Improvements to our roads and a new smart highway program will make it easier for businesses to transport goods and materials, allowing them to expand and prosper.

Our Division of Aging has continually provided high-quality services to the county's senior citizens through its meal programs, informational programs, paratransit and toll-free information line. Trained professionals at the division offer the county's senior citizens free information about health care access and Medicaid.

By providing more than \$3 million in matching grants to the schools district across the County, we are ensuring that every child will have a computer and Internet access in their classroom by the year 2000 and all teachers will

have training in computers and technology.

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This year, as a member of the Union County Board of Chosen Freeholders, I worked hard to make this county a better place for its 500,000 residents and to build the kind of services that make us a great place to live, learn and work.

### Dan Sullivan Democrat

This year, Union County government dedicated itself to several important goals, cutting taxes, bringing new jobs and economic opportunities to residents, improving access to education county-wide, and improving our county's parks and recreational areas. County government has taken the lead in these areas, and we are making a difference in the lives of Union County's 500,000 residents.

We cut property taxes for Union County residents by a total of \$1.5 million, the second year-in-a-row in which we have delivered a tax cut. The board also brought in more than \$1.5 million in federal, state and private grants to fund special programs and help reduce the property tax bill for residents. We also eliminated the county's outstanding AAA bond rating.

As we enter the 21st century, this board recognizes that Union County

needs to make investments in some important areas in order to remain competitive with other regions and other nations. So this year, we have focused our attention on the county's transportation infrastructure; on educational opportunities -- particularly in computers and technology; and on

parks and open space that contribute to the quality of life for county residents.

Through the Access 2000 program, this board has made a \$3.3-million investment in the county's school districts to ensure that every classroom in the county has access to a computer and the Internet, and every teacher has training in computers and technology.

The board made a major commitment to recreation, park, open-space and athletics. We brought all of our county playgrounds up to modern safety standards with a \$1-million investment. Through Project Pocket Parks, we provided the county's 21 municipalities with a total of \$1.2-million in matching grants to improve town parks and athletic fields and preserve open space. We also purchased a 14-acre plot of land on the Union-Elizabeth border that includes open, undeveloped land.

This year, Union County funded more than \$20 million in repairs to county roads and bridges. Through

### Andrew MacDonald Republican

There are many reasons that I am running for freeholder in Union County, but the greatest imperative is that it is that we need better representation in our county government.

The current R-D board of Democrats have spent huge sums of money, unsuccessfully, to have done so by introducing into local government and the school board, and they have added to the payroll of county government with an excessive number of patronage jobs.

Thomas Jefferson once said, "The government that governs least, governs best." In this country today, we have entirely too much government, at all levels, which costs too much money. In the case of the Union County freeholders, they have spent a surplus conservatively estimated at \$1.5 million, about 4.5 percent of the budget. Why didn't they return that to the taxpayers?

The cost of removing Wanaque Park, I should be lower than Wanaque, because we will be reusing an existing track and not building a new one," Sullivan said. Adding Meisel's track in Springfield to the project will cover the people of that part of Union County. Our money tracks will be permanent and our people's dreams, careers and a healthy lifestyle growing, we at the county are doing our part.

Schuldt claims we the rights in these county parks, during track season, Wanaque's program utilizes Wanaque Park, Elizabeth's middle school program runs in Wanaque Park, and Davisville High School in Springfield uses Meisel as its home for games.

They who gave them the authority to do that? Why do they have right to spend my money? Do they really believe that the people who earn money have less right to determine its ultimate use than the tax collectors?

Another area where we need to look at Union County is the area of economic development. In 1997, the State of New Jersey saw the creation of 13,500 new jobs with 2 percent of that going to Union County, this in a county where we are perhaps 8 percent to 9 percent of the state's population. Likewise, we must work to revitalize the Port of New Jersey, New York, which has substantial operations in Union County. It is long overdue for the Environmental Protection Agency and other agencies to expand permits for the dredging of the port. Shippers are looking at alternatives from Virginia, to Halifax, Nova Scotia, where fully loaded ships can pull up to a dock and unload their goods in our port today. It is time

for our ships to use "lighters" off the shore of Brooklyn and Staten Island. This is very expensive. The utilization of New York harbor must be corrected. Don't count on the do-nothing Democrats to fight that battle. Finally, in the area of economic development, one must ask why the Democrats have given free trips to China, Luxembourg and Portugal. Those who paid for these trips did not do so out of the goodness of their hearts. Likewise, did they report these trips to the NJ State Election Law Enforcement Commission? In kind contributions?

Finally, the Union County government is in need of a top-to-bottom review of its functions and programs. I have looked at all of the agencies of the Union County government, and I believe that savings can be realized by consolidating some functions, and eliminating those that are no longer needed or are weak in the delivery of their service.

Another area where we need to look at Union County is the area of social issues. In South Africa and America, becoming gay is no longer a stigma. In the United States, a special martyred holiday, instituted by activists and nodes of approval from the estates.

Other speakers, mostly about social issues and focused on civil power, condition that the balance leans toward socialists and against birth and death issues. The key to helping the poor move out of a society free of poverty is not just to give them a job, but to give them hope, and to let them know the nature of this job, to give

### Parks improvements eyed

(Continued from Page B1)

to ages 6 to 16 in the city. After receiving the organization's approval, he even and sterilized the track at Wanaque Park.

"It was obvious that the track needed repair and was dangerous," Odia said. "I called the county and spoke to County Manager Michael Capella, who knew from his days as first assistant prosecutor, he told me that the county would look into it, and they were very responsive. It was a good experience and my, more importantly, a safe place to practice and train."

The eight-kilometer track, paved with 1/2-inch rubber-like topsoil, which reduces the impact on joints when exercising and promotes better traction than gravel surfaces.

This year, Sullivan spearheaded a \$1.7-million project to preserve open space and upgrade play grounds and ballfields in the municipalities called Project Parks Park, and \$1 million in improvements to county playgrounds. He also spearheaded the construction of the Union County Children's Center, located in Elizabeth, which opened in August. The County has plans for another

year. Who gave them the authority to do that? Why do they have right to spend my money? Do they really believe that the people who earn money have less right to determine its ultimate use than the tax collectors?

By Phillip Sean Curran Staff Writer

As another election approaches, the speaker of the house should be the South African ambassador, told an audience of NAACP members in Union County last week.

Wadsworth Farley and Paul, having all the way from Washington D.C., presented Abraham Sesay as the featured speaker at a dinner sponsored by the NAACP's Elizabeth branch. Sesay, in his 10th year as president, stressed the need to work harder, strengthen, change and improve the nature of this work for the

community.

Farley's speech, "The Strength of the NAACP," was an important part of the NAACP's House and

### Ambassador stresses citizens' right to vote

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## The 'Spirit' moves Westfield Community Players

*Blithe Spirit.* Noel Coward's famously lengthy play about a British couple plagued by the spirit of a dead wife after a visit from a quirky medium, is quite a challenge to produce. It requires strict comedic timing, a good degree of British chutzpah, and just the right balance of gaudy and high-brow glamour. West-

### Theater View

By Jocquie McCarthy  
Associate Editor

field Community Players meet the challenge with gusto, as their hearty romp through this wacky yet promising script continues through Nov. 7.

Speaking of wacky, lines appeared was believably British accents now slipping from the tongues of this talented and well-directed cast. Linda J. Correll needs no spotlight as Ruth, the second wife, alternately proper and exaggerated as required. Joseph Penczak does well as her alternately egocentric, please - initiated husband. Elaine Dogman and John Correll are enjoyable as Dr. and Mrs. Bradman. Sandy Stefanie Manzo enjoys her role, and the audience along with her, as demanding, capricious phantom ex-wife Elvira.



From left, seated, Elaine Dogman, Linda J. Correll, Joseph Penczak and John Correll, watch while Linda Guiditta casts a pall over this proper British parlor in 'Blithe Spirit.'

Lisa Silverman took good advantage of the playfully funny moments as the maid-maid Edith. Last, but not least, Linda Guiditta's eccentric Madame Arcati rocked the house with laughter at every opportunity.

Lighting is well-done, especially the morning sun through a latticed window. Sound quality is not in the same category, unfortunately, but is the only drawback to this production.

Glass and Assistant Director Lorrie K. Farino for a fine-tuned production. Westfield Community Players is located at 1000 North Ave. West in Westfield. For information, call (908) 232-1223.

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## Hospital focuses on mind, body health

Recognizing that both the mind and the body are affected by a cancer diagnosis, and that both the mind and body are engaged in the healing process, the Saint Barnabas Cancer Center has initiated "Coping With Cancer: The Mind/Body Connection."

Mind/body medicine is based upon the premise that comprehensive care of an individual requires attention to the person as a whole. As an extension of the cancer center's commitment to addressing psychosocial as well as medical concerns, this intensive eight-week structured program has been designed to promote wellness and enhance coping among people who have been diagnosed with cancer. This will be achieved through the introduction of specific skills which are built upon an understanding of the intrinsic integration of mind and body.

The Saint Barnabas Cancer Center adheres to the philosophy that treating emotional distress should be understood as part of standard medical care. Managing emotional distress can certainly lead to enhanced quality of life. Some believe it may also prevent certain illnesses, or ease their severity or duration. This message, not to be confused with the overly simplistic and at times, confusing notion of "positive thinking," is based upon research suggesting that one's emotional state can affect physical well-being.

An interaction between the mind and the body has been demonstrated in a number of studies of animals as well as humans. In 1974, Robert Adler, Ph.D., of the University of Rochester, psychologist, noted that rats fed saccharin water paired with an immune-suppressing medication developed a conditioned response to

the saccharin water so that after pairing, exposure to saccharin water alone resulted in suppressed immunofunction.

This was the first indication that the immune system can learn. In 1991, psychologist Sheldon Cohen at Carnegie Mellon University inoculated volunteers with an array of cold viruses or placebos. Among those infected with viruses, the likelihood of developing a cold or infection correlated directly with the amount of stress the volunteers reported over the past year.

These findings, along with several others, led to the development of the field of psychoneuroimmunology, the study of the interaction between the mind and the body, the nervous and hormonal systems and the immune system. Though PNI is still in its infancy, certain factors do seem clear:

- There is a relationship between emotional and physical states.

- The relationship between these states is quite complex.

- There is no evidence to suggest a simple, direct causation between stress and illness. In fact, it is not known whether small changes in immune function affect disease development or healing.

- A number of variables including psychological factors, social support and individual coping styles affect a person's experience of stress.

- Mind/body techniques such as meditation, visualization and a variety of relaxation techniques can lead to both psychological and physiological changes in an individual.

- Evidence linking stress or other emotions to the development of cancer is speculative at best.

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## Playing for health



Recently, The Woodlands and Westfield Center, part of Genesis Eldercare Network, teamed up to raise money for the Arthritis Foundation in a charitable softball game at Forest Road Park in Fanwood, against the staff of radio stations WMGO 98.3 FM and WCTC 1450 AM. Over \$100 was raised for the charity.

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## Parents, toddlers need to prepare for potty training

"Nothing in parenting is viewed with such fear and anticipation as potty training." In the American Academy of Pediatric's publication, "Caring for Your Baby and Young Child, Birth to Five," potty training is discussed at "Please, natural and non-thwarting." How many parents do you know who share those opinions?

The goal in potty training is to make the process easier for both parent and child. First, let's focus on when to start potty training. If you begin too early, before 18 months, chances are you won't be completely successful until your baby is four years old. A good sign your child is ready for potty training is when your toddler's积极性, decisiveness, and "No" is no longer his favorite word. This often happens between the middle and end of the second year.

Remember, all children are different and some children will be ready to potty train earlier than others. Trust yourself when to start, because you really do know your child better than anyone else.

Next, you should think about how to go about potty training. The number-one rule for parents is to stay relaxed, avoid pressuring their youngster, exuberantly praise successes and never punish mistakes. The only discussion of mistakes should be a few snatches that "it happens to everyone."

Start by concentrating on bowel movements. To begin, let your child watch same-sex family members in the bathroom. This helps confound and acquaints children with the fact that everybody is doing this. During the next week or two, have your child sit fully clothed on the potty, while you explain where and when "big people" go to the bathroom. You can-

start changing the diaper while the child is off the potty.

After your child is happy to sit on the potty, try it with his/her diaper off and feet firmly planted on the floor or a footstool. Have little boys start by sitting down for both urine and stool. You'll be plenty of time for the fan to stuff later. Make this a part of the daily routine. Six times to establish this habit are first thing in the morning, after meals, before and after naptime, and before bed.

Next, have your child play near the potty or toilet without his/her diaper. When your child does make it to the toilet, reward him with hugs, kisses, and praise. Remember, you want him to remember how terrific you think he is. Dress the child in clothes that he/she can easily remove. Elastic waist pants and skirts are good; overalls are not. When the child is using the potty regularly, it's time to change daytime training pants.

Nighttime training takes a little longer than daytime training. It is time to start when your child is almost always dry at night. Begin by changing your child from diapers into training pants or pull-ups. You can project bedding from the usual accidents with water-proof pads. Never use plastic bags in a child's bed due to the danger of suffocation. Tell your child it is okay to get you up or go to the bathroom herself in the middle of the night. Make sure the way to the bathroom is free of clutter, and consider a night light.

Nighttime training will be successful when your child's bladder can accommodate a night's worth of urine, and he/she has learned to wake up to the sensation of a full bladder. Many children are not completely dry at night until the age of five.

For a referral to a Saint Barnabas pediatrician, call (888) SMMC-DOC.



Overlook Hospital's Emergency Department places a great emphasis on continuous process improvement. Several unique protocols have been implemented, resulting in reduced delays and improved patient satisfaction. The Emergency Department's 16-minute median "time to treatment" for administering clot-dissolving drugs to heart attack patients is currently ranked as best in the nation.

## Overlook tops patient satisfaction scores

Overlook Hospital's Emergency Department achieved the highest patient satisfaction score in the nation, two months in a row, truly exemplifying the hospital's slogan, "Our B.E.S.T. For You...Bringing Excellence and Service Together."

In spite of a significant increase in patient volume, the Emergency Department scored an 89 in May, and an 88.6 in June, which placed it in the 100th percentile each month, as measured by the nationally recognized Press Ganey Survey which compares Overlook to hundreds of hospitals across the country.

"The Emergency Department places a great emphasis on continuous process improvement," said Dr. James Espinoza, medical director of the Emergency Department. "Several unique protocols have been implemented resulting in reduced delays

and improved patient satisfaction. Our 16-minute median "time to treatment" for administering clot-dissolving drugs to heart attack patients is currently ranked as best in the nation."

As a result of its achievement,

Overlook Hospital's Emergency Department has been awarded The Press Ganey Success Story for 1998.

Overlook will be presenting at the Press Ganey national conference in November.

The hospital was also recently informed that the American Society for Quality had selected the Overlook Emergency Department for an additional quality award. The other two companies selected were the United Parcel Service and the Texas Nameplate Company. The ASQ will publish an article and produce a video highlight.

in the three "Companies."

The Emergency Department attributes its successes to the many departments which have cooperated in its efforts to improve patient satisfaction. The Security Department, for example, developed a creative solution to a parking issue. Aside from the parking spaces immediately outside the Emergency Department entrance, Security created a number of protected spaces for Emergency Department patients only, on the ground-level of the Visitor's garage. Satisfaction with Emergency Department parking is now at the 99th percentile.

The Emergency Department's processes have begun to identify the problems that underlie Press, Ganey and Novak scores, and to improve these processes using continuous quality improvement and process re-engineering methods.

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## Book describes medicinal plants growing right in your own yard

Could that weed you just pulled have provided a cure for cancer? Scientists have warned that the destruction of the world's rain forests may mean that plant species are being lost before we recognize their potential as sources of new medicines. This is equally true for the plants much closer to home. New Jersey, while heavily-industrialized and densely populated, is extraordinarily rich in plant resources.

"Botany and Healing: Medicinal Plants of New Jersey and the Region," by Cecil Still describes nearly 500 species of plants found in the Garden State and in nearby areas that have been used medicinally.

Still lists "plants by family" and, within each family, by genus and species, to underscore the close relationships among medicinally valuable species. This arrangement is familiar to every botanist and easy for the amateur naturalist and herbalist to use as well. For each entry, Still discusses both the natural history and the historical and modern medicinal uses of the plant, scientific and common names, descriptions, habitat, geographic range, and preparations and applications in Native American, European, African and Asian herbal traditions. Most species are illustrated with Still's fine drawings. The book also contains a helpful index, with cross-

references by usage, common or scientific name; a glossary of terms; and a list of resources for further reading.

"Botany and Healing" explains the history and present status of the uses of herbal medicines, explains what makes a plant medicinal or poisonous, how herbal medicines are prepared for use, and why they should be used only with great caution.

Still is a professor in the pharmacognosy department at Case College, Rutgers University. He has been involved in plant research for more than 30 years and has published extensively in scientific journals.

Founded in 1936, Rutgers University Press is a non-profit academic publishing house operating under the auspices of Rutgers, The State University. The Press publishes titles in African-American studies, anthropology, art, cultural studies, economics, education, environmental studies, film, gay and lesbian studies, health history, history, literature, medicine, New Jersey and regional studies, political science, psychology, religion, sociology, science and women's studies.

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A Spanish-language version of "Your Health Source" can be seen on Channel 10 in Elizabeth on Saturdays at 5:30 p.m.

For more information about the program, call Elizabeth General Medical Center at (908) 629-8167 or (908) 629-8164.

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## County organizations team up to promote food safety

Union County's Board of Chosen Freeholders announced that Rutgers Cooperative Extension of Union County is teaching residents to handle food safely through the "Germ Alert" program. A USDA grant has funded this state initiative to help consumers receive educational materials on proper food handling from purchasing through preparation, including cooking, serving and storage.

"Union County received \$200,000 of the 1.6 million available statewide," stated Freeholder Donald Goncalves. "The funding was received through the efforts of Rutgers Cooperative Extension of Union County."

"This is the first full year of the grant which actually began in 1996," said Freeholder Alexander Mirabella. "When it comes to food safety, the knowledge of very simple steps can prevent illnesses or even death."

Most cases of food-related illnesses can be prevented if everyone who handles and prepares the food learns how to fight the germs. Although bacteria is everywhere, it can be stopped with education, soap and water, a refrigerator and a food thermometer. The "Germ Alert" program teaches four simple steps to safer eating:

- **Clean** — Wash your hands, utensils and surfaces in hot soapy water before and after food preparation, especially after preparing meat, poultry, eggs or seafood, to protect against germs. Using a disinfectant cleaner with a mixture of bleach and water on surfaces and soap and water on hands can provide added protection.

- **Sanitize** — Keep raw meat, poultry, eggs and seafood and their juices away from ready-to-eat foods; never place cooked foods on a plate that previously held raw meat, poultry, eggs or seafood.

- **Cook** — Cook food to the proper internal temperature for complete doneness. The temperatures are different for various cuts and types of meats and poultry. Call the Rutgers Cooperative Extension Office for fact-sheets on temperatures at (908) 654-3453. A meat thermometer needs to be used for doneness. Cook eggs until the yolk and the white are firm.



Dr. Karen Ensele, department head of Rutgers Cooperative Extension of Union County, joins, from left, Union County Freeholder Alexander Mirabella and Donald Goncalves to promote food safety through the "Germ Alert" program. Helping them is the Extension's Community Assistant in Nutrition Education, Jimmy Lowrie, who donated a Germ Buster suit to hand out informative material at a Freeholder-sponsored concert at Echo Lake Park, Mountainside.

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1 Avoid unfamiliar areas.

2 Go to lit homes only.

3 Carry a flashlight.

7 Cross at street corners  
instead of zigzagging  
back and forth.4 Do not eat candy that  
has been previously  
opened, make sure it is in  
its original wrapper.5 Never eat fruit or  
homemade cookies,  
unless you knew the  
neighbor well.6 Consider trick-or-treating  
at the local stores, or  
attend an organized  
community party.8 Always try to go with  
friends, it's safer and more  
fun.

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# FALL Automotive Guide

## Saab continues a legacy of innovative technology

Saab automobiles have been synonymous with innovative technology and advanced engineering since the first Saab was unveiled in 1947. The Swedish automaker has continued to pioneer a long lineup of safety, comfort and performance features, many of which have been adopted by other manufacturers. Two following pages highlight Saab's world innovations, and all of these features — small or large — are available on today's Saab 900 and 9000 models.

Although 1972 federal safety standards did not require specific side-impact reinforcement, Saab added steel beams to the side door structure of the Saab 90 model in the fall of 1972. Saab's "real-world" accident investigation team had found that many collisions involved side impacts. As a result, Saab engineers integrated longitudinally welded beams into the doors, at a height to provide maximum protection for passengers. These type of welded side beams were an industry first, and are now used in some form by most carmakers.

Side-impact protection is an integral part of the energy-absorbing Saab safety cage design. Saab was one of the first carmakers to design a car with integrated safety cage construction. Sturdy steel reinforcements surround the passenger compartment, diverting collision forces away from the occupants, regardless of whether the impact comes from the front, rear or side. In addition, the front and rear areas of the car are designed to absorb much of the kinetic energy generated in a collision. These so-called "crumple zones" take the brunt of a crash.

Saab was the first carmaker to

introduce "impact absorbing" self-restraining front and rear bumpers in the U.S. The new bumpers debuted on the 1973 Saab 900E, one year ahead of the 1973 federal bumper standard that required a bumper capable of sustaining a 5 mph front and 2.5 mph rear bumper collision without damage to the safety system of the car. The 1973 Saab 900B was the first car that not only met, but exceeded the regulation by suffering no damage at all in low-speed impacts.

Today's Saab 900 and 9000's front/rear bumpers are still designed to restore to their original shape following a low-speed impact. Each year, the Insurance Institute for Highway Safety subjects new cars to a series of low-speed crash tests to check the strength of their bumpers. During the latest round of tests, the 1998 Saab 900 was the only 4-door full-size car to drive away from the 5 mph front and rear flat barrier impacts without damage. In fact, the 900 is one of only four cars tested since 1990 that suffered zero damage in the flat barrier tests.

Saab's "real-world" accident investigation team, with state-of-the-art turbocharging. Prior to 1977, other manufacturers used turbo-only, or twin-turbo configurations or very expensive sports cars. Reliability was low, and cost was high. Saab revolutionized the concept of turbocharging family cars by applying an adjustable wastegate turbo to a small displacement engine with the introduction of the 1977 Saab 900 Turbo, followed by the new Saab 900. A year later, Saab's turbo engines were engineered to achieve high torque at low speeds, a desirable characteristic for everyday driving.

The 1998 Saab 900 offered the

award-winning Automatic Performance Control APC, which electronically monitored and adjusted the 2.0L engine for maximum efficiency and low emissions, and compensated for different octane gasoline.

Saab's next "first" was the 7-valve turbo engine, introduced as the third generation turbo in 1984. This engine was also equipped with an intercooler to lower the temperature of the intake air, while raising the engine's compression ratio and power output.

In 1992, Saab's remarkable Trionic system debuted, which further improved the efficiency of Saab turbo engines. Electronically, the award-winning Trionic system constantly adjusts the engine's fuel-air mixture, ignition timing and turbo charge. Saab is still a leader in the production of advanced turbo engines. All of today's Saab turbo engines are intercooled, use four valves per cylinder, direct ignition and dual overhead camshafts. Over the years, refine- ments have reduced the feeling of "turbo lag" — virtually nil — and today's turbos are as reliable as a naturally aspirated engine.

The use of dynamic running lights has been proven to be an effective low-cost method of reducing car-to-car crashes. DRLL comes on automatically when the car's ignition is on and stays off when the keys are switched off after the 1995 model year. Saab was one of the first carmakers to debut its proven safety feature as standard equipment on all its new cars sold in the United States.

In addition, a pair of optional integrated child booster seats is available as part of the Saab 900's four "Safe-seat" designs.

Self-restraining front and rear

bumpers, APC, and

DRLL



JMK Auto Sales in Springfield

## Saab dealer's success spans three decades

By Philip Stein Curran

Staff Writer

Speaking from his office in Springfield, Robert Schoenemann of JMK Auto Sales describes his company's success, prosperity and performance in a simple expression: "It's been 33 years of excellence."

Not surprisingly it is also the motto of this car dealership and most people would agree. After all, JMK Auto Sales has been rated the number-one Saab retailer in America for the last three years, and consistently the car dealership ranked third in that category.

How then, did the dealership on Route 22 do it?

"It's having the right personnel, the right people, the commitment to excellence, the commitment to doing things the right way," Schoenemann said. "It's getting back to treating people the right way."

Started originally 33 years ago as a body shop in Union, the dealership first sold cars as a BMW franchise in 1971. Then in 1978, the dealership began selling Saab cars.

His customers reward Schoenemann for the community JMK has shown; and many keep coming back. Schoenemann explained why he has customers who have exclusively been his for 25 years.

"We treat everybody the same," he said. "We are very courteous and respectful."

The trademark is, customers know what they are getting even before parting with their money. Being up-front with customers the first time will keep them coming back the second. And the third.

"We believe in good business ethics," he said. "If we give you a price over the phone, that's the number it will be when you get here."

"Customer service," he added, "is very important. And when customers come to his dealership, they are made to feel like a king or a queen. You get treated almost like royalty."

Before and after a given sale, the staff at JMK Auto Sales is constantly keeping in touch with the customers. Schoenemann said each customer gets a courtesy phone call after he or she buys the car, to make sure everything went smoothly.

JMK Auto Sales is located at 391 Route 22 on the route's eastbound lane. For information, the dealership can be reached at (732) 379-7744.

Reflecting on the dealership's phenomenal success, Schoenemann said, "It comes back to treating people the right way, and being honest."

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## Planet Honda service will make you smile

By Phillip Sean Curran  
Staff Writer

There are service stations and there are service stations. The former kind are greasy, dirty, foul places that could scare away the bravest soul. The kind of place that sucks up your money and has you returning on a regular basis, the kind of place that is intimidating and makes you wish you went someplace else.

But how about one that's clean, one that has a knowledgeable staff, one that looks friendly, one that gets you in and out while your car is being worked? One that says, "Don't have an appointment? No problem."

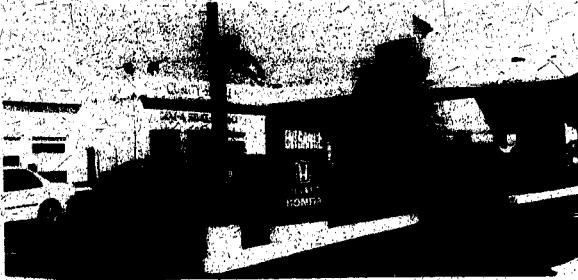
Gone are the days when a service station was part of your gas station. Nowadays, service stations serve customers in addition to those who work there. And workers ask, if you have

checked out the company's website while giving your car an oil change.

You say you just dropped off your car and you need to get to work? Why, the service station at Planet Honda off Route 22 in Union has a 7-passenger van that will take you right to the office door, the store or back home. Your child is bored to tears, what do you do? Why not drop him off at the play area inside the dealership? The sound of cars being fixed, too loud? At your own convenience, customers have a chance to read a book or work on a laptop computer in peace.

And while the aesthetics are nice, and while the speed features are eye-catching, the people at the service station know how to make a car part like a guitar.

Upon entry, fun Sunday, the station has 18 trained technicians on



Summit Lincoln Mercury

staff, said Joe Sibilia. A parts department has parts of every kind for Honda products, he added. The most important indicator shows that Planet Honda has 100% customer satisfaction.

Our customer satisfaction is 91.3 percent, which is well over the norm," he said.

## Daimler scores with breakthrough methanol-fueled Benz

Daimler-Benz has developed the first ever fuel-cell car using methanol as the fuel. Based on the Mercedes-Benz E-Class, the revolutionary fuel-cell vehicle represents a decisive breakthrough in the quest to develop an automobile drive system with extremely low emissions.

This latest fuel-cell vehicle is the result of Daimler-Benz laboratories, known as NECAR 3, of New Electric City, and, unlike its predecessors, fits up with liquid methanol. With aid of a reformer system located in the rear of the vehicle, methanol fuel is converted on-the-fly into hydrogen through water-vapor reformation. The hydrogen gas that fed into the Ballard Fuel Cells, where it is combined with atmospheric oxygen — but without combustion — to directly produce electrical energy used to power the vehicle.

Previous fuel-cell systems could only operate in conjunction with hydrogen tanks for fuel storage. With NECAR 3, the entire process is much more direct: pressing the accelerator pedal and an astonishing 90 percent of the system's power is available in just two seconds. In terms of the drive dynamics, this pure fuel-cell vehicle using methanol on par with conventional gasoline or diesel fuel.

With the advent of onboard hydrogen generation, a clear path has been taken toward developing the environmentally friendly fuel-cell technology. That, in turn, eventually provides vehicles of the future.

An equally important milestone is the purification of the fuel-cell's cathode, which is done in this lofty goal with the incorporation of the entire system in a 12-foot-long Mercedes-Benz production car.

Once again, the innovative double

stack sandwich employed in the E-Class has proved its worth.

Following the complete installation of the fuel-cells and several auxiliary units underneath the passenger seat, the methanol fuel tank reformer and control system are located in the rear of the Mercedes subcompact.

The methanol reformer technology utilized in NECAR 3 has benefited from a wide range of technological advances at Daimler-Benz. Not only has the system been made smaller and more efficient, but the performance and dynamic response of the reformer process has also been improved.

This result is a compact unit of 10 kg, 15 inches in height. Located in the rear of the E-Class, the reformer directly injects hydrogen, "online" and via the fuel-cell. Hydrogen production occurs at a temperature of some 200 degrees centigrade; methanol and gasoline are

water vaporized to yield hydrogen, carbon dioxide and carbon monoxide.

Following catalytic oxidation of CO, the purified hydrogen gas is fed to the negative pole of the fuel cell. A special polymer membrane, which is coated with a platinum catalyst and sandwiched between the two electrodes, is located here. The hydrogen fuel breaks into positively charged protons and negatively charged electrons, while air containing oxygen is supplied to the positive pole of the fuel cell on the other side of the polymer membrane. The hydrogen proton travel through the polymer membrane while the electron travels through an external circuit to arrive at the positive electrode. There, the oxygen, hydrogen proton and electrons combine to form water.

An electric motor attached to the external circuit is then used to drive the vehicle.

NECAR 3 is in fact the fourth fuel-cell vehicle to roll out of the Daimler-Benz laboratories within the last three years. Development initially began back in 1994 with NECAR 1, which housed the fuel-cell system in the bucket of a small van. Two years later, advances in reducing the size of the system made it possible, for the first time, to install the fuel-cell engine in

Saturday, the station has hours from 9 a.m. to 5 p.m. Interestingly, the service does not require an appointment before accepting a car, so customers can come right in, he said.

The dealership is located at 228

Route 22, West, I-95 can be reached by phone at 908-264-1660.

## Accuracy is key when repairs are required

"Communication is the key to getting your car or truck fixed right the first time," says the AAA New Jersey Automobile Club.

"When you take your vehicle to have it repaired, the most important thing you can do is clearly communicate why you think there's a problem. When the communication link between you, the service manager and the technician is weakened because of poor communication, the probable result is a botched job."

"How can you do your part?" Tell us what you know, more," says Mike McQuaid, the club's Approved Auto Repair program coordinator. "Customers shouldn't make their own diagnosis. They should describe only the symptom as best as they can and let the technician find the cause."

"Lose your inhibitions and carefully describe the symptoms as best as you can. This includes making noise if you have to. If your car squeaks, stamps or hisses, tell what color it is if there's an unusual odor, a dull noise or a sharp noise. If there's a vibration, what does it take?"

"The bottom line is to be accurate as possible when describing your vehicle's symptoms. After you've given even detail to the service manager or attendant, be sure to check the work order that has been generated for the technician to see that nothing has been lost in the translation."

"Once you've approved the work, the last step is having your car fixed right the first time is to get a written estimate. In most states, including New Jersey, repair facilities can't exceed their written estimate by more than 10 to 15 percent, without your okay. If the service manager gives you a cost range, 'anywhere between \$50 and \$500,' for instance, insist that he get you permission to proceed once the diagnosis is more specific."

The AAA New Jersey Automobile Club, through its offices in Florham Park, Randolph, Springfield and Verona, provides automotive travel, insurance, financial and educational services to the residents of Essex, Morris and Union counties.

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# The street rod meets the luxury vehicle in Plymouth Prowler

While Plymouth Prowler's hot rod design and sleek styling immediately catch the eye, there is much more to the car than is apparent at first glance. Under the skin, Prowler benefits from advanced engineering and cutting-edge technologies, and in turn, give many benefits to Chrysler's engineers by allowing them to test new processes and principles.

Prowler is powered by the 4.5-liter 24-valve SOHC V-6 engine which also drives Chrysler's full-sized sedans. The powerplant produces 217 horsepower at 5,800 rpm, while torque is 22 lb-ft at 3,000 rpm. The engine has a cast-iron block, forged steel crankshaft and aluminum pistons.

We drove the engine in a matter of minutes," according to Paul Doolan, Prowler's marketing manager. "Prowler is the most significant redesign in Dodge's 80-year history. It's a true muscle car that is built to last. Our design office chose a black finish reminiscent of the old hemi valve covers. In contrast, the Prowler valve covers have been painted silver."

In addition, the front brakes were changed to give a quicker throttle response. A Billet gear, which dates back to 1993 when Chrysler launched its first car with this engine, was used for the Prowler. At that time, consumers complained about their

front/rear response, adds Doolan. "So over years, engineers basically split more curvature into the cam so when you hit the accelerator pedal, you do not feel a real quick throttle response."

The exhaust manifold presented a unique challenge for the engineers. Because of space restrictions, it was impossible to fit the existing manifolds for Prowler, and new ones had to be designed.

It was decided to go with a

accelerator to the floor—the transmission will only take so many rpm and then will shift to second gear, whether you want it to or not," says Doolan. "On the Prowler application, that will not happen. If you put it in first right up until the fuel is shut off at 6,000 rpm."

The Plymouth Prowler's drivetrain layout has the engine in front, driving the rear wheels through a rear-mounted transaxle. A 52-inch long aluminum prop shaft runs below the middle of the car, connecting the engine to the T56 housing with the transverse bell housing, which also contains the torque converter.

Prowler is also equipped with a six-speed power shift transmission, which is optional. The remaining gearbox and shifter assembly provides a smooth change between the manifold and the converter, which accelerates the exhaust flow and the conversion.

The Plymouth Prowler uses Chrysler's dual adaptive AutoStick system. The four-speed gear can be fully automatic, but can also be shifted by hand with the flick of a finger. In this way, the driver is given control over a wider range of gear options in comparison to other Chrysler cars with AutoStick. Prowler's transmission has the automatic

overdrive feature built in.

"With another car, if you put the selector in first gear and just press the

link independent rear suspension. To simplify things and make the suspension more controllable, engineers went to a four-link independent suspension consisting of two adjustable upper lateral links, which are modified Steel Circuit braces/Siratus components, one upper trailing link and an aluminum lower control arm. The rear spring and shock assembly are modified from the Dodge Viper and tuned specifically for Prowler."

The front suspension is a double A-arm system. The springs/shock assembly is mounted inboard and actuated by a pushrod rocker mechanism.

Plymouth Prowler is the first production car to use this assembly, although it has been featured on late-model Formula 1 cars. As on the rear, modified coilovers are used. The steering knuckles are used. The steering knuckles, rockers and both upper and lower control arms are aluminum. The control arms, coilovers, coilover brackets and body are cold coated for long-term finish protection.

Most of the work which went into engineering the suspension system has paid off for Prowler. "The handling of the car is outstanding," says Jon Crowley, chassis engineer. "The cars are a big part of that— they have a big footprint. The suspension geometry was set up to achieve this high level of handling. During evaluation at our proving grounds, we were

able to achieve limits with Prowler that we didn't with a normal car. We're close to our Dodge Viper in a lot of things."

The wheelbase of the rear wheel drive Prowler stretches 113 inches with an overall car length of 165 inches. Overall width is 76 inches while Prowler stands 51 inches high with the top raised.

Standard interior features include power door locks, power windows and dual air bags. The leather seats are unique to Prowler. The supplier, Jorgensen, developed a process by which the seats are molded and bonded with the seat covers using a tool which Jorgensen calls a "glockenspiel," because of its many moving parts.

Other features include a remote keyless entry system, electronic speed control and air conditioning.

Prowler is equipped with a 320 W hi-fi sound system that features a CD changer behind the passenger seat and a cassette player in the instrument panel with two drivers in the doors and a subwoofer in the trunk.

Speaker enclosure making on the back panel behind the seats. As part of this enclosure, there are also two 3.1/2 inch midrange speakers which complete the seven-speaker system. The remote stereo controls are mounted on the backside of the steering wheel, similar to the arrangement in the Jeep Grand Cherokee.

The audio system is one of the highlight features of the car," says senior director manager Jim Finch. In the evaluation of the amplifier, we do a road speed test with the driver. It's tuned so that at 50 mph, you can hear your music test like it was intended for the heart."

Other electrical features on the Prowler include a unique illumination cluster and a heater and air conditioner system that combines Neon art, Cirrus parts. "The electrical system on Prowler is unique in that we borrow carry-over components—all the way from the Dodge Ram truck, for the window switches to the instrument cluster brand from 4 Cirrus, Beamer and Finch." The body controller from our minivan takes it all, working together, it's a unique accolade that has been designed from the ground up for the Prowler," says Finch.

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To place an illustrated ad call 1-800-564-8010. \$349.95/issue.

## Answers to all your questions about the history of the hot rod

The most obvious question is what exactly is a hot rod and where were the first examples built? The answer to the former is more clearcut, while the latter is a much more subtle subject of much discussion. Hot rods are most often defined as an automobile that's been modified to increase performance and enhance its appearance in a manner that reflects the personal tastes of its owner. Like today, most hot rods were built from scratch, usually an amalgamation of parts from a wide range of manufacturers. A Ford is often chosen as a Chrysler or Chevroleting a Studebaker, and so on. There were no rules, and what was built was usually done from word-of-mouth and sometimes even trials and errors. In other words, hot rods quickly became a study in individualism with the all-American quest to go as fast as one dared—or could afford. This definition excludes purpose-built machinery such as top fuel dragsters and funny cars, which are built to cover very little of land-based speed.

Even when the first hot rod was built, it still under debate. Some experts contend that the very first automobile were in fact rods in that they were modified horseless buggies with an internal combustion engine strapped on. This content that actual "produced" vehicles were then based as a heterogenesis of these modified contraptions. This theory places the birth of hot rodding in the swing years of the 19th century, coinciding with the very birth of the automobile. If this seems farfetched, take a look back at some of the world's earliest automobiles. They were, in many cases nothing

more than rudimentary buckboards, a serious attempt to make the car do with the horse. Just like hot rodding, these early rods reflect a curious combination of stubborn tradition and unbridled innovation. In fact, the term "buggy" is still very much a part of the hot rod vocabulary. Although automobile suspensions have long been updated with the very latest in computer-aided design and construction techniques, the suspension systems of many home-built hot rods can be directly traced to those of the century-old horse-drawn wagons.

Popular hot rodding lore tells the story that the very first hot-rodding drag race took place within a few moments of there being two automobiles on the same street at the same time. From the more pragmatic point of view, hot rodding got underway in earnest in the 1920s, a decade that started out as one of unmatched prosperity. For every Stutz, Auburn or Duesenberg, there were dozens of young men who benefited from this prosperity, just learned to take lighter, less-expensive machines and adopt a variety of speed equipment which at the time was manufactured primarily for dirt track racing at the local fairgrounds. They would create stripped-down going machines that were faster and more nimble than anything offered by those grand marques. Parallel to this point, speed had been a function of money, with the most expensive luxury automobiles being the fastest.

Hot rodding in the 1920s also began along regional lines. The eastern and

Midwestern parts of the country were developing into highly structured societies, yet scattered around local events, "tuners," California enthusiasts were already making their first trips to the dry lake beds in the high desert northeast of Los Angeles. Increasing numbers of young men would make the 100-mile journey to Lakebeds with now legendary names such as Mineo, El Mirage, Imperial and Rosedale, spending the entire weekend racing just what they had. And in the beginning, any kind of racing was a non-traditional, rather chaotic affair lacking any organization. Participants would wade knee-deep into the lakes and strip their cars of all unnecessary components such as fenders and run racing boards before tearing off across the smooth alkaline surfaces. This informal racing did have some rudimentary timing equipment as far back as the 1920s, but no one is quite sure who organized these events.

Only drivers had such events grew dramatically, both in size and scope. Where once just a handful of participants would gather now were hundreds of hot rods, with as many as a dozen cars racing at one time. As anyone who's ever experienced the dust of an alkaline dry lake bed can attest, this was no a particularly good idea. Slower competitors found themselves lost in a sea of dust, with visibility limited literally no more than a few feet. The result was accidents, injury and even death on an increasingly frequent basis.

In 1939, mapping hot rodders had decided to clean up their act. Under the leadership of Art Tolson, the Southern California Timing Association was formed

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## Luxury meets sport utility in the 1998 GMC Envoy

The new Envoy is how GMC defines luxury in a compact sport utility vehicle.

Invited to a GM media event at the Chicago Auto Show early in 1997, the Envoy is one of the sport utility vehicles closest to production. GMC's premium leather, soft cloth, four-wheel drive, sport utility is loaded with upscale standard features, including leather seating, premium Rosewood and High Gloss interior door panels.

Other premium features include a high-torque compressor for level load leveling, and recessed remote keyless entry system with full feature, alarm and panic button and GMStar remote communication.

Like the Diplomat, the new GMC Envoy is refined, sophisticated and offers a sense of comfort and security," said Jimmy Brand, Manager of GMStar. "The Envoy emphasizes luxury approach to the compact sport utility market."

Envoy's upscale exterior treatment features a monochromatic scheme in which the strap cladding, exterior mirrors, door handles, folded sheet flares and top luggage rack are all body-colored. Exterior colors include Pewter Metallic, Copper Metallic, Black, Olympic White, Smoky Charcoal Metallic and Emerald Green. Sophisticated front-end styling includes the technologically advanced HID headlights that integrate head, turn, directional signal, parking and side marker functions.

HID headlights emit a ray of light from a glass tube that brightens last longer and uses less electricity than a conventional halogen bulb. HID lamps contribute to safer night driving by distributing 2.7 times more light than halogen lamps and providing a wider, longer beam pattern. Envoy is the first production sport utility vehicle to offer HID headlights.

The smooth lines of the body-colored bumper and lower fascia include round fog lamps, integrated tow hooks and a body-colored grille in the valance. The distinctive GMC grille with the ruby red nameplate serves as the centerpiece of Envoy's front end appearance.

Handsome interior styling includes

a distinctive step bumper with integrated trailer hitch and eight-lead wiring harness and a body-colored rear spoiler with integrated moon CHMSL. Rear lamp assembly incorporate brake, backup, directional signal and side-marker functions to enhance the harmonious flow of the exterior design.

Exterior features include heated outside mirrors and tinted glass on all windows rearward of the B-pillar.

The interior of the Envoy includes a host of security and convenience features originally found on luxury passenger cars.

With GMStar Communication system, the Envoy driver will have the confidence to go anywhere, anytime. Global positioning allows GMStar to constantly track and monitor the vehicle and be available to assist with such emergency services as knowing and remote unlock in case of an inadvertent lockout. GMStar can also help track a stolen vehicle, give advice about travel conditions and travel services and call the driver immediately if a check for mutual needs when the system senses that an air bag has been deployed.

Envoy's dealer-installed option features a hands-free voice-activated cellular phone that allows the driver to keep both hands on the wheel when using the system while driving.

In addition to GMStar, the Envoy has a keyless remote entry, which includes a full-feature programmable remote switch with a panic button on the key fob. If the Envoy driver feels threatened at any time, he or she can push the panic button which deactivates the horn and flashes the headlights.

Occupant protection systems include driver and front passenger belt. GMStar's air bags, which deploy with less force than the previous generation of supplemental inflators, also restrain.

The Envoy is protected by the standard PassLock theft deterrent system. PassLock disables the vehicle's engine for up to 10 minutes if any method of ignition other than the proper key is attempted.

Other electronic features are lock-out prevention, retained accessory power and electronic climate control. Lock-out prevention keeps the doors from locking if the key is in the ignition.

The Envoy is protected by the reliable Vortec 4.3 liter V6 engine as the Envoy's power plant. The 4300 Vortec provides smooth and confident performance whether the Envoy is cruising at highway speeds or pulling a 5,000-pound trailer! The 4300 Vortec generates 190 horsepower and 245 lb-ft of torque.

The powerful V6 engine is mated to four-wheel-drive electronic 4-speed automatic transmission.

To place an classified ad call 1-800-564-5911 by 3 p.m. Tuesday.

## Miller dealership relocates a family-owned business

Since 1955, the Miller family has owned and operated a multi-franchise dealership on the corner of West Milton and St. Georges avenues in Rahway, one of those franchises has been Cadillac, which has stood there corner since 1924. There's a lot of automotive history on that site, and a lot of memory. More recently, the dealer ship franchises have been realigned to include Pontiac, Buick and GMC. General Motors has withdrawn the Cadillac franchise as of July 1, 1998.

As the new millennium approaches, there are many major changes in store for Miller as they relocate their dealership onto Route 146 in Woodbridge on the site of the old landmark but this December. The conclusion of the new dealership is in the final phase. Miller will occupy one of General Motors' present state-of-the-art facilities where they will house both sales and service under one roof.

The changes occurring at Miller are a direct result of the major transformation going on in the retail automotive industry across the U.S. with the realignment of franchises and relocation of dealership facilities.

While this transformation is taking place physically at the dealership, there is a more subtle transition within the second generation of family management with the third founded by Gordon Miller, his son Ken Miller.

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# Toyota Avalon sets the standard in the large car market

When Toyota's Avalon debuted in 1994, it set the standard for comfort, safety and refinement in the large car segment. Three years later, Avalon continues to set the standard in the Segment and for 1998 receives minor, but interior enhancements, as more elegant look and exterior-positive safety.

Built exclusively at Toyota Motor Manufacturing in Kentucky, the Avalon is the best equipped, most spacious and refined sedan by the Toyota Division. Available in either five or six passenger seating configurations, the Avalon is designed as a luxury vehicle for mature drivers interested in comfort and a higher level of refinement.

For 1998, Avalon enhances its already impressive roadholding for better ride, handling and fuel economy, and durability.

Building on its already well established safety and protection with the industry's standard front side-impact air bags, Supplemental Restraint System, in conjunction with the energy absorbing door structures, Side-impact air bags are designed to help reduce occupant injuries in side-impact collisions and front impacts at low speeds.

Avalon's interior safety features include dual front air bags, side-impact air bags, three rear headrests, child seat belt interlocks, and a driver's side air bag off-

leathed front seat belts in all passenger positions except the front center position in the six passenger layout, and rear doors equipped with child seat restraints.

New exterior multi-reflector headlamps highlight the Avalon's revised grille, adding a dramatic brilliance to the front end appearance. The turn signals are repositioned behind a clear lens next to the headlight. Standard on the premium XLS models, anti-freeze fog lamps offer greater visibility in adverse weather.

Interior options with a distinctive leather-like cloth trim, available on the front and rear facing body panels, include a license plate bracket, the chrome frame access the Avalon's trunk lid.

Avalon's front styling is enhanced with a new front end. Come-up lamps with function, the new front end is more recessed with a vertical lip at the trailing edge. This design allows for easy loading and unloading and offers improved access to the Avalon's expansive trunk area. Highlighting the rear of the car are larger redesigned combination tail lamps that feature a built-in reflector design with a more jewel-like appearance.

The Avalon is available in two levels, XLS and XLS Premium.

Equipment includes richly upholstered front bucket or bench seats, full cutaway carpeting with driver-side foot rest, cruise control, power windows and door locks, with anti-lockout feature, air conditioning, tilt steering wheel, dual cupholders, auto-off headlights, illuminated glove box, remote trunk and fuel door releases and a four-speaker cassette sound system with rear window antenna.

Five-passenger seat models are accompanied by a center armrest with integral cup holders and a sun-protected storage tray. The six-passenger layout features a slat-style center console with a redesigned fold-down center armrest and column-mounted shifter.

The XLS is also fitted with standard features and is available with leather-trimmed bucket seats with driver's memory feature, Avalanche hood release, and seat height adjustments for front, rear facing, and front and rear cushion height, integrated with two different styles. The Avalon's power seat memory feature offers added convenience for rear four-family members.

The XLS model also offers, six-way ventilation controls, automatic air conditioning, a 170-watt, 12-speaker power amplifier, front/rear CD sound system with subwoofer.

Standard equipment includes a factory installed am/fm radio with cassette system with piano black trim, front map lights with individual gear reading light, heated outside mirrors, auto-on/off headlights, outside temperature display and leather wrapped, steering wheel are also included. The interior makes given new use of new wood grain trim on the dash, console and door panels.

For increased vehicle theft protection, Avalon's theft-deterrent system features a newly designed engine immobilizer system, which prevents the engine from starting unless the correct key is placed in the ignition. A start/stop chip embedded in the key sends an identification code to the engine's electronic control unit. If the identification code transmitted from the key matches the code stored in the ECU, the immobilizer system is deactivated, allowing the vehicle to start. All Avalon models receive updated audio speakers and an expanded line up of optional audio systems, including lower-cost CD systems.

Premium systems now include a subwoofer for a total of seven speakers.

The Avalon is powered by a 3.0-liter, four-cam, 24-valve V6 engine, producing 230 horsepower and 234 pound-feet of torque. The engine is linked to a four-speed electronically controlled automatic transmission with intercooler, 4ECT. Power assisted rack and pinion steering makes Avalon easy to navigate; while the wheel has 9 spokes with standard ABS and enhanced control.

Avalon owns its smooth ride and balanced handling to a long wheel base, independent MacPherson struts, front stabilizer and independent dual link rear suspension. Front and rear stabilizer bars and anti-vibration rods, side frames, belt-immobilizer hoses, vibration and harshness.

The XLS characteristics are further refined through the use of asphalt repair, sheeting on the floor, flush mounted side and front glass, one-piece windshield glass upper mold and formed, diecast filled C and D pillars, low profile fender flares and exacting gaps between body panels, plus triple carpeting, a noise abating headrest and a fully lined

trunk also reduce noise and help maintain the Avalon's quiet cabin. Avalon will be offered in nine exterior colors — Napa, Burgundy Pearl, Golden Santé Metallic, Sable Pearl and Class Green Pearl — which complement Avalon's distinctive graceful lines. Coordinated interiors in Ivory, Quartz and Black complete the package. Both XLS and XLS Premium can be optioned in a choice of high density velour fabric or premium leather.

Avalon is so well equipped that the option list is short including such comfort and convenience features as climate control, leather upholstery, upgraded sound systems and a power 160-degree roof.

Toyota's 3-year/36,000-mile basic new vehicle limited warranty applies to all components other than normal wear and maintenance items. Additional 60-month limited warranties cover powertrain for 60,000 miles and corrosion perforation with no mileage limitation. Toyota dealers have complete details on the limited warranty.

## Be aware of how rating tiers affect auto insurance premiums

As New Jersey consumers shop for a new automobile insurance policy this October or receive a renewal from their insurance company in November, it's likely they will see changes in their rates caused by the new tier rating program.

The rating is not a part of the recent auto reforms that has been so highly publicized. Tier rating arose out of a law passed in July 1997 in response to consumer anger over the current point surcharge system.

To put it simply, states Bill Shapin, president of Indiana's Insurance Association, "Companies will classify drivers into tiers or rating levels. These tiers will affect insurance premiums." Consumers pay.

The number of tiers and their composition will vary from company to company. Each driver on a single auto policy could be in a different tier. Generally, those who fall into a tier preferred drivers will receive lower rates; standard drivers with mid priced rates and high-risk drivers with the most expensive rates. Some of the factors that influence tiers may be as follows:

- Year of driving experience.
- Number of motor vehicle reportable accidents.
- Number of traffic accidents within a certain time period.
- Late premium coverage for non-payment of premiums.
- Types of vehicles being driven.
- The amount of coverage on a vehicle.

- Number of drivers registered with the same automobile insurance carrier.

When consumers purchase new insurance or renew their old policies they will be seeing changes in prices, both increases and substantial decreases," adds Shapin. "How each consumer needs to be aware that they will see rate changes based on the tier rating long before those associated with the recent Automobile Insurance Cost Reduction Act which may provide a 15 percent savings. Those changes would be seen until something early next year, probably sometime following the change in New Jersey's laws."

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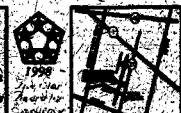
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