

The Westfield Record

Thursday, February 22, 1996

A Forbes Newspaper 50 cents

Kindergarten prep

McKinley Elementary School will host a "Getting Ready for Kindergarten" meeting for parents 7:30 p.m. Tuesday, March 21 in the auditorium. All prospective McKinley School parents are invited to meet the school staff.

To register for kindergarten, a child must be 5 years old by Oct. 1. Registration requirements include proof of residency, a completed registration form, the child's birth certificate, a completed health history form and medical records showing inoculation against diphtheria, pertussis, tetanus, poliomyelitis, mumps, measles (rubeola) and German measles (rubella).

If you have not already done so, call the school at 789-4555 to register your child.

Prayer breakfast

First Baptist Church of Westfield hosts its 13th annual men's prayer breakfast 9:30 a.m. Saturday in Fellowship Hall at 170 Elm St. The pancake breakfast and video program "New Vision for a New Day" is open to the public.

School philosophy

Parents planning to enroll their children in St. Paul's Day School in Westfield are invited to talk about the goals and philosophy of the preschool and full-day kindergarten programs scheduled for 9:30 a.m. Friday, March 1.

New student registration in-person times are: 9:30 a.m. Monday, March 4 for kindergarten; Tuesday, March 5 for the older than 4 and 4-year-old classes; Wednesday, March 6 for 3-year-old classes; and Thursday, March 7 for the 2-year-old class.

Call 233-5417 for further information.

Breastfeeding group

La Leche League of Westfield/Cranford, a breastfeeding information and support group, will meet 10:15 a.m. Thursday, March 21 at the Cranford library on Walnut Avenue. Call 709-1261 or 257-9828 for information.

Adult school

The Westfield Adult School asks prospective students to register early for the 80-plus courses offered this spring. Classes are held on successive Monday evenings March 4-May 6 at Westfield High School. Call the adult school registrar at 232-4060 for information.

Photo show

The photographs of Sheila Lange will be on display through March at the Midlantic Bank on Elm Street.

Women scholarships

Applications for the 1996 scholarships awards by the Westfield College Women's Club are available in Westfield High School. Westfield girls in the top half of their class are eligible. Completed applications are due Monday, March 11. The scholarships are awarded in May.

Humanitarian award

The Westfield Rotary Club is still accepting nominations for its 1996 Humanitarian of the Year Award. Forward nominations to Robert M. Read at P.O. Box 7 Westfield, N.J. 07091 in time to be received before Sunday, March 31.

Stringers sought

Forbes Newspapers is seeking freelance reporters to cover municipal and school board meetings. Journalism experience is helpful, but not as important as knowledge of, and interest in, the workings of local government. Call 270-6000.

District unveils budget solution

Rising expenses and reduced aid equal higher school taxes

By KEVIN COLLIGAN
 THE RECORD

The Finance Committee of the Westfield Board of Education released its proposed 1996-1997 budget Tuesday night.

Though the budget stays within the state increase cap, property owners in town will see a 3.4 percent increase in their local school taxes.

Local taxes will rise 8 cents per \$100 of assessed value under the proposed budget. The increase for the average Westfielder with a home assessed at \$174,000 will be

\$139.20 per year.

Much of the increase is due to the loss of \$415,357 in state and federal aid, according to Finance Committee Chairman William Sweeney.

The full board will vote on the proposed budget at its meeting next Tuesday. From there the budget will go to the county for review. If it passes muster, the budget will go back to the school board for fine tuning in March before town voters have the final say in the April 16 school board elections.

Here's how the budget breaks down:

• A little more than 53 percent of the

district's \$48,728,989 net budget is dedicated to instruction.

Of the \$25,898,661 instructional budget, \$18,110,009 is dedicated to regular instruction which covers teacher salaries, materials and supplies. Special instruction accounts for \$4,303,661 of the instructional budget.

• Instructional support accounts for 14.9 percent of the district's budget.

This budget line, which supports principals and school administrators, guidance counselors, summer school, child study teams and health and library expenses, accounts for \$7,283,247.

• Other support accounts for 26.7 percent of the budget.

The district's business office, general administration, food services, plant maintenance, transportation and attendance office account for \$13,029,263 of the proposed budget.

• The remaining 5.2 percent of the budget is allocated to debt service and capital outlay.

The vast majority of the school budget — 89.4 percent — is raised through local property taxes. State aid contributes 5.3 percent.



AUGUSTO F. MENEZES/THE RECORD

Television pros

Westfield High School alumnus Steve Wolf, Class of '81, seated, who is the producer of a TV commercial for General Nutrition Centers shot in the high school earlier this month, joins other production team members to view a live feed of the taping.

Wark leaving Franklin for Chatham school job

Kenneth Wark, principal of Franklin Elementary School for the past three years and of Washington Elementary School 1987-1993, will leave the Westfield School District toward the end of this school year. He has been selected as principal of Chatham Middle School.

In accepting the resignation, Dr. Mark Smith, Westfield superintendent of schools, said, "Ken Wark has made a significant contribution to the Westfield School District. His interest in children, his rapport with parents and his support of progressive curriculum are some of his many strengths. He is an excellent administrator and I wish him well in his career change."

In addition to his recent role as principal of the district's largest elementary school, Mr. Wark is also an original member of the district-wide Technology Committee. During his previous tenure at Washington School, he chaired a committee which introduced computers into the elementary classroom.

Parents of Franklin School remember Mr. Wark as a hands-on principal who rolled up his shirt sleeves to help paint and wallpaper



KENNETH J. WARK

the school foyer and library, worked endless shifts at the annual Pumpkin Fair, and encouraged and attended many "principal chats."

Franklin PTO Co-president Sasha Deleso said, "Mr. Wark has given Franklin School children and

staff a renewed enthusiasm. He has been a wonderful principal whose first interest in the children. He was always very approachable for the parents, never hesitating to make time for discussions."

Active in many professional endeavors, Mr. Wark has served as past president of the Westfield Association of Administrators and Superintendents, and has attended the New Jersey Department of Education Inclusion Workshop, TEKS (Teacher Expectations Student Achievement) programs and the Harvard Principals Seminar.

"My experiences in the Westfield Schools has been extremely rewarding," Mr. Wark said. "This is an exceptional school district with highly motivated students, dedicated and talented teachers and very interested and supportive parents. Although I'm anxious to begin my new responsibilities in Chatham, I will miss everyone here a great deal."

The Board of Education has begun a search for a new elementary school principal. Applications are due at the board office at 302 Elm St. by Friday, March 15.

Two new faces in school race; deadline nears

By KEVIN COLLIGAN
 THE RECORD

Board of Education President Susan Jacobson finally has company.

Two more candidates have entered the race for three open school board seats. Frances Masterson, 924 Harding St., and Annmarie Puleio, 430 Kimball Ave., are the latest hopefuls to join what had been a one-candidate race a week ago.

Both women said their children influenced their decisions to enter the race.

"My daughter is entering kindergarten in the fall and I'm concerned about some of the directions taken in the schools," said Ms. Masterson, who is president and treasurer of the Presbyterian Nursery School, which her daughter attends.

The candidate pointed to lackluster SAT scores and the district's relatively poor performance on the eighth-grade Early Warning Tests as warning signs.

Ms. Masterson also took issue with the revised kindergarten-fifth grade health curriculum — "or family values and sex ed curriculum, to be specific," she said. Ms. Masterson said the program was wrongly shifting its primary focus from the nuclear family to more unconventional lifestyles.

Ms. Masterson also wants to tackle the issue of school overcrowding. She said a system of school pairing, in which both sides of town would have two kindergarten-third grade schools and one fourth-fifth grade school, may be the solution.

"I am more than willing to listen to anyone who has a better solution," she added.

Ms. Puleio has a 7-year-old daughter attending Wilson Elementary School and a 4-year-old son who will soon follow.

"I believe the level of government that affects us most is local government," said Ms. Puleio. "I am very committed to the Westfield school system. It's very important for my children's future."

Ms. Puleio, who once worked at William Patterson College as a staff member for the vice president of academic affairs, said she wants to protect that future by mobilizing the school board to protect Westfield schools from state plans to equalize school funding.

Under the state's twin proposals to equalize funding and establish a core curriculum, Westfield schools could be "gutted," said the candidate.

"The state would tell us the amount of money we need to spend per pupil to provide a thorough and efficient education," said Ms. Puleio. "That amount is a great deal less than we are currently spending."

Monies spent over the state-mandated amount would be termed "excessive" and subject to voter approval.

"I think the voters of this town have said the education we are offering is not an excessive education," said Ms. Puleio.

More candidates will likely join the Board of Education race before the nominating deadline of 4 p.m. Monday. At least four nominating petitions have been taken from the district's business office.

Would-be candidates can pick up petitions from the business office in the district's Administration Building, 302 Elm St.

Consultant search under way

The Westfield Board of Education is looking at several consultants it is considering to help in its search for a new superintendent of schools.

School Board Vice President John Toriello, who heads the committee reviewing search consultants, told *The Record* information has been solicited from "seven or eight" consultants.

"We are now in the process of calling various references," he said. "The fees charged by the con-

sultants range from just below \$5,000 to about \$18,000, Mr. Toriello said.

Additional costs related to advertising the position, travel fees, etc., are also likely to be incurred, said Mr. Toriello.

The committee hopes to narrow the list to one or two consultants who will be interviewed next month.

Also on the consultant search committee are Dr. Carol Molnar and Keith Hertel.

Gruba hit with minimum fine in ShopRite zone vote

By KEVIN COLLIGAN
 THE RECORD

Westfield Town Council member James Gruba had a conflict of interest when he voted against an anti-ShopRite zoning law last March.

That is the finding of the state's Local Finance Board, which oversees the conduct of local government officials. On Dec. 13, the board voted to fine the councilman \$100, the minimum allowed.

Mr. Gruba may appeal the fine.

Despite several attempts, *The Record* was unable to reach the 2nd Ward councilman before deadline Tuesday night.

The ethics violation stems from Mr. Gruba's involvement with an ordinance which would have rezoned a strip of North Avenue property. The property was the proposed site for a ShopRite supermarket straddling the Westfield/Cranford border. It was also the site of a Garwood office building which houses Mr. Gruba's business, Cran-

bridge Auto Leasing.

The property and office building are both owned by Norman "Dutch" Sevell. At the time of the vote, Mr. Sevell's attorney said the ordinance, which would have blocked the supermarket, would hurt his client's property values.

Mr. Gruba twice voted against the ordinance.

At the time of the vote, he insisted there was no conflict.

"There is not a conflict of interest. I have

no interest in the property whatsoever. I'm a very small tenant in the building," said Mr. Gruba shortly after the March 20 vote.

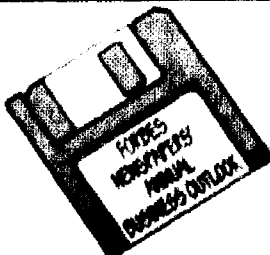
The law was adopted after it passed on second reading April 11, but not by the two-thirds majority it needed to override Mr. Sevell's objection. The law, therefore, rezoned all of Westfield except the proposed ShopRite property.

"The fate of the controversial supermarket proposal is still undecided."

Eye on business

Our annual look at the area's economy

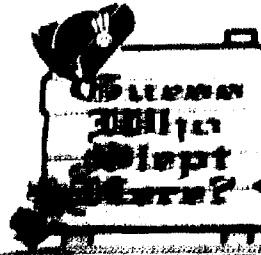
See Agenda '96 inside



Welcome mat

WHS hosts District 11 Wrestling Tournament

See Sports, page A-7



Museum guide

Small, homey places to visit

See Weekend Plus

A special report: Westfield crime data for 1995

Chief sees crime rate level in town

By KEVIN COLLIGAN
THE RECORD

Crime statistics in Westfield for 1995 were a mixed bag. There were more burglaries, but fewer assaults. Robberies were a bit more common, but auto thefts remained relatively stable.

What does it all mean? Not much, according to Westfield Police Chief Anthony Scutti.

"I think overall, crime is staying basically status quo," said the chief.

One of the most worrisome statistics to Westfielders is the 9.5 percent increase in burglaries in 1995.

"Occasionally we have a string of burglaries," said Chief Scutti. "They may hit us nine, 10 times in a row."

With its proximity to major thoroughfares, Westfield is often a target for out-of-town burglars.

"There are no [town] boundary lines," said the chief. "We get hit right off Route 22."

Compounding burglary statistics is the fact that just 19 percent of all burglary cases are ever cleared either by an arrest or the victim dropping charges. But that

statistic, said Chief Scutti, may also be misleading.

The vast majority of burglaries are caused by a small group of repeat criminals. One arrest, said the chief, often ends a burglary streak.

"Thirty years ago, you would get a burglar and he would admit to 10 other jobs," said the chief. "Today they are smarter. They don't admit to anything."

The value of stolen property last year was \$680,892, down nearly a quarter million dollars from 1994.

In the area of violent crime, Westfield fared pretty well in 1995. No murders were reported. There were no reported rapes. And reported robberies remained relatively rare.

Reported assaults took a tumble, but Chief Scutti remained unsure about the real thing.

"It sounds good to say assaults are down, but they could go up all of a sudden next week," he said. "I can't attribute the decrease to any one factor."

Amidst the swirl of unknowables, Chief Scutti does see one clear example of cause and effect. Westfield's top lawman credits the Union County Auto Theft Task Force for halving car thefts in 1994 and keeping the rate low in 1995.

Crime and crime-solving in Westfield

	1995		1994		1993	
	Reported	Cleared*	Reported	Cleared*	Reported	Cleared*
Robbery	10	70%	6	33%	9	67%
Assaults	149	78%	181	91%	167	83%
Burglary	103	19%	94	22%	97	19%
Theft	462	26%	455	26%	445	22%
Auto theft	26	81%**	23	100%**	47	89%**

*Cases can be cleared by an arrest, if the victim does not press charges or if the alleged offender dies

**Percentage recovered

BARRY RUMPLE/THE RECORD

Juvenile drugs, thefts still abundant, cops say

By KEVIN COLLIGAN
THE RECORD

He is 15 years old. He has kept his drug use — marijuana, mostly — a bit more secret this year. But his parties are more out of control than ever.

He is the typical juvenile offender in Westfield.

Juvenile arrests in 1995 climbed 16 percent more than the number made in 1994. This despite the fact the juvenile division of the town police department handled 100 fewer cases last year.

Drug arrests, which surged in 1994, tumbled 42 percent last year. A celebration, however, may be premature. The drop may be due to more secretive — not less — drug use among town teens, according to Det. Sgt. James Schneider of the Westfield Police Department Juvenile Bureau.

Greater police and school official visibility has forced teens to be "more clandestine" in their use of illegal drugs, said Det. Schneider.

"There is more action on their part to keep from being detected," he said. "We definitely have our share of drugs in town."

Among drugs, marijuana is still

the top choice among young Westfielders.

"It is fairly good quality stuff. It is easy to get. And it is the cheapest to get for the money," said Det. Schneider. "I have heard through juvenile sources, if mushrooms

Liquor law violations were up 26 percent in 1995. That increase comes on the heels of a 188 percent increase in 1994. A major problem facing Westfield are unsupervised juvenile parties, according to the annual crime report.

were available or LSD, kids would seek it out."

Liquor law violations were up 26 percent in 1995. That increase comes on the heels of a 188 percent increase in 1994. A major problem facing Westfield are unsupervised juvenile parties, according to the annual crime report.

The report states, "On some occasions, innocent 'get-togethers' of

five-six people end up being uncontrolled drinking 'fests' involving over 100 unwanted guests."

Due to the sheer number of liquor stores, however, police will continue to face an uphill battle stopping illegal alcohol sales.

Though theft does not generate the same level of community awareness as drug and alcohol abuse, thievery is the most common juvenile crime. Of the 260 juvenile arrests made last year, 61 were for stealing.

Det. Schneider said police have dealt with a wide variety of young thieves.

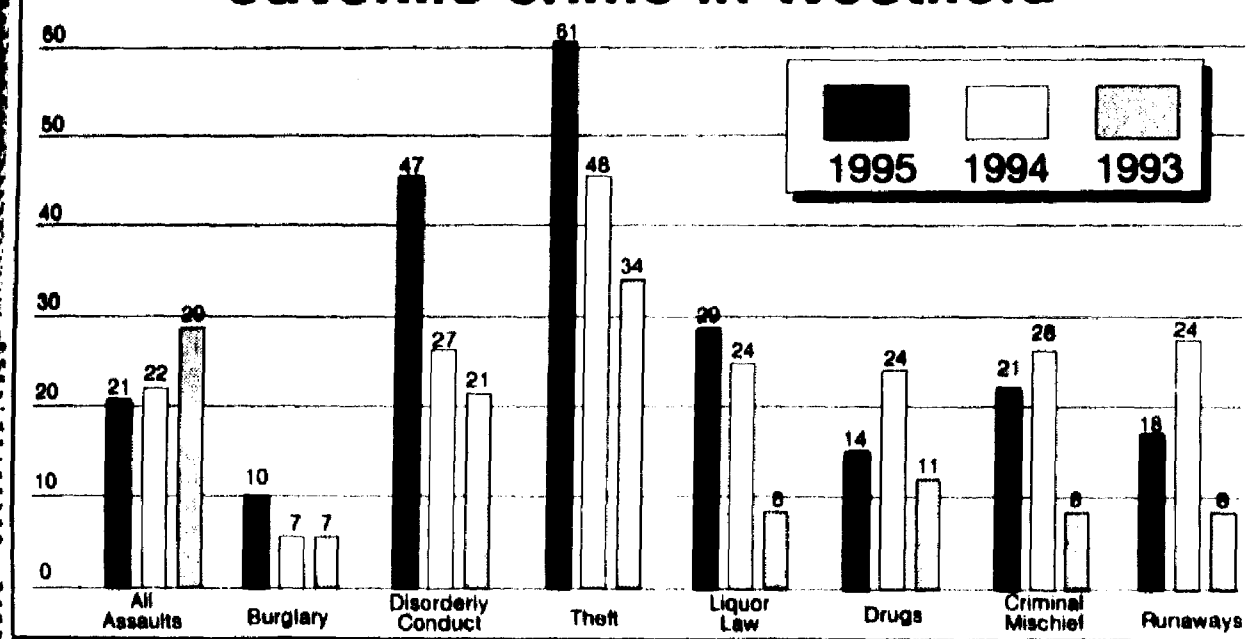
"We have had people from honor roll students all the way to all areas of the juvenile world," said the detective.

Also up in 1995 were burglary and disorderly conduct. Fewer juveniles were arrested for assault, criminal mischief and for running away from home.

So far in 1996, all crime is down, probably due to the weather, said Det. Schneider. But don't look for that trend to last.

"Wait until the spring thaw comes," said the detective. "People do the craziest things when they come out of hibernation."

Juvenile crime in Westfield



BARRY RUMPLE/THE RECORD

Thefts by juveniles soared above all other crimes in Westfield last year.

Solid waste hauler fined for truck route error

On Jan. 16, C. Matino Inc., a solid waste hauler, was found guilty in Westfield municipal court by Judge Jeffrey M. Gechtman for violating County Ordinance NO. 399 on two separate occasions. The court imposed fines of \$1,000 for the first offense and \$2,000 for the second offense.

Ordinance No. 399 establishes an enforcement mechanism for the mandatory truck routes that solid waste vehicles must follow when going to and from the Union County Resource Recovery Facility in Rahway. This was the first time that summonses have been prosecuted for the enforcement of the truck routes.

Gallery set as host for Dick Walsh exhibition

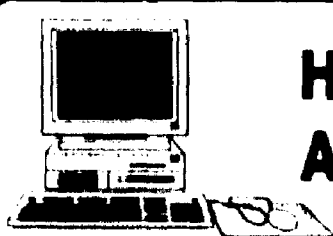
Watercolor paintings by equine and animal painter Dick Walsh will be on display at the Westfield Art Gallery Sunday Saturday, March 30. There will be an opening reception 1-4 p.m. Sunday.

"We are very pleased to have such a distinguished artist exhibit at the Westfield Art Gallery," said Kitty Schloberg, curator of the gallery. "Mr. Walsh's unique style and work is truly impressive."

A former oil painter, Mr. Walsh's watercolor interests are portrayed through his wide scope of subject matter. He is an accomplished equine and animal painter, as well as a portrait and marine painter. Mr. Walsh is an official U.S. Coast Guard artist and has had many of his works selected by the Coast Guard Excellence Committee to be shown at nationwide exhibitions. His Coast Guard paintings were all built around the theme of the Coast Guard's constant battle of saving lives and property.

A Westfield resident, Mr. Walsh maintains his studio in Mountain side. He is a member of the New Jersey Center for Visual Arts, and an associate of the American Watercolor Society, the Allied Artists of America, the New Jersey Watercolor Society and the Garden State Watercolor Society.

The Westfield Art Gallery presents the works of different artists each month. The gallery welcomes visitors to come and enjoy a few moments viewing the work of a talented artist at the gallery's 152 E. Broad St., Westfield, location. Gallery hours are 3:30-9 p.m. Thursdays, 3:30-6 p.m. Fridays and 1-4 p.m. weekends. For additional information, call 789-9098.



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McKinley School 5th-graders discover Ethiopia

The vibrant colors of Ethiopia flooded teacher Kathleen Cook's fifth-grade classroom at McKinley Elementary School when Dr. Tesfaye Biftu visited his son Beniam's classmates to discuss his native Ethiopia. Dr. Biftu brought along examples of elegant basket weaving and silver crosses as well as clothing to share with the students.

Dr. Biftu explained that Ethiopia is an ancient land frequently mentioned in the oldest books of the ancient religions of the world. It is twice as big as France and has a population of 58 million. Ethiopia is the only African nation never to

Chalk talk

have been colonized. It has been ruled for centuries by emperors and kings. The Nile River originates in Ethiopia. The art is largely religious in nature, featuring beautiful handmade crosses created with the lost wax casting method which produces intricate, lace-like results. Ethiopia's famous "rock churches" are sometimes three stories high and carved out of one huge boulder. Lions are a favorite

symbol of the nation and even appear on its flag. Coffee's natural origins can be traced to the forested highlands of Southern Ethiopia where wild strains still flourish (Dr. Biftu brought samples to show the children).

The famous Ethiopian marathoner, Abbe Bikila, is said to epitomize the Olympic philosophy, winning gold medals in the 1960 and 1968 Olympic Games and, after being partially paralyzed in an auto accident, winning a medal at the Special Olympics in 1972. Dr. Biftu, in addition to his work at Merck, is also editor of *Ethiopian BIR*, a

magazine which details the business, arts and science of that country. Dr. Biftu is a volunteer with the Westfield Public Schools Sharing Talents and Skills Program.

Making a difference

In conjunction with its newly adopted student motto, "You can make a difference," the faculty at Edison Intermediate School nominated a record number of students in November for its Student of the Month program. Any pupil can be nominated on the basis of "exemplifying outstanding behavior, attitude or accomplishments." Teachers also include their reasons for nominations.

Each Student of the Month is presented with a certificate and an Edison T-shirt with reverse coloring from the standard school logo-wear. A letter is also sent home to parents advising them of the honor. Edison teacher Bob Sanders is coordinating the program, along with parent Sheri Cognetti.

The November Students of the Month were: Rachel Ackerman, Jamie Archambault, Sasha Bartolf, Sara Bobertz, Ashley Carr, Erica Cenci, Kitty Chang, Michael Char-matz, Nicholas Clark, Bryan Cordes, Kevin Doyle, Tyne Duffy, Adam Feinberg, Sandra Horst, Christopher Keenoy, Timothy Kelman, Mark Kolvites, Steven Krakauer, Earl Lambert, Evan Lee, Evan Le-mer, Anne Loughlin, David Louie, Jeffrey Lynes, Sara McGovern, Scott Mehorter, Kristin Messina, Conner Mulvey, David Napiorski, Denise O'Connor, Shawn Paine, Paul Reymann, Samuel Sobel, Jessica Speir, Erin Steinbrecher and Christina Yang.

Vietnam War talk

The war in Vietnam was the focus when Joe McCourt and Bob Del Grosso of Union County Chapter No. 688 of the Vietnam Veterans of America visited Edison Intermediate School. The men are

former members of the United States Armed Forces who served during the Vietnam War era (January 1959-May 1975). The veterans visited several classes in support of the full range of veteran's issues important to Vietnam-era veterans and to create a new identity for this generation, as well as to change public perception of Vietnam veterans. The veterans' visit was coordinated through the Westfield Public Schools Sharing Talents and Skills office.

Holy Trinity honorees

Dorothy Szt, principal of Holy Trinity Interparochial School in Westfield, is pleased to announce the following students have been named to the honors list for the second marking period:

Grade 6

Principal's list — Tara Behr and Megan McGowan; first honors — Philip Bartlett and Alexis Zukowski; second honors — John Bragg, Brandon Leonard and Ann Marie Nason.

Grade 7

Principal's list — Dardel Egan; first honors — Karen Manahan.

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Carolyn Matthews, Kathryn Schott, Wendy Schundler and Patricia Yudd; second honors — Layla Al-Hashim.

Grade 8

Principal's list — Katie Behr, Nicole Marziano and Gabriella Spinnato; first honors — Nesa Crisp, Miriam Habeeb, Judy Mathew, Daniel Matthews and Leah Smith; second honors — Maria McGinley.

Geography bee

The National Geography Bee is an academic contest for students in grades 4-8. Seventy-five students at Westfield's Holy Trinity Interparochial School chose to participate in the preliminary competition.

The 10 finalists were fifth-graders Dennis Angeles and Gemma O'Toole; sixth-grader Megan McGowan; seventh-graders Peter Cartwright, Katie Doll, Daniel Egan and Matthew Vidovich; and eighth-graders Judy Fonseca, Miriam Habeeb and Patrick Touhy.



Roosevelt Intermediate School eighth-graders Jaime Lane, left, and Marina Powell, center, donated a hand-painted table and chairs to Children's Specialized Hospital for use in its playroom. Art teacher Anne Choen, right, found unneeded school furniture, had it repainted in the RIS wood shop and art students repainted it in the program. Donations of paintable furniture are welcomed by the class.

Bell, brass grant is aiding Latin Project

The Plainfield/Westfield Latin Project, a cooperative learning venture bringing students from urban and suburban settings together, received a \$14,800 grant from Bell Atlantic and the New Jersey Association of School Administrators. The grant to the two districts was one of seven such grants awarded in the state. More than 300 applications were submitted statewide.

The three-year-old Plainfield/Westfield Latin Project is a teaching partnership which brings together fifth- and sixth-grade students from diverse backgrounds to study Latin. Representing a mix of race, achievement levels, gender and ages, 80 students from 16 schools meet with four teachers for half a day once a week — 10 Saturdays in Westfield and 10 in Plainfield.

According to Dr. David Rock, assistant superintendent of curriculum in Westfield, "Our partnership with Plainfield not only focuses on the language and culture of Latin, but also enables kids from diverse backgrounds to get to know one another. Unfortunately, because the students are separated the rest of the time, there was a gap which prevented continuity of learning and friendship. The Bell Atlantic/NJASA grant has filled this gap."

The \$14,800 grant will provide funding for a telecommunications link between each site so that during the week the students in the program can go online to communicate with one another on specified projects. Specifically, the grant will fund an audio-visual computer, modems, desktop teleconferencing and an Internet account for the Latin Project. Curriculum revision and staff development will also be covered.

Additional opportunities will also be available as a result of the grant. According to Westfield Director of Technology Darlene Nowak, "Students in the Latin Project will now be able to develop their own World Wide Web page for Latin. Up until this point, Latin Web pages were geared to college or advanced placement high school students. This technology link will also allow the kids to go on world-wide field trips to museums via the computer. They can even invite guest experts — like an archaeologist in Rome — through desktop video conferencing."

"Through the Internet, the students will have the ability to publish their work to a vast audience and will also be able to post resources. Ultimately, we hope that all Latin projects throughout the world could be connected. In speaking to the world language chair in Philadelphia, I have every reason to believe this can be achieved. In short, the Bell Atlantic/NJASA grant will bring

the students in the Latin Project closer to one another and closer to the world around them. It will be an enriched experience going far beyond learning. We are all excited about the prospects."

Richard Konet, Westfield's Latin Project director and assistant principal of Edison Intermediate School, anticipates that planning, preparation and staff development will occur over the summer for implementation the next school year.

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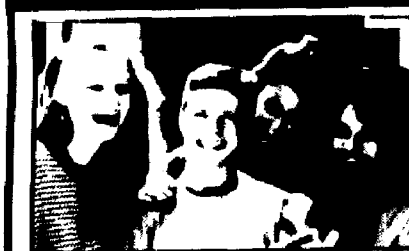
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Commentary

Seeing stars 'Ground-up' report identifies some major directions for redefining county's future

So, as the 21st century approaches, the cliched rhetoric of "leading (whomever) into the new millennium" has finally come to the doorstep of Union County and its economic future.

However, this time the rhetoric is more than hollow phraseology. It is a serious statement of the needs of Union County in terms of its economic rejuvenation.

The report is under the aegis of The Union County Alliance, but its credibility and, hopefully its longevity, come from the county-wide "round tables" whose shirtsleeve members worked more than two years to list priorities for Union County's economic revival.

This strategic plan was the principal goal of the 3-year-old alliance. There is no doubt that creating it will prove to be the easier part of ultimately implementing it, much less making its goals actually improve the Union County economy.

The report acknowledges that Union County is largely a miniature "rust belt" with tired, vacant factories in virtually every town marking its descent from a manufacturing stronghold into a collection of smaller specialty companies, most with less than 100 employees each.

The alliance report lists the eight general goals "by likely sequence of implementation" in the order listed below. We, on a scale of ★★★★★, four being the most difficult to achieve by early in the new millennium, have assigned a degree of political difficulty to each goal.

1 — Concentrate resources on business expansion, retention and attracting new businesses. To strengthen the "business environment," the report calls for activity in land use planning, public transportation, worker education and training, public safety, small business aids for credit and dealing with regulators, marketing the county and assessing technological needs and opportunities.

★★★ The most direct way to improve the business environment is to attract major, stable (you remember stability?) employers. Everything else from shoppers, shops and education to transportation will follow quickly and automatically. Winning those major employers falls to the county government, with alliance and/or anyone else's help.

2 — Keeping Union County consumer spending in Union County by revitalizing local downtown shopping areas and establishing discount centers to attract out-of-county and out-of-state shoppers.

★★ Nothing works like value, that rare blend of quality and decent price. Then comes shopping convenience (hours, location, parking, security, etc.). The planned major discount center near Elizabeth should work. Community downtowns have a jump start on location convenience. Value has to be wrought shop by shop.

Ditto for hours of operation. Towns bear the parking quandary, however.

3 — Improve communication among towns and with the county to cut costs, share services and coordinate land use controls.

★★★★ A perennial goal of optimists. When it comes to layoffs, land use planning or substantive communication or coordination, however, the god of home rule will show his nastiness and stubbornness every time. Without fail. Good luck with this one, alliance.

4 — Sustain a healthy environment by encouraging balanced and sustainable growth policies.

★★★★ As in No. 3, it's a long way from municipal zoning laws to town-county, pro-business land use and zone rule synchronization. Great idea, though.

5 — Ensure an adequate housing base for all Union County residents by providing housing suitable for varied residential needs.

★★★★ Euphemisms here suggest reasonably priced, if higher-density, housing (in all Union County communities?). Considering those home-rule planning boards and governing bodies fighting the state's powerful Council on Affordable Housing and its affordable housing quotas, one can only wish the alliance more good luck.

6 — Enhance the quality of life by planning cultural, environmental and recreational affairs.

★ A lightly funded coalition of existing arts organizations could significantly enhance Union County's cultural and even athletic status with the impetus that a small, centralized staff could bring them.

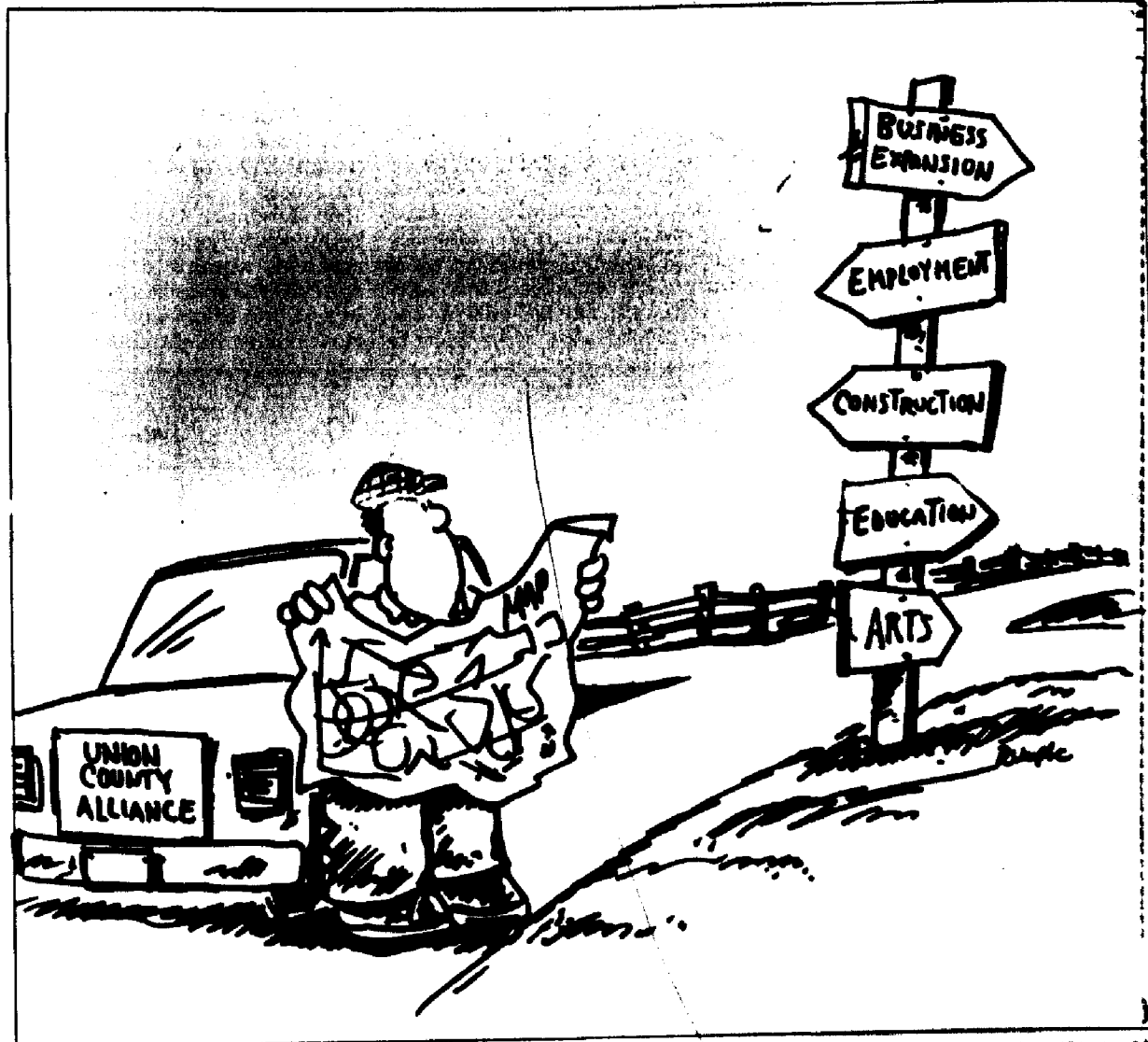
7 — Improve health care by backing good health behavior, providing an efficient health care system and improving the coordination of services by various providers.

★★★★ At this moment, the market forces at work in health care are so powerful that it seems hard to imagine any force below the state legislative level effecting change that the marketplace won't create on its own. How about Congress? Forget it.

8 — Improve human services by redesigning a system based on an assessment of public, private and nonprofit services, creating an accessible directory of all services and establishing a technical assistance center for client businesses.

★★ This one translates to bolstering urban enterprise zones, using loaned or retired executives to help private and public sector operations, and coordinating various agencies so that the basic needs of Union County's most vulnerable populations are met.

Despite the odds, the alliance's goals are noble and attainable. It's just going to take a lot more people than have so far been involved to get the goals off the report's paper and into the everyday quality of life around here.



Letters to the editor

Mayor explains why those leaves never left southside

To The Record:

This is an open letter, particularly to Westfield's south side residents, some of whom have contacted us or other town officials about leaf collection. We want to assure all that the town is acutely aware that leaf collection on the south side was not completed last fall before the snows started in December, and that the town is vigorously pursuing a multi-part program to complete and correct the situation.

In an attempt to save tax dollars, and complete leaf pickup in all areas of the town as quickly as possible last fall, Westfield "privatized" leaf collection on the south side of town. While the effort yielded significant cost savings, the results were not satisfactory. The decision was made in November to complete the south side pickup with public works personnel, but the series of snowstorms starting the first week of December severely hampered our ability to complete the job.

We are reviewing the causes and will correct them next season. As with many new processes, the best intentioned efforts do not always get done to perfection the first time out.

Specifically, the Public Works Department has identified and been going back to any areas which were missed entirely or not the subject of multiple cleanups. This work has been hampered by the need to discontinue leaf removal in favor of snow plowing and other snow and ice-related operations not only as a result of the 26 inch blizzard, but also in the lesser

storms we have had. Given the usual dedication of our Public Works Department and some break in the almost weekly snow that we are getting this year, we are confident that this leaf removal process will be completed in the next few weeks.

As an alternative to waiting for leaf pickup from the gutter, residents may prefer to take advantage of a program to remove leaves immediately. Residents seeking immediate leaf removal are asked to bag the leaves in clear plastic bags (available at no charge from the town). Residents should call the Public Works Department at 789-4100 and the leaves will be picked up on the next business day.

We will soon introduce the Westfield Public Works ServiceLine, which will provide 24-hour information and permit residents to report concerns about the leaf and snow removal, potholes and other public works related items. The ServiceLine will be introduced and the phone number publicized as soon as the telephone company completes the installation.

We hope this brief explanation of steps we have been taking to address the leaf removal problems has been helpful. We are excited about the introduction of the ServiceLine to enhance the delivery of services the town is providing to its residents. Your comments and suggestions are always welcome and you are invited to use the mayor's hotline — 789-4048 — to convey your thoughts.

MAYOR GARLAND "BUD" BOOTH
CHAIRMAN NEIL SULLIVAN
Public Works Committee

Why should Rolls Royce advertise?

Westfield's superintendent of schools, Dr. Mark Smith, is leaving to head the Framingham, Massachusetts schools at the end of this school year.

His departure ends 10 years of sophisticated, considered and politely forceful leadership over the student, parent, staff and board galaxies in the school district universe.

In addition, Dr. Smith was the driving force behind the formation of a lobbying coalition of so-called wealthier suburban school districts who feared financial ruin at the hands of dramatic cuts in state education aid.

The lengthy tenure of Dr. Smith (nearly four

times the average in New Jersey these days) and his high-profile work in extra-curricular realms, along with the high academic performance of Westfield students have made the district — and Dr. Smith's job — legend in the education profession.

It is hard to imagine that the district's reputation wouldn't compel the strongest candidates to apply for Dr. Smith's job if advertised in multiple media nationwide.

The question then arises: Why did the Board of Education unanimously decide Feb. 8 to spend up to \$18,000 to hire a consultant to guide its search for a new superintendent?

WWII veteran is calling for unit alums

To The Chronicle:

In 1950 a group of young men from New Jersey was drafted into the Army and assigned to the Rhode Island National Guard, Battery C of the 705th AAA Gun Battalion. We were stationed with this unit until it returned to stateside during the Korean War, after which we then became the 85th AAA Gun Battalion and served overseas on Okinawa.

This summer, after 43 years, a reunion was formed and held, and another reunion will be planned for 1998. We would like to hear from any of the men that served with the 85th AAA Gun Battalion who would like to join in on our next reunion.

Write: Sam Naomi, 202 Washington St., Tingley, Iowa 50863, or call (515) 772-4383.

SAM NAOMI
Coordinator
Tingley, Iowa

The Westfield Record

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Union County Weather

Compiled by Prof. R.J. Daly of Union County College

	October	November	December	January
Temperatures				
Hottest	72 on 3rd	72 on 3rd	55 on 3rd	59 on 19th
Coollest	19 on 30th	19 on 30th	10 on 13th	3 on 6th
Mean temp.	*41.1	*41.1	31.19	30.2
Hottest day (avg.)	65 on 3rd	65 on 3rd	48 on 4th	48 on 19th
Coollest day (avg.)	30 on 30th	30 on 30th	18.5 on 11th	14 on 6th
Record high	80 in '74 and '82	80 in '76 & '82	75 in 1977	70 in 1995
Record low	14 in '76 and '89	14 in '76 & '89	-5 in 1990	10 in 1985
Rain			*Snowfall for month 12.5"	** Snowfall for month 24"
Total this month	6.57"	6.57"	2.5"	6.29"
Max. on record	11.2" in 1972	11.2" in 1972	11.41" in 1983	9.59" in 1979
Min. on record	0.45" in 1976	0.45" in 1976	0.60" in 1989	0.5" in 1970
Wettest day	1.84" on 12th	1.84" on 12th	0.55" on 20th	1.84" on 8th
Rainy days	12	12	8	10
Miscellaneous				
*This was coldest Nov. since 1976 (39.1). Last Nov. was third warmest. The warmest Nov. (1975) preceded the coldest by a year.		*Most December snow since 1966 (13.5"). Record for station is 22.8" in 1960.		*Third highest precipitation for month on station record. Top was 9.59" in 1979.
				**Second highest snowfall for month on station record. Record is 24.5" in 1978.

BARRY HUMBLE/FORBES NEWSPAPERS

How snowy was it?

Snowy, gusty January brought blizzard conditions, the third-highest amount of precipitation on station record and snowfall that ranked second highest for the month, a mere half-inch short of the record 24.5 inches of 1978. Data is provided through the weather station operated at Union County College's Cranford campus.

Community Life



AUGUSTO F. MENEZES/THE RECORD

Chinese paper-cutting

McKinley School second-graders combined Valentine's Day and the Chinese New Year in a special presentation Feb. 8. Chinese paper-cutting craftsman Hou-Tien Cheng demonstrated his skill by creating a special valentine cutout (at right) and by silhouetting second-grade teacher Jennifer Linnell (above) in the classroom.



AUGUSTO F. MENEZES/THE RECORD

PANDA picks Cyndi Cockren to head group

At its monthly meeting in January, members of the Westfield Municipal Alliance PANDA unanimously elected Cyndi Cockren to be the new director.

Mrs. Cockren comes to this position with a wealth of experience gained from her many other volunteer activities in the community. Mrs. Cockren is currently the vice president of the Westfield Parent-Teacher Council, a member of both the Junior League and the Rake and Hoe Garden Club, and a religion teacher at St. Helen's Roman Catholic Church. She has held other parent teacher board positions, including the president of the Wilson School PTO. She is the wife of Robert Cockren and has three school-age children, Erin, Garrett and Ryan.

The search for a new director, led by Mayor Garland "Bud" Boothe and members of the various community organizations, began more than a year ago when Nancy Walbert requested that a new director be sought due to her impending retirement and move to Doylestown, Pa. with her husband. Mrs. Walbert, along with Betty List, was the co-founder and co-director

of PANDA (originally Chemical People) until 1989 when Ms. List resigned. Mrs. Walbert was then elected director and served until the present.

Executive officers previously elected for the 1996 term are Richard Storch, treasurer; Diane Stone, corresponding secretary; and Judy Brucia, recording secretary.

Members of the PANDA board represent almost all aspects of the community and volunteer their expertise to develop and implement substance abuse prevention programs in the schools, churches and community. Those currently serving on the board are Gail Moffet and Rich Storch, the American Red Cross; Beth Mansfield, Edison Middle School; Betty Riker, Girl Scouts; Lucy Van Iperen and Ellen Anderson, grants persons; Tim Drew, Holy Trinity Elementary School; Carol Gerson, Edison and Roosevelt intermediate schools; Substance Coordinator Gail Via and Dorothy Kirkley, Neighborhood Council; Frank Mulvaney, the Optimist Club; Lynne McCabe, Parent Teacher Council; Glenn Burrell and James Gildea, the Recreation Commission; Gary Jenkins,

the Town Council; Michelle Iannucci, Union County Council on Alcohol and Drugs; Maureen Mazzaresse, Westfield High School substance coordinator; Kathy Dulan and Rev. Mark Trister, The Westfield Ministerium; Det. Sgt. Jim Schneider, Westfield Police Department; Carl-Barber Steele, the Westfield Y; Elizabeth Van Iperen, Westfield High School youth; and Ms. List, ex-officio member.

In the last five years, the Alliance has been able to apply for grants to the New Jersey Governor's Council on Drugs and Alcohol and has received more than \$25,000 each of the years to implement more than 20 different prevention programs in our community. In addition, donations from various organizations and the business community help provide funding for projects such as Drug Awareness Week in March. Anyone interested in participating in PANDA's programs may attend its monthly meetings held on the fourth Monday of the month in the Westfield Municipal Building.



Nancy Walbert, former director of PANDA, welcomes newly elected Director Cyndi Cockren. Other officers looking on are Rich Storch, treasurer; Judy Brucia, recording secretary; and Diane Stone, corresponding secretary.

Cattle Barron's Ball rated a hootin' success

Supporters of the Westfield Symphony sported cowboy boots, Stetson hats and a colorful array of western finery for an evening of Texas two-stepping at the Cattle Barron's Ball. Proceeds from the successful fund-raising event, held Feb. 3 at the Hilton in Short Hills, will support the symphony's educational programs and regular subscription concerts.

Rick Brownlee of Richard Roberts Ltd. in Scotch Plains transformed the Hilton Ball room into a western frontier town with bales

of hay, giant cacti, western artifacts and props. A display of jewelry artwork, western items and trips attracted spirited bidding at the silent auction. Among the hotly contested items were a man's Rolex watch donated by Ellen Remer of Martin Jewelers in Cranford, a pair of Continental Airlines roundtrip tickets to Mexico, the Caribbean or the mainland U.S., and roundtrip tickets to Denver donated by United Airlines. Mr. and Mrs. William Neil presented the winning bid for the United Airlines tickets and

Dr. and Mrs. Albert Thrower were the top bidders for the Continental Airlines tickets. Symphony Music Director Brad Keimach announced the winning ticket for the 50/50 cash raffle which was won by Barbara Vincenzani.

Among the corporate supporters of the Symphony gala were Merck and Company, AT&T Capital, Bell Atlantic and Merrill Lynch. Print Tech, United Jersey Bank and other local businesses underwrote printing costs and contributed auction items for the

WSO's first Western theme event. Citing the importance of the gala to the symphony's annual fund-raising campaign, symphony President Barron Cashdollar thanked the corporations, committee members, businesses and individuals who helped the Cattle Barron's Ball achieve its goal. He commended auction Chairwoman Alice Dillon, and the Gala Committee for a fun and well-orchestrated event and invited friends of the orchestra to take part in another first, the upcoming WSO Golf Tournament at Carow Brook Country Club on April 29th.

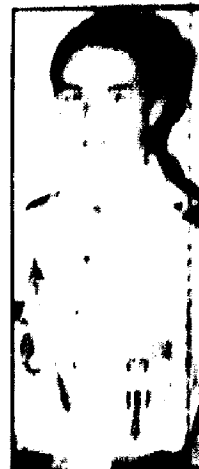
Matt Hanas earns Eagle at Troop 72

Troop 72 in Westfield recently honored Matt Hanas with the Eagle, the highest rank in Boy Scouts.

Matt has been a member of Troop 72 for five years and currently serves as an assistant senior patrol leader. In his steady progress toward Eagle Scout, Matt has earned 21 merit badges. His leadership/vice project was for St. John's Roman Orthodox Church in Rahway, where Matt is a member and serves as an altar boy.

Matt recently saved an unused men's room space for Sunday school and Altar Guild material. He also constructed two china closets for the Ladies Altar Guild to store their china, glassware and silverware.

In addition to scouting, Matt is on the varsity hockey team at Westfield High School. He is an honor student and member of the sophomore class.



MATT HANAS

Tea topic Sunday at farm museum

The Miller-Cory House Museum, 614 Mountain Ave., Westfield, will feature a presentation on the history of tea and tours of the historic farmhouse, 2-4 p.m. Sunday.

Learn about the varieties of tea, their origin and availability in New Jersey during the 18th and early 19th centuries from Sherry Lange of Cranford. New Jersey experienced its own "tea party" in 1774 when residents of the town of Greenwich in South Jersey burned a British shipment of tea destined for Philadelphia.

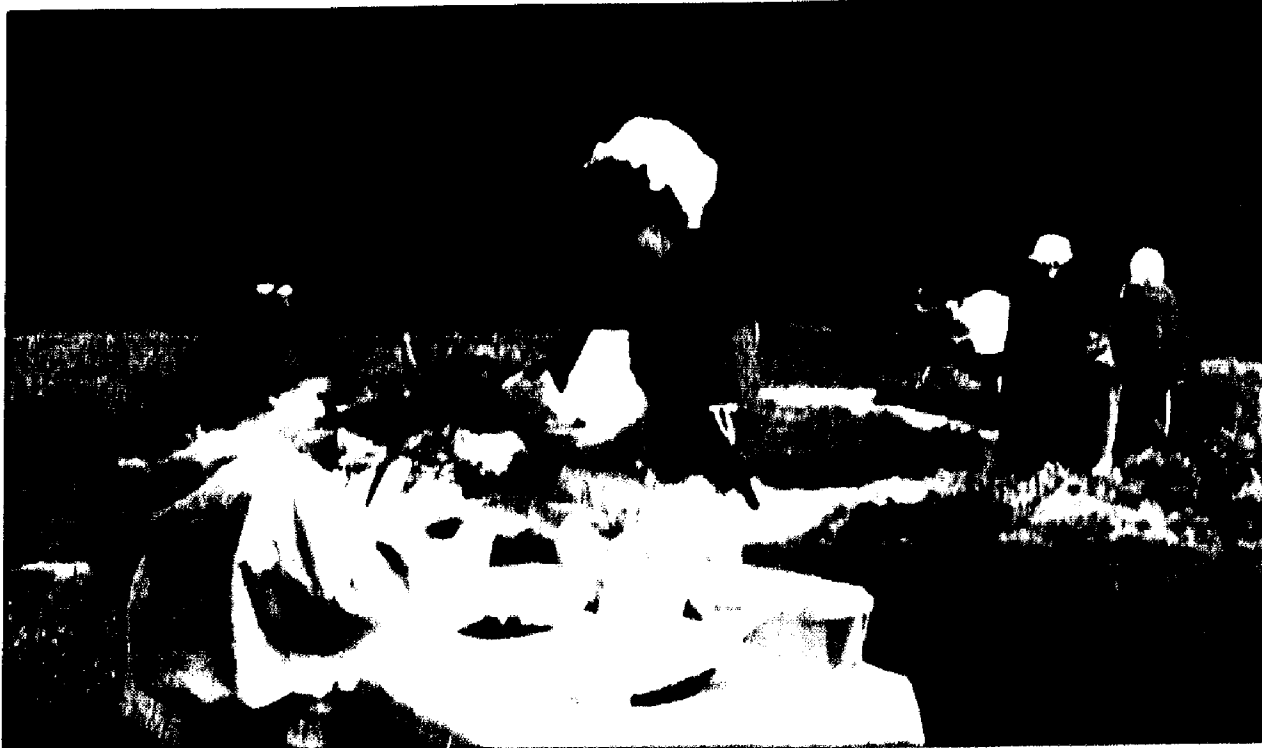
Tea shrubs grow best in the warm, damp climates of India, China, Japan, Sri Lanka and Brazil. Containers for holding teas, known as tea caddies, were often ker-

locked because of the high cost of imported teas at the time of the Millers and Corys.

Kathy Dowling of Clark and Vincent Pappalardo of Roselle Park will guide visitors through the farmhouse and explain family life in colonial America. The farmhouse is nationally recognized as a "living museum" and offers visitors the opportunity to step back in time.

Admission to the museum and its grounds is free for children younger than 6. Admission for adults is \$2 and 50 cents for children older than 6.

On March 3 the museum will feature maple sugaring by Jack Petersen of Westfield.



Sherry Lange of Cranford will describe the history of tea at a Miller-Cory program Sunday.

Obituaries

Eugene McGlynn, 80 Executive in pharmaceutical industry

Eugene J. McGlynn, 80, died Feb. 13, 1996 at his home. He was an executive in the pharmaceutical industry prior to his retirement.

He was born in Montclair and had lived in Westfield since 1951.

Mr. McGlynn joined Sterling Drug Co. in 1946 and was a sales manager at its New York City offices when he left in 1961. He then joined Sandoz Pharmaceutical Co. and was a vice president of marketing and sales for its Ex-Lax division when he retired in 1986.

He received a bachelor's degree in business from New York University in 1939.

Mr. McGlynn was a lector for Masses at Holy Trinity Roman Catholic Church and a member of the Old Guard of Westfield. He was a naval aviator in the Mediterranean and south Atlantic during

World War II.

Surviving are his wife, Gertrude Holl McGlynn; four sons, Eugene McGlynn Jr. of Union City, Michael McGlynn and William McGlynn, both of Westfield, and Kevin of Tallahassee, Fla.; a daughter, Mary Ellen McGlynn of Edison; and eight grandchildren.

Another son, Robert McGlynn, and two brothers, James McGlynn and Thomas McGlynn, are deceased.

A funeral Mass was celebrated Saturday at Holy Trinity Church. Burial was in Fairview Cemetery.

Arrangements were by the Dooley Colonial Home. Contributions may be made to Disabled American Veterans, VA Regional Office, 20 Washington Place, Newark, 07102, or the Center for Hope Hospice, 176 Hossa St., Linden, 07036.

V. Marjorie Whedon, 65 Secretary; active in spiritual research

V. Marjorie Sutton Whedon, 65, died Feb. 16, 1996 at her home. A retired secretary, she was active in spiritual research and healing.

She was born in the Bronx and lived in Holmes, Pa., before moving to Westfield in 1968.

Mrs. Whedon was a secretary with Barrett & Crain Realtors in Westfield from 1980-84 and A. Gummer Inc. of Cranford from 1984-92. She was active in restoring and preserving Colonial furniture and buildings.

She was a member of the Theosophical Society and the As-

sociation for Research and Enlightenment, both in Westfield.

Surviving are her husband, Charles I. Whedon; a daughter, Carol Barnhart; two sons, Charles I. Whedon Jr. and Frank Sutton; and three grandchildren.

A memorial service was held Monday at All Saints Episcopal Church in Scotch Plains.

Arrangements were by the Dooley Colonial Home. Contributions may be made to the American Heart Association, New Jersey Affiliate, 2550 Route 1, North Brunswick, 08902-4301.

Carlton W. Browne, 63 Head custodian with Cranford schools

Carlton W. Browne, 63, died Feb. 19, 1996 at Union Hospital.

Born in Plainfield, he lived in Westfield and Garwood before moving to Kenilworth five years ago.

He had been head custodian for Cranford Board of Education for the past nine years.

He was an Army veteran of the Korean War.

Surviving are his wife, Maxine V. Jacobus; three sons, Carlton Jr. and Michael, both of Kenilworth, and Kevin; two daughters, Peggy of Kenilworth and Donna; and three sisters, Doris Miller of Westfield and Lorraine Cirillo and Lucille Wiedrige, both of Plantation, Fla.

Private funeral services were arranged by Mastapeter Suburban in Roselle Park.

I. Miranda Lanza, 79 Lived 50 years in town; native of Italy

I. Miranda Panciatichi Lanza, 79, died Feb. 17, 1996 at Rahway Hospital. She was born in Livorno, Italy, and had lived in Westfield since 1946.

Mrs. Lanza is survived by her husband of 50 years, Peter J.

Lanza; three sisters and a brother, all in Livorno.

A funeral Mass was celebrated yesterday at Holy Trinity Roman Catholic Church. Burial was in Fairview Cemetery.

Arrangements were by the Dooley Colonial Home.

Charles Howell Jr., 74 Salesman; a researcher in baseball

Charles Howell Jr., 74, died Feb. 10, 1996 at the Department of Veterans Affairs Medical Center in Lyons. A former salesman, he provided research for *The Baseball Encyclopedia* and other baseball publications.

Mr. Howell was born in Philadelphia, Pa. He lived in Haverford, Pa., before moving to Westfield.

He was a sales representative with a number of companies in the New York metropolitan area prior to his retirement. Mr. Howell received a bachelor's degree in geology from Princeton University in 1943.

During World War II he was a second lieutenant and forward observer with the 110th Field Artillery of the 28th Division. Mr. Howell, who was taken prisoner by the Germans during the Battle of the Bulge, was decorated with four battle stars and the Prisoner of War Medal.

He was a member of the Society of American Baseball Researchers. Surviving are his wife, Mary Jo Howell; two sons, Charles Howell III and John Howell; a daughter, Catherine Vatter; and three grandchildren.

A memorial service will be 1:30 p.m. Tuesday in Princeton Chapel at Princeton University. Contributions may be made to American Legion Baseball, Post 3, 1003 North Ave. West, Westfield, 07090, or Armvets Post 151, Lyons Hospital, Lyons, 07939.

Martha E. Feakes, 89 Clubwoman; has kin in the town

Martha E. Feakes, 89, died Feb. 14, 1996 at Robert Wood Johnson University Hospital in New Brunswick. A native of Rahway, she lived in New Brunswick and Sea Girt before moving to Spring Lake Heights in 1989.

Mrs. Feakes held membership in the Sea Girt Women's Club, the Highland Park Women's Club and the Robert Wood Johnson University Hospital auxiliary. She was a member of the Second Reformed Church in New Brunswick.

Her husband, Lewis Russel Feakes, died in 1986.

Surviving are two sons, Clifford R. Feakes of Adams, Mass., and Wayne L. Feakes of Tallahassee, Fla.; two daughters, Marjorie F. McCormack of Westfield and Joyce E. Johnson of New Providence; 12 grandchildren and 16 great-grandchildren.

Services were held Saturday at the Gray Funeral Home. Burial was in Chestnut Hill Cemetery, Old Bridge.

Contributions may be made to the New Brunswick Theological Seminary.

Gloria Binder Ehrlich, 74 Secretary at juvenile detention facility

Gloria J. Binder Ehrlich, 74, died Feb. 12, 1996 at Newark Beth Israel Medical Center. She retired in 1983 after 20 years as a secretary with the juvenile detention facility at the Union County courthouse in Elizabeth.

Mrs. Ehrlich was born in Elizabeth and lived in that city before moving to Westfield in 1989.

She was a member of the Union chapter of B'nai B'rith and the Business and Professional Women's Club of Union.

Surviving are her husband, Dr. Gerald Ehrlich; five daughters, Linda Ehrlich in Pennsylvania, Janice Ehrlich in California, Susan Mastrolia of Bridgewater, Nancy Mellana of Scotch Plains and Debra Palmer of Westfield; two grandchildren; and a brother, Harold Binder in Florida.

Services were held Feb. 14 at the Higgins & Bonner Echo Lake Funeral Home. Cremation was private.

Irene Viborka Griffin, 70 A resident of the town for 37 years

Irene B. Viborka Griffin, 70, died Feb. 19, 1996 at her home. She was born in New York City and had lived in Westfield since 1959.

Mrs. Griffin was a member of the Widowed Persons Association.

Her husband, Edward J. Griffin, is deceased.

Surviving are three daughters, Mary G. McDonald, Elizabeth Griffin and Laura Galliher; a son, Edward Griffin; three grandchildren; and four sisters, Mary Forster,

Anna Viborka, Frances Viborka and Barbara Viborka.

A funeral Mass will be celebrated 10:30 a.m. today at Holy Trinity Roman Catholic Church, 315 First St. Burial will be in Hillside Cemetery, Scotch Plains.

Arrangements are by the Dooley Colonial Home. Contributions may be made to the Muhlenberg Hospice Fund, Muhlenberg Regional Medical Center, Park Avenue and Randolph Road, Plainfield, 07061.

Historical Society to hear of explosion

The Westfield Historical Society will meet 7:45 p.m. Tuesday in the community room at Town Hall. The guest speaker, Marian Stone, will discuss the Morgan explosion and influenza pandemic of 1918.

According to Mrs. Stone, these events, which took place in October of that year, were the worst calamities ever to occur in Central New Jersey. Her talk will include slides that illustrate the extent of the disasters as witnessed by local residents.

The Morgan story begins in 1917 when, following America's entry into World War I, the need for guns and ammunition soared. By early 1918, three ammunition depots had already been established and a fourth, the largest, was being constructed along the south shore of Raritan Bay in Morgan. Less than four months after Morgan became operational, a gigantic explosion took place, flattening the depot and heavily damaging surrounding towns.

Forced to evacuate their homes, refugees made their way north. Many were seriously ill with influenza, more familiarly known as the Spanish flu. The world-wide influenza epidemic had just reached New Jersey then and was taking lives left and right without warning.

Mrs. Stone is a past president of both the Metuchen-Edison Historical Society and the Kearny Cottage Historical Association of Perth Amboy, where she serves as a museum docent. She is also a docent at the Proprietary House of Amboy as it was known in the 18th century when it was the home of the last colonial governor, William Franklin, Benjamin's son. When she was presentation chairwoman of the Metuchen-Edison Society, Mrs. Stone succeeded in having Metuchen's oldest house placed on the State and National Register of Historic Sites.

Anyone interested in history is invited to attend Tuesday's meeting. There is no charge and membership in the Westfield Historical Society is not required. The program will begin promptly 7:45 p.m.

Local medical publishers named to top positions

Thomas C. Pizor has been elected president of The Association of Medical Publications for 1996. Mr. Pizor is publisher of Contemporary OB/GYN, a publication of Medical Economics Company, based in

Montvale. He resides in Westfield. A second Westfield resident, Thomas Fowler, was newly elected to the Board of Directors. Mr. Fowler is publisher of the International Medical News Group, Short Hills.

Hillside Cemetery was established in 1886

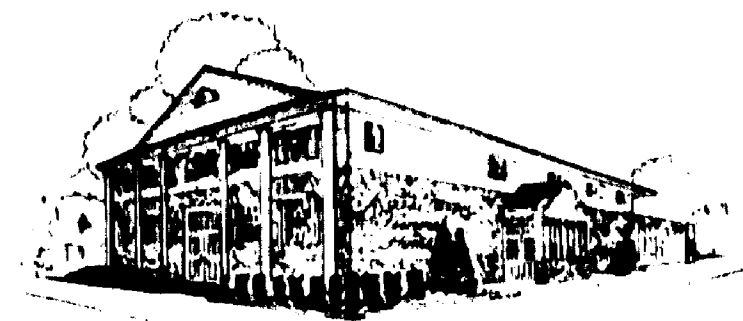
under state laws ensuring safety, permanence and the careful guarding of owner's rights. Hillside Cemetery, located on Woodland Avenue in Scotch Plains, is a non-profit organization. For further information, telephone 756-1729.

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Holy Trinity plans parish mission

The parishioners at Holy Trinity Roman Catholic Church in Westfield are about to be challenged to "Love Tenderly, Act Justly and Walk Humbly With Their God," through a parish mission scheduled to begin 7:30 p.m. Sunday and ending Wednesday.

Participants are invited to experience a time of special gospel preaching and intense prayer. People of all denominations along with those who have no church affiliation are welcome. The services will be held at Holy Trinity Roman Catholic Church at Westfield and First avenues.

The mission will be conducted by Father Eugene O'Reilly, a Redemptorist priest from Ontario, Canada. Father Red, as he is affectionately known, was born in Ireland and emigrated to Canada with his family.

Father O'Reilly has preached missions and retreats throughout Ontario, Quebec and the Atlantic Provinces, the United States and Bermuda. He has also served as pastor of a large parish in New Brunswick. Father O'Reilly led a mission at Holy Trinity two years ago, so this is an encore performance.

Under the direction of Father O'Reilly, the participants will be challenged each day as follows:

Sunday: "Walking Humbly With Our God," exploring a personal relationship with God.

Monday: "Loving Tenderly," The Interpersonal Aspect of Our Lives.

Tuesday: "Gathering to Celebrate the Gift of God," forgive news.

Wednesday: a Eucharistic miracle. Mark your calendar and plan to attend.

Temple lists services

Temple Emanuel EF services for the week include:

Friday: 7 a.m. Minyan; 11:25 p.m. Shabbat services.

Saturday: 10 a.m. Minyan, 9:30 a.m. candle roll, 10:30 a.m. Bat Mitzvah of Amanda Heffler.

Religion

Sunday: 8:30 a.m. Minyan, 9 a.m. temple blood drive.

Monday: 9 a.m. Minyan; 9:15 a.m. nursery school committee; 7:30 p.m. Israeli dancing; 7:30 p.m. Hebrew for beginners; 8:30 p.m. in intermediate.

Tuesday: 7 a.m. Minyan, 9:30 a.m. Bible class.

Wednesday: 7 a.m. Minyan, 10 a.m. Renaissance meeting; 7:30 p.m. religious school committee.

Thursday, Feb. 29: 7 a.m. Minyan, 7:30 p.m. Renaissance bridge; 7:30 p.m. it's a Mitzvah class; 7:30 p.m. new members committee.

Acceptance sermon

Rev. David F. Harwood, senior minister of First United Methodist Church, Westfield, will preach Sunday on "You Are Accepted."

This first Sunday of Lent begins with the Seekers' worship service 9 a.m. Church school is 9:45 a.m. for all children and youth. Continuing education classes for adults are FaithLink, contemporary issues, in-depth Bible study and Lenten readings, all 9:45 a.m. Morning worship is 11 a.m. Consecration of Cornerstone teams will take place during the service. Child care is available during both the 9 and 11 a.m. worship services.

Sunday 4 p.m. Celebration of Africa University, Covenant United

Methodist Church, Plainfield.

Monday: 7:30 p.m. spiritual renewal; 7:45 p.m. men's Cornerstone IV retreat team.

Tuesday: 12:30 p.m. Bible study; 3:15 p.m. primary and Wesley choirs and Kids Discover and Create; 6:30 p.m. life and drum; 7:30 p.m. property management; 7:30 p.m. Stephen ministry.

Wednesday: 6:30 a.m. and 7 p.m. Lenten worship; 6 p.m. youth choir; 7 p.m. disciple Bible study; 7:30 p.m. handbells; 8 p.m. spiritual life.

Thursday: 7 p.m. oratorio; 8 p.m. Cornerstone joint commissioning service with St. Helen's Roman Catholic Church held at First United Methodist Church, Westfield; 8:45 p.m. sanctuary choir.

Union County Places of Worship

**ST BERNARD'S
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368 Summer Ave.
Plainfield
756-3393

Mass Schedule:
Saturday 5:30pm
Sunday 8:00, 9:30
11:30 am

Rev. Joseph F. Harbour, Pastor

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Rev. Michael Spennard, Pastor

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11:00am Morning Worship
6:15pm Church Training
7:15pm Evening Worship

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6:00pm - Evening Services

Monday: 7:00pm Boys Brigade
Wednesday: 7:30pm Prayer and Bible Study
Friday: 7:00pm Youth Meeting
Friday Night (Children's Club)
7:30-9:00pm (Grade School Age)
Call for More Information

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Pastor: Rev. Joseph S. Beghrovsky

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You said it:

'My parents encouraged me to get lessons before I killed myself.'
— Westfield High diver Jesse Hershkovitz on how he got started (story on page A-8)

Sports

Got a score to report?

High school sports, adult leagues, youth competition — we'd like to print all the results you can give us. Just call 276-6000 or Fax to 276-6220.

Westfield grapplers fired up for districts

By JAMES REILLY

THE RECORD

It's common knowledge that there's no place like home, and the Westfield High wrestling team is banking on that going into the NJ-SIAA District 11 Tournament this weekend.

The Blue Devils (11-3) are hosting the districts, beginning with the preliminary and quarterfinal rounds tomorrow night and finishing up with the semifinals, consolation and final round Saturday.

"The ability to have lots of your fans in the gym is always good,"

Wrestling Preview

said Westfield Head Coach Don MacDonald. "And the guys will be using their own lockers and are obviously very familiar with the surroundings so it's a nice situation

for us. Of course, there's also a little more work with setting everything up."

One Blue Devil who'll be particularly comfortable with the home mat advantage is senior co-captain Corey Posey, who's been shooting for his fourth straight District 11 title.

"I feel confident going in to the districts," said Posey, who'll battle at 152 pounds. "I've never lost in my home gym in four years, so I feel good about my chances. Having your friends and fans in the stands is such a good feeling. I feel like I can't lose at Westfield."

Winning every match in four straight seasons with the varsity will breed such confidence, and Posey isn't the only Blue Devil hoping to defend a district title on his home mat.

Senior co-captain Kevin Sullivan won the district championship last season at 121 and will attempt to secure the 130-pound crown Saturday, despite a formidable obstacle. Rahway's Tom Wysocki just won the Union County title at 130 and will be tough to beat this weekend.

"That's one of the possible matchups I'd like to see," said Posey. "Although this is mostly the time of year for individual success, you still pull for your teammates to do well. You see guys working so hard in practice, that it's great to see them reach their goals and win."

Other Blue Devils with a strong chance for a district crown include recent Union County champions Mike Baly at 160 and Onur Tezucar at 119. Baly, a sophomore, could face Linden's Allan Hay in a rematch of the county final, while Tezucar will be tested by Johnson Regional's Willie Corbiero and/or Rahway's Chris Truncala.



AUGUSTO F. MENEZES/THE RECORD

Westfield High's Kevin Sullivan brings down teammate Bruno Parente in preparation for the District 11 Tournament this weekend.

"Onur is a freshman, but he got wrestling experience before he got to high school," said MacDonald. "He didn't get good by accident. He's a very long, tall, lean guy for 119, and he's tough to wrestle. He presents problems that most guys aren't used to."

As far as the team title is concerned, Rahway is the heavy favorite to defend its championship.

"With the dual meet season and the states over, this is the last team

championship to play for, and Rahway is the definite favorite," said MacDonald. "They've got good kids up and down the lineup in addition to having some very strong individuals. Unless there's a major development, they would be the team to beat."

Also vying for District 11 supremacy are Elizabeth, Linden, Roselle Catholic, Colonia, Johnson Regional and Cranford.

"We'll concentrate on each of our

guys taking one match at a time, with an eye toward advancing into the next round," said MacDonald. "If you slip up in the wrong round, your season can be over just like that. Even the guys who are favored. Upsets happen all the time. The important thing to remember in the districts, regions and states is that winning by a point or by a pin is the same thing. It's all about advancing to the next round."

A goal each of the Blue Devils hopes to achieve this weekend.



AUGUSTO F. MENEZES/THE RECORD

Westfield High Head Coach Don MacDonald shows his team how it's done.

Tomasso pins down midget title

Lee Tomasso of Westfield added a major tournament title to an already impressive list of honors Saturday as he took first place at the 20th annual South Plainfield Invitational Wrestling Tournament in the midget 70-pound class at South Plainfield High School.

This tournament attracts a top field of wrestlers from all over the state. Tomasso finished third in the tourney last year but moved into the top spot as he defeated some top rivals to add his fourth tournament title for the season. He outscored his opponents 33-4 in four matches.

Tomasso started off with an 11-1 decision over a North Hunterdon wrestler as he used a single-leg takedown and an arm bar for a 5-0 lead. He executed a perfect standing switch, a move not often executed at the youth level, and followed by running an arm bar for a near-fall to push his lead to 10-0.

Tomasso dominated his quarterfinal opponent from Roselle Park with a takedown, arm bar and a second-period cradle en route to a 12-0 victory.

In the semifinal, Tomasso took on the tournament favorite from

Wrestling Preview

Clifton, a top-10 finisher in the state tournament last year. This battle of powerhouses had the excitement and competitiveness of a high school match as Tomasso offset his foe's powerful takedown attempts with skilled front headlocks before shooting for a double leg takedown after switching from a single leg.

Near the end of the first period, Tomasso grabbed a headlock and put his foe on his back for two points and a near-pin at the buzzer.

After being taken down in the second period, Tomasso entered the third period leading 4-2. With the Clifton wrestler choosing the bottom, Tomasso had his work cut out for him but was able to successfully control his opponent using two-on-one wrist control and almost set a half-Nelson to keep in command.

In a gutsy display, he fired onto his opponent's leg and won a test of strength in the last 20 seconds to prevent a reversal and preserve a 4-2 victory.

In the final, Tomasso faced a heralded wrestler from Toms River who had ripped through his bracket piling up high scores, but Tomasso's tough and technical style prevented any such happening.

Tomasso fired in for a quick 2-0 lead off a single leg and did the same in the second period for a 4-0 lead as he skillfully prevented a reversal after the takedown. He gave up a penalty point for a 4-1 lead entering the third period and worked from the bottom to tire out his opponent and when his foe left himself open, Tomasso strategically countered with a switch for a reversal for the final 6-1 score.

Teammate Kyle Sullivan turned in a solid performance to earn a fourth-place medal in the very difficult 90-pound junior division.

Sullivan pinned his first two opponents as he stormed into the semifinals. Sullivan made excellent use of a tight arm bar for his first pin and set an arm bar and a half-Nelson for his second.

In the semifinal Sullivan lost to the tournament winner but provided the toughest competition as he lost 5-0 to a wrestler who had trampled the rest of a tough field by wide margins.

Tomasso and Sullivan are coached by Ken Sullivan and Al Rabinowitz on the town's Little Devils team. These coaches are excellent technical coaches and have honed Tomasso's power and speed to make him a wrestling force at the youth level, while Sullivan has become a crafty technical wizard.

The coaches do an outstanding job with the Little Devils, working with wrestlers at all levels from beginner to advanced to build a solid team.

Another example of their coaching expertise is the fine performance of Chris Johnson, a first-year wrestler who finished fourth at the tournament.

Johnson, a fourth-grader at Jefferson School, wrestled in the 80-pound midget division, taking on more experienced wrestlers. He hung in for his first medal performance, scoring a 6-3 decision over a Dunellen opponent with two takedowns and a fierce headlock.



AUGUSTO F. MENEZES/THE RECORD

Westfield High's Matt Elmuccio leads the pack Sunday en route to winning the Meet of Champions 800 meters at Jadwin Gym, Princeton.

Elmuccio crowned 800-meter champ

By JAMES REILLY

THE RECORD

Excellence is one thing, but sustained excellence is another. Westfield High's Matt Elmuccio won yet another Meet of Champions title Sunday when his 1:53.27 in the 800 meters topped the field at Jadwin Gym in Princeton.

"The biggest characteristic of Matt is that he runs to win," said Westfield Head Coach Jack Martin. "It's much better having guys that go into every race looking to win it, rather than just running for time. New Jersey is a tough track and field state, and watching Matt raise his level meet by meet, year by year, has been a very satisfying experience."

Kelly Gonzalez achieved a personal best and set a WHS school record in the 400 with a 1:15.33 at the meet. Junior Suzy Kozub ran the 800 in 2:20.6 after placing third in the Group 4 championships two weeks ago.

Up next for the WHS track team is the Eastern States Championships at the 100th Street Armory in New York City. Elmuccio, Steve Donohue, Mike Krug and Lawrence Ho will be the distance medley, while Martin will also be selecting a group of girls to compete in the race.

VARSITY CLASSIC

A quartet of Westfield High's finest runners came through with a superb performance Tuesday night at the Varsity Classic in the 100th Street Armory in New York City.

Ryan Stefluk, Mike Krug, Lawrence Ho and Matt Elmuccio blazed past the opposition in a scintillating 7:57.5 in the 4x800 meter relay, the fastest time recorded by high schoolers in the entire nation this year.

Stefluk (2:03.0), Krug (1:50.0), Ho (1:50.0) and Elmuccio (1:54.1) not only reached the best time in the country this season, but also now rank 14th all time on the state indoor track list.

In addition to the boys, the girls team also sped to new heights at the Varsity Classic. The distance medley relay team of Lauren Saul, Anika Dagnie, Suzy Stefluk and Suzy Kozub came in at 13:01.9, which wasn't fast enough to beat the highly competitive field at the Classic but did set a WHS girls indoor record.

Ciemnieckis know sports

Like father, like son, is an adage that fits the Ciemniecki family of Westfield.

Brian Ciemniecki, an outstanding senior athlete at Westfield High School, has followed in the athletic footsteps of his father, Stan, who excelled at Linden High School and later at Lafayette College in the 1970s.

Brian was named to All-Union County and All-State teams in football. He holds the Blue Devils' all-time season record in pass reception yards with 580, the record for career receptions with 38, and in his junior season he recorded the longest kickoff return, a 67 yarder against Kearny.

The younger Ciemniecki was also All-State and All-County in baseball, where he played center field and saw some time as a pitcher. He led the team in runs scored and stolen bases last season, and for the past two years the Blue Devils were both Union County and Watchung Conference American Division champions.

In basketball, he was named captain last year as a junior, and he holds the job this year as a senior. He currently leads the team in scoring and assists and has helped the Devils qualify for

Sports Matters

by Al Lies



the state tournament.

There's more to Brian than sports. He's a solid "B" student who'll matriculate at Colgate University in Hamilton, N.Y. this fall. He and his mother, Lorraine, are volunteers at St. Helen's Catholic Church in a program that helps feed the homeless. He's also participated in the Westfield Police Department's DAARE program, where he's spoken to grammar school students about drug awareness.

"I've had a great experience participating in three sports at Westfield," said Brian. "All my teachers and coaches have been very supportive — both athletically and academically. Plus, my parents never put any pressure on me, on or off the field. I look forward to going to Colgate, where I'll concentrate on foot-

ball."

Stan Ciemniecki was captain and MVP of his Linden football team and also played varsity basketball. However, he made his greatest sports achievements in track. He still holds the school record in the 100 yard dash in 9.6 seconds. Stan was also All-State in both the 100 and the 220. Later at Lafayette, where he graduated in 1975, he was team captain and MVP.

Stan leads by example in instilling civic responsibility. Last year he was president of the Westfield Baseball Association. He's also a member of the Westfield Booster Club. Currently, he's co-founder of the "Believe Me" Foundation which provides college scholarships to inner-city students in New York City, where he's employed as managing director of Lehman Brothers, an international banking firm.

"My wife and I have tried to instill good values in both Brian and our younger son, Neil, who's a sixth grade hockey and baseball player," said Stan. "We tell both of them to keep things in perspective and to keep their heads on straight. We're really proud of both boys."



BRIAN CIEMNIECKI

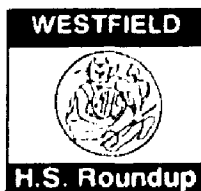
Devils make splash in sections

The beat goes on for the Westfield High swim teams as both squads bested opponents to reach the North Jersey Group A sectional finals this week.

The Blue Devil boys pushed their season record to 12-2 with a dominating win over Livingston Tuesday night 123-47. Westfield spread the wealth point-wise as several swimmers took first-place honors.

Colin McGee (200-yard freestyle), Jon Jones (200 individual medley), Brendan Lechner (50 free), Tim Romano (100 butterfly), Chris Panagos (100 backstroke), Frank Coppa (500 free) and Chris Hammond (100 breaststroke) all won their events.

"Everyone got involved today,"



beat Livingston and it's good to get a look at everybody."

The boys will now face the Montclair-Vernon winner tonight at 6 at North Brunswick for the sectional title.

GIRLS SWIMMING

The Lady Devils topped Vernon 97-73 Thursday after defeating Morristown 102-68 last Tuesday to swim into the sectional champi-

because we wanted to spread it out," said Westfield Co-Head Coach George Kapner. "We were pretty sure we'd beat Livingston and it's good to get a look at everybody."

onship tonight at approximately 7:30 at North Brunswick against Montclair.

Leading the way against Vernon was senior Ann Teitelbaum with victories in the 200 and 500 freestyles. Michelle Kashlak took the 200 IM, while Molly Phelan was first in both the 50 and 100 freestyles.

Kelly Carter won the 100 fly and placed second in the 500 free, while freshman Adrienne Coppa was second in the 100 breaststroke with a personal-best time of 1:17.11. Classmates Kelly Larson and Allison Cook took third and fourth, respectively, in the same race as a strong Lady Devil freshman presence scored well.

Coppa and Courtney Stone were

third and fourth in the 200 free, while Claire Kendrick and Kitty Frontling were third and fourth in the 200 IM.

WRESTLING

Westfield fell to Morris Knolls 38-29 last Tuesday night at Randolph in the North Jersey Section 2, Group 4 quarterfinals.

Westfield (11-3) won seven matches but was edged in the higher weights by Morris Knolls (12-5) and exited the state tournament with the district, regional and state final tournaments remaining.

Sophomore Jeff Kivetz took a forfeit at 103 pounds at Randolph, and Onur Tezucar won 10-3 at 119. Senior co-captain Kevin Sullivan was a 20-5 winner at 130 and Brian Joffe emerged from a tight 5-3 contest at 135 with a victory.

Dan Villalobos triumphed 19-4 at 145, and Corey Posey dominated a 12-1 match at 152, before Mike Baly rounded out the Blue Devil scoring with a 9-4 win at 160.

BOYS BASKETBALL

Watchung Conference rival Plainfield topped Westfield 56-53 last Wednesday night in the first round of the Union County Tournament in Elizabeth.

The Blue Devils (9-10) were led by point guard Brian Cierniecki's 18 points, but were outscored 13-8 in the decisive fourth quarter. The Blue Devils will face Elizabeth in the first round of the NJSIAA state tournament next week at the Dunn Center in Elizabeth.

ICE HOCKEY

The Blue Devils were eliminated in the quarterfinals of the Van Cott Cup Saturday, as top-seeded Hudson Catholic defeated Westfield 9-3 at Pershing Field in Jersey City.

The eighth-seeded Blue Devils (2-10-4) got two goals from Brendan Fisher as Hudson Catholic (19-4-2) advanced to the semi-finals.

Westfield 3, Summit 3 — Brian Gray was terrific in goal for the Blue Devils Thursday night at Warinanco, turning away 29 shots to secure the tie with Summit.



AUGUSTO F. MENEZES/FORBES NEWSPAPERS

Westfield High's Lauren McGovern took third place Thursday in the 50-yard freestyle against Vernon.



AUGUSTO F. MENEZES/FORBES NEWSPAPERS

Speedy Goncalves

Westfield High senior Kelly Goncalves ran for a personal-best time of 11:53.03 in the 3200 meters Sunday at the Meet of Champions at Princeton's Jadwin Gym.



JESSE HERSHKOWITZ

Hershkowitz dives to county title

By JAMES REILLY

THE RECORD

Jesse Hershkowitz might not be making much of a splash, but he sure is making waves.

The Westfield High freshman diver won the Union County Meet Championship a few weeks ago with a score of 185 points, besting a field of five.

"That's a tremendous accomplishment for a freshman to win a Union County championship," said WHS Co-Head Coach George Kapner. "Jesse is the only diver on the boys team, and he's a very hard worker. He's a good little athlete with great control of his body. He's

developing a great technique and keeps improving."

Hershkowitz dove for seven years at the Westfield YMCA before switching over to the Somerset Valley Y in Bridgewater last year. He credits a little push from his concerned parents for starting his diving career.

"I was doing crazy stuff at the Memorial Pool when I was young," said Hershkowitz. "And then my parents encouraged me to get lessons before I killed myself."

Since then Hershkowitz has improved steadily, culminating with the win at the counties. But one challenge remains for the young diver the state championships.

"I've never been to the states before, and that's where you see the really tough competition," said Hershkowitz of the meet scheduled for early March. "It's a high goal of mine to reach the Top 10 in the state, and I think I can do it. I've competed with some of the guys who've dived at the states with the Y, so I think I can reach that level if I have a good day."

"But I'm just looking forward to the chance to see the different divers who are the best in the state," he said. "Competing against the best gets the best out of you and I can't wait for the competition."

SCOREBOARD

SPORTS BRIEFS

ROUND OFF

Got a score to report? Have a story or fun fact idea? Or do you just want to vent your opinion to the local sports editor?

If your answer to any of the above is "Yes," please call James Reilly at 276-0000 or fax to 276-8220. Our address is 102 Walnut Ave., Cranford, N.J. 07016.

BERNSTEIN WINS, AGAIN

Irwin Bernstein of Westfield retained his 800-meter title in the New Jersey Masters Indoor Track and Field Championships Feb. 11 at Fairleigh Dickinson University in Hackensack. Representing the Bronx Athletic Club in the 80-84 age group, Bernstein posted a time of 2:06.8 to win his 10th indoor championship in the last 11 years. Earlier, Bernstein took second in the 400 in 0:57.8.

SOFTBALL CLINIC

The Girls Softball League of Westfield will offer a clinic in pitching and softball fundamentals on four Monday evenings beginning Feb. 26. Registration is open to all girls in grades 4-8 who are residents of Westfield. Two sessions will be held each Monday evening at Washington School, as girls grades 4-6 will attend the first session from 6-7 p.m., while the 6-7 graders will attend the second session from 7:30-9 p.m. Anyone interested in registering should contact Terry Tracy at 854-4428. Registration is on a first come first serve basis. The fee is \$20.

RED CROSS GOLF

The Westfield/Monmouth Chapter of the American Red Cross is having its fifth annual

YOUTH SPORTS

GIRLS BASKETBALL

PAL GIRLS

Westfield 24, Berkeley Heights 28. The 7-8 grade girls basketball team won its fifth game in six tries by defeating Berkeley Heights by a score of 34-28.

The Little Lady Devils started out slow in the first quarter by falling behind 8-0. The girls then played a little better in the second quarter to take a 18-10 half-time lead. Berkeley Heights played a sloppy defense and a ball control game in the third stanza, but still trailed by two going into the final quarter.

After falling behind by two points, the Lady Devils sprang to life and took a 10-point lead and then closed out the game for the victory. Scoring for Westfield were Melissa Fry, nine points, Lindsey El Koury, eight points, Count Hoy Thornton, seven points, and Kristen Lee Harde and Val Griffith with five points each.

Golf Clubing May 6 at the Plainfield Country Club. This year the chapter will have a double shotgun start. To enter the event as sponsor or golfer call 232-7090.

LAX CLUB

The Westfield Lacrosse Club is seeking volunteer coaches and managers. Anyone interested in becoming a member of the Westfield Lacrosse Club or any questions concerning registration can contact Ed Joffe (232-8705), John Flood (954-7441) or Lou Hely (233-3090).

LACROSSE OFFICIALS NEEDED

The New Jersey Lacrosse Officials Association is seeking qualified candidates to officiate men's lacrosse in New Jersey. Lacrosse classes will be offered starting Feb. 20. Interested candidates should call Tom Carr at 782-4040 or 284-7100, Ext. 8214.

OSQ CHEERLEADING

The fourth annual Garden State Games Cheerleading Meet will be held Feb. 25 at Hamilton North High School in Mercer County. The competition is open to all high school and middle school cheerleading squads in

New Jersey. The six divisions available are junior varsity, varsity, varsity coed, varsity dance, junior high fifth and sixth grade and junior high seventh and eighth grade.

For further information call the Garden State Games at 225-0300.

MACCABI SOFTBALL CANDIDATES

Jewish girls ages 13-16 are needed for a softball team to participate in the 1996 Maccabi Games at St. Louis, Mo., Aug. 11-16. These dates should interfere with any traveling team schedules. Team New Jersey won the bronze medal in 1994 and in 1995. Call Neil Apter at 499-0660.

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Imagine a place where people of all ages may go to enrich their minds and their quality of life in a friendly, comfortable setting. Imagine your kindergartner learning "how things go" or studying dinosaurs or mythology. Imagine your sixth-grader probing current events or reading, writing and speaking Shakespeare.

Imagine learning during your lunch break how to speak in public or present a positive image.

Stop imagining — The Enrichment Center is here now. All these and 120 more classes taught by more than 20 area professionals will be launched Monday, March 4 during the premier season of The Enrichment Center, 220 Lenox Ave., Westfield.

The Enrichment Center is the natural offshoot of an in-home tutoring and enrichment company developed more than 18 months ago by three community leaders and long-time teachers.

Westfielder Elaine Sigal, who serves as president of the consortium and Cranford residents, Rhoda Asch and Adele Shafman have taken their successful business "A Class Of Your Own" and expanded the concept to offer quality education in small class sizes

for four-eight students.

The three principals, all mothers of school-age and college graduated children, joined forces to supplement existing quality education

— one of their goals in creating the company.

As Mrs. Sigal said recently, "The mind is a precious resource and education is a key to success in

many areas of life. We believe everyone has unique gifts and talents which should be cultivated to insure maximum individual development. Our goal is to provide an

environment in which growth in breadth and depth are encouraged."

Tutoring, SAT preparation and review classes are available on both an individual and group basis. One of the new services is a college counseling department that offers independent college choice selections, a timetable, interview skill classes, help with essays and typing of the application. Also, a learning disabilities/teacher con-

sultant is on hand to provide an independent evaluation of your child's performance, testing and further guidance.

Classes are offered Sundays-Fridays. One may register by mail, telephone or in person during the open houses scheduled for 3-9 p.m. Wednesday and 3-7 p.m. Sunday, March 3.

Call 654-0110 for a brochure and information.



Rhoda Asch works with Taylor Mulvey of Westfield, Erin Baer of Scotch Plains and Adam Sigal of Westfield during a recent enrichment session.

Business



ROBERT J. OTT, D.D.S.

Dr. Ott is on journal edit board

Robert J. Ott, chairman, president and CEO of Delta Dental Plan of New Jersey Inc., has been named to the Editorial Board of Advisers of *Managed Healthcare* Magazine.

Dr. Ott was appointed to this prestigious post at the end of 1995 by Editor-in-Chief Margaret Muligan.

"As managed dental care becomes more widespread, having someone with Dr. Ott's impressive professional background and working knowledge of the managed dental care market fills an important spot on *Managed Healthcare's* Editorial Advisory Board," Muligan said.

A Westfield resident, Dr. Ott leads the state's largest dental coverage provider. He joined Delta Dental in 1973 as a part-time dental consultant and was appointed vice president of professional services in 1983.

Dr. Ott was appointed senior vice president of professional services in 1987, and president and chief executive officer in January 1989. In 1990, he was appointed chairman of the board.

He has served as president of the Central Dental Society, trustee of the New Jersey Dental Association, and chairman of the national Delta Dental Plan Association Dental Policy Committee.

He serves as chairman of the Board of Directors for Delta Dental Plans Association.

Dr. Ott is a fellow of the American College of Dentists and International College of Dentists and holds memberships in the New Jersey and American Dental Associations and the American Management Association. He previously served as second vice president of the New Jersey Special Olympics' Board of Directors and on the Special Olympics Finance Committee.

A graduate of Georgetown University School of dentistry, Dr. Ott practiced dentistry in Westfield until 1983. Prior to that he served in the United States Navy Dental Corp. from which he received an honorable discharge.

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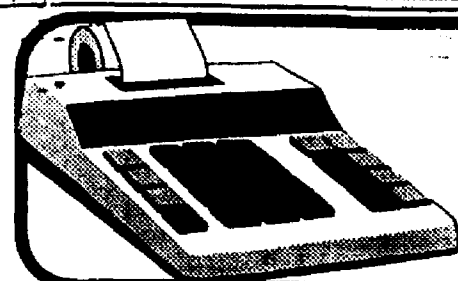
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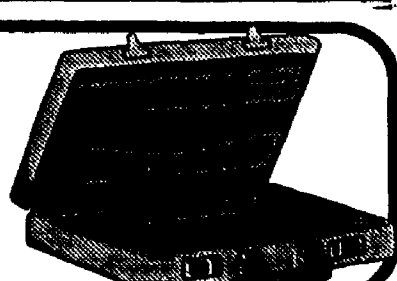
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OBTAIN DETAILED INFORMATION ON SEVERAL LOCAL CONTRACTORS: painters, carpenters, roofers, electricians, plumbers, etc. and much more!

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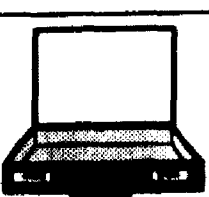
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FRONT END SALES— New retail bakery in Cranford seeking energetic, charismatic individuals to work the front counter at an all-natural bread bakery. Unusual emphasis placed on product knowledge & customer satisfaction. Great work environment. Call 908-788-2326

GOLF RANGERS/STARTERS— County Park Commission. Responsible for golf registration and retail sales. Knowledge of golf desirable. Flexible hours including weekends & holidays. \$6.50 per hr. Call 908-722-1200 for application. Hearing impaired call 908-528-4762 EOE

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HAIRDRESSER/BARBER— Wanted FT or P/T. Take over existing following with new salon. Must do barber cuts. Exp'd. pref'd. not necessary. Also, Mon/Wednesday needed. Call (908) 818-0666, ask for Dennis

LAB TECHNICIAN— GC/R & D College degree in food science. Home economics, food and nutrition or chemistry. Work exp., and computer skills required. Competitive salary with full benefits and profit sharing for qualified candidates. Send resume or apply in person: Advanced Food Systems Inc., 88 Veronica Ave., Somerset, NJ 08873

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Enables Training Institute— 150 West 7th St. Plainfield, NJ

NANNIES/COMPANIONS

FT, PT live in/out. Driver's license and exp. req'd

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SWITCHBOARD/RECEPTIONIST— Position entails operating busy switchboard, greeting visitors, running errands and performing a variety of clerical assignments. Switchboard and/or receptionist experience helpful. A valid NJ driver's license and a good driving record are required.

ACCOUNTING AND PURCHASING CLERKS

Entry level positions available in our busy corporate accounting and purchasing departments. Ideal candidates should possess clerical and data entry skills, be proficient on a calculator and be able to work in a fast paced office.

WAREHOUSE/LIGHT CLERICAL

Entry level position available in our distribution facility. Distribution and clerical experience helpful but not necessary. A valid NJ driver's license and a good driving record are required.

DRIVER/DISTRIBUTION— Immediate need for van and box driver. Driving and distribution experience helpful. A valid NJ driver's license and a good driving record are required.

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Steel service center looking for a person to fill an inside telephone sales position. Must have exp. in telemarketing. Good math skills and a good telephone speaking voice is a must. Salary is commensurate with experience. Call between 9 & 5:30 pm Daily. Ask for J.J. 201-689-8000. WE are an EOE

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Int sales office, good benefits, computer literate, accurate with figs. pleasant personality. Beautiful office in Green Brook. Telephone 908-888-2800, or Fax to same 908-968-6300

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For home care agencies. Immediate opening in Somerset and/or Hunterdon counties. Includes assessments of clients and employees. Must have RN license & current exp. in the field. Part Time hours flexible. Call 9am - 5pm (908) 722-7770

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ADMINISTRATIVE ASSISTANT

Growing Mfg Co. seeks an enthusiastic P/T clerical/asst. Cust. Service & organizational skills required. Send resume or fill out an application at: 88 White Technologies, 181 Old New Brunswick Road, Piscataway, NJ 08854

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artistic individual with creative mind and hands on approach for balloon decorating and administrative duties. 25-35 hrs/wk including Sat 6:30-9:00am

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Exp. home cleaning teams, wanted for Thursdays 9-5 paid by Job. 818-0873

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Part Time for funeral & airport work. Clean driving record. CDL license a plus. Call (908) 846-2880 between 10 am & 2 pm

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23 Brands, Over 3500 Vehicles

N.J.'s Guaranteed Best Prices On The Car
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Rts. 202 & 31, Flemington, NJ

The cars you will never see tested on these pages

By BOB HAGIN

FORBES CORRESPONDENT

Every year we evaluate a great number of new cars. Yes, I know that it's a dirty job — but someone has to do it.

And we try to test them all, but there's always those elusive few that never grace our corporate driveway. These are the very expensive, very exotic or oddball machines that don't make it into the various press pools that supply cars, trucks, vans and sport/utility vehicles to newspaper auto writers like ourselves.

We nonetheless feel that it's our journalistic duty to keep you, our readers, abreast of the newest wheels that are on the market, whether or not we are actually allowed to slip into the driver's seat for a week-long jaunt around our suburban neighborhood. And so for the seventh year in a row, we present the cars we've selected for a non-test: **Dodge Viper** — I'm sure that there are many of these juggernauts already built and sold, although I've never really seen one cruising our neighborhood. It's a big and brutal-looking two-seater

that's designed to be just that — big and brutal. Its 10 cylinder engine displaces 8 liters (that's just slightly smaller than a diesel on a luxury liner), puts out 415 horses and enough torque to climb Mt. Everest in high gear. It's decidedly low-tech with few amenities and its discerning owners like it that way — so don't buy one expecting trunk space for the baby's playpen.

MGF — Just as it has been for the past two years, this is another MG that we don't get to test. It's a two seater, too, but much smaller (1.9 liters) and rear-engined. Rover is the parent company as it has been for several years, but you may be surprised that BMW is now the money behind these British companies. Insiders say that the MGF is being down-played as it will be direct competition for the BMW Z3 two-seater roadster in style and intent.

Plymouth Prowler — Wouldn't it be fun to be back in Southern California in 1950 and driving a high-boy street rod down Colorado Boulevard? Sorry, no such luck. The new Plymouth Prowler is a Deuce roadster retrorod that the company has pledged to build, but the company didn't

call us to go cruisin' the strip.

The Prowler has cycle fenders up front, a body that looks like it came off Ford's assembly line in 1932, a swept-back low windshield and not even enough trunk space for a spare. The only thing missing

At \$99,000 for the Porsche 911 Turbo, we can understand a decision on the part of Porsche to relegate it to the role of a non-test car for us.

is a flat-head V8 under the hood.

Porsche 911 Turbo — Maybe it's a good thing that I didn't get a new 911T to wring out. I'm too old to be terrified just for fun. With 400 horses available, the top speed is 180 mph and the acceleration is so strong that I'm told you feel like you're in a Challenger rocket at launch time. All-wheel drive assures that there's maximum tire stick at all times and the seats are racing-

type buckets that literally grab you.

But at \$99,000 I can understand a decision on the part of Porsche to relegate it to the role of a non-test car for us.

Renault Spider — Having owned various Renaults over 45 years, I shuddered when I read last year the company was considering a return to the U.S. But if the flagship of that return was to be its new Spider roadster, my opinion might have changed. Cute as a waggin'-tail puppy, it seems to be simple in the extreme, with a built-up aluminum box frame, a 2-liter engine at 150 horsepower and barely enough niceties — like wipers and turn signals — to make it street-legal. Just the thing for Banzai runs up Mulholland Drive on Saturday nights — or so I'm told.

Saleen Mustang — My friend Joe Molina promotes this hot-rod version of the Ford Mustang — but even he couldn't get me one for a day. Steve Saleen is an ex-racer who is becoming a latter-day Carroll Shelby by modifying Mustangs to put out half-again the original power, tricking-out the suspension and doing a cosmetic makeover. They come with a variety of

powerplants, but the 351 CID version is the most awesome of them all — I think.

Shelby Cobra — And speaking of Carroll Shelby, his assembly line is slow but still rolling. You might remember that he had 33 unfinished Cobra chassis in the parts room when his crew went for a 30-year coffee break in 1966. They're back now and are finishing up that production run. Since the cars are still registered with the feds as '66 models, they're being finished up just as they were back then. Still with that sexy Tojeiro body, the 427 stump-puller powerplant, no windows and no smog stuff since they're legally 1966 cars.

The sticker price has increased a bit in three decades and it now takes a half million bucks to pick one up at your local Cobra dealer. Maybe that's why we don't get one to test.

That's our no-test test for this year, but we'll be back in 12 months with reports on another half dozen machines we'll never see.

I just hope that they're as much fun to dream about as the current crop.

Tire tread woes are wearing on 4X4 owner

By BOB HAGIN

FORBES CORRESPONDENT

Q I am the owner of a 1994 Ford Ranger 4X4 pickup (4.0 liter engine and automatic transmission) and have a question regarding some repairs that were recently recommended by a dealer. Not long ago I noticed that my left front tire was wearing quite a bit on the inside. I was puzzled and to see this premature wear because the truck, which I bought new, had about 19,000 miles. It had never been off-road. After taking the truck to the Ford dealer to look into having the front end aligned, I was told that the only way it could be brought back to factory specs was through the installation of a camber coil or camber adjuster. I have never heard of such a device and am concerned whether or not the \$130 repair is needed.

A — P.G. Lake Arrowhead, Calif.
According to Ford press kits I've gotten for the past couple of years, camber on the Ranger 4X4 is adjustable without adding any parts so before you spend any money, talk to the

Automotive Q.A

Ford rep to see if the factory will pick up the repair tab. Also get an evaluation from an independent front-end shop or an off-road specialty shop. Wheel camber — front or rear — is the outward or inward tilt of a mounted tire when viewed from the front or rear of the vehicle. If the camber is positive, the top of the tire tilts outward. If it's negative, the top of the tire tilts inward. On most modern cars, camber isn't adjustable and the only reason they're built that way is that it's cheaper to build. But on most pickup trucks, camber is adjustable on each side by making minor changes to one of the front suspension control arms. Caster/camber adjustment kits specially built for non-adjustable suspensions have been around for a long time but I don't think you need one on your Ranger 4X4.

Q I have two cars, a 1987 Dodge Colt and a 1995 Dodge Stratus. They both have Japanese engines. The Colt is a four cylinder and the Dodge is a six. The dealer makes sure it fills the engine with oil but says it must use quarts instead of liters.

The engines are always a little bit overfilled. I quit taking the Colt there for oil changes some time ago. The Dodge is new and I take it to the dealer for service. I've complained three times about the overfilling, first when it was new, then at the 3,000 and 6,000 miles services. Each time the manager says that there is no problem and not to worry that it won't hurt anything. But the owner's manual states definitely Don't Overfill. What damage can occur if the engine is continually overfilled with oil?

A — B.B. Boise, Idaho
It's been my experience that an overfill of a pint or so of oil won't do any harm, but when it gets up to a quart or more, the engine can have problems. The crankshaft, pistons and connecting rods flying around can whip up an overfilled oil sump and build up pressure

that the various engine oil seals can't contain. The pressure can blow out crank seals and I've even seen it overload and blow past valve covers.

But sometimes the markings on an oil dipstick can be incorrect, so the best way to be accurate is to refill the engine with exactly the correct amount of oil — either in liters or quarts — and then check where the level is indicated on the dipstick.

Q I recently read that a grocery chain in Germany was importing VW Beetles from Mexico and selling them to Beetle enthusiasts there. The story was very short and had no details. Is it possible to do the same here? Who would I contact? Can I buy one in Mexico and drive it home?

A — D.H. Bridgehampton, N.Y.
You'd have to convince the U.S. Department of Transportation to make an exception in your case and let you bring one in. Mexican-built Bugs don't conform to U.S. safety and pollution standards and federalizing one would be a nightmare. Many entrepreneurs have tried it.

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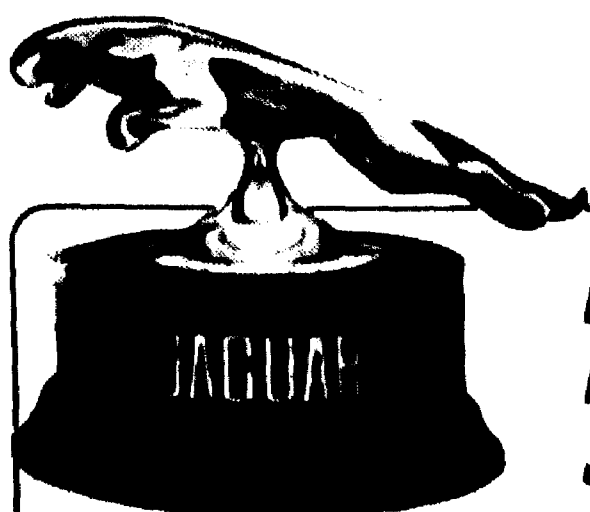
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Hot rod heaven

Fifty years after it first appeared in U.S., speed equipment industry has won respect

By BOB HAGIN
FORBES NEWSPAPERS

Fifty years ago the term "hot rod" was derogatory — almost a swear word in mainstream automotive circles — and the buyers of "hop-up" equipment were categorized as speed crazy kids.

Speed equipment made by Edelbrock, Iskenderian, JE Engineering and Almqvist was sold by a small number of speed shops around the country such as Ray Brown Automotive in Los Angeles, Honest Charley Speed Shop in Chattanooga and Midwest Racing Equipment in Cleveland. Some people were happy and content to buy new cars that were large, comfortable sedans and those with a more "sporting" nature settled for convertible versions of the same cars.

The hot-rod movement was an almost underground network of enthusiasts who were generally avoided by "regular" people.

Things have definitely changed since then and the speed equipment industry has gone big-time and high profile. This metamorphosis started in 1963 when those companies involved in the industry in Southern California (where else?) got together to form SEMA, the Speed Equipment Manufacturers Association. Two years later they gathered at Dodger Stadium, home of the Los Angeles Dodgers, to put on a show that offered their products to the public and to each other. Under the auspices of Hot Rod Industry News, a trade journal of the day, SEMA was born to promote public acceptance of hot rodding in general and the use of aftermarket (non-original equipment) speed parts.

During those passing 30 years, the organization itself went through several major changes. Originally, only those makers of true racing equipment were members. Builders of engine and drive line parts, brake conversion kits, and, of course, exhaust systems (few old timers can forget the mel-

low tones of Hollywood Mufflers) were the original guiding lights behind the organization.

The most telling change came with a minor rename. The word "specialty" was substituted for "speed" in the name of the organization and although the acronym SEMA remained the same, the scope of the organization became infinitely more encompassing. At the 1995 SEMA show held in Las Vegas, more than 1,100 companies in 3,700 booths displayed everything from specialized insurance to kits and pieces for restoring vin-

The hot-rod movement was an almost underground network of enthusiasts who were generally avoided by "regular" people. Things have definitely changed since then and the speed equipment industry has gone big time and high profile.

tage and collectible autos and trucks. There were somewhere in the neighborhood of 60,000 visitors at the show and of these, 7,000 represented foreign-based companies all in the market to buy and to sell.

But the goal of SEMA that's of the most interest and importance to us aficionados and aftermarket companies is its role of industry advocate in matters that affect the future of our passion. The federal and various state governments are continually trying to pass legislation that will seriously hinder or eliminate our hobby and desires for "individualized" machines. An example is the so-called "clunker" laws that would take pre-70s ve-

hicles off the road and into the scrap yard, regardless of condition or historical value. SEMA has lobbying groups at work in various state capitals educating our representatives to the fact that there's a difference between a "rolling wounded" clunker that spews out pollutants, and a restored muscle car that is in better-than-new condition and used occasionally for a show or a Friday night cruise.

Another area of concentration for SEMA is to pressure foreign countries to deter them from discriminating against American aftermarket products. A recent example is the decision of the Mexican government requiring American-made tires to have sidewall specification molded into the tire in Spanish, despite the fact that almost every other country allows the specifications to be in English. It also required all tires sold in Mexico to be certified by that country, even though there is no independent certification structure in place.

Besides "genuine" speed merchants, the makers of fancy wheels, pickup truck bedliners, special auto body "enhancement" kits and suspension kits, are all members of SEMA. There are nearly 3,000 SEMA members worldwide, ranging from small suburban speed shops to the giants of the industry.

Within recent years, American auto makers have seen the advantages to producing "hot rod" equipment for their own vehicles and almost all of them have joined SEMA as full members.

Although the public isn't invited into SEMA as members, it's reassuring to know that the association is looking out for our individual well-being as well as those of its members.

Otherwise those of us who like to "individualize" our rolling stock would be relegated to driving vehicles that are like those of every one else.



The 1996 Nissan Maxima GXE.

Maxima stays the course with quality and value

By TOM and BOB HAGIN
FORBES CORRESPONDENTS

When Nissan got into the mid-sized sedan business 19 years ago, the company was still called Datsun and its various models carried numbers rather than names. Back in '77, Bob Hagin labeled the new "big" 2.4 liter six cylinder Datsun 810 sedan "a 280 Z sportster for the whole family" and lauded its sports car handling coupled with better-than-average performance. Now the field is crowded with "performance" sedans and Nissan has to fight for a share even when development money is tight. In the new version, the company has cut corners in the suspension department and the Hagins lament the passing of the old system. The manufacturer's suggested retail price is \$22,670; as tested, \$26,630.

Bob — There isn't much new to report about the 1996 Nissan Maxima, except that a power passenger seat is now available as an option, and there's a redesigned cupholder to carry those extra-large soft drinks. It's kind of refreshing to find a car that hasn't been changed just for the sake of change. Maybe it will help stabilize prices. Big changes cost a company big bucks and those increases are passed on to buyers.

Tom — It must have been hard for the Nissan "brass" to change a good thing — the preceding version had a really slick suspension system in the rear and the handling suffered some when it was simplified.

Bob — The decision to switch from an independent, multi-link rear suspension setup must have annoyed the engineers who planned it out. Nissan has a performance reputation and a step backwards to a beam axle must have seemed like going back to a horse drawn cart. The system isn't nearly as complex, and it takes up less underbody room so the resulting increase in rear seat room is a plus — but I'll take high tech over increased rear seating comfort any day.

Tom — But you have to admit that the Maxima really roods. Our GXE packed the new V6 3.0 liter engine that Nissan brought out last year and the

company says that it's one of the lightest, most compact engines in the industry. It weighs 64 pounds less than the old '94 version, and uses less fuel to produce the same amount of horsepower. With 190 horses and 205 pounds per foot of torque, the Maxima work well coming off the line.

Bob — Technically the engine is a jewel. Nissan "micro-finished" the crank and camshafts, used thinner piston rings and added a two-way cooling system to reduce friction and make the engine run easier on less gas. They added a digital knock control system inside the computer to make spark delivery more precise. The engine guys went forward but the chassis engineers had to take a step back.

Tom — There is such a thing as a bottom-of-the-line Maxima, but the GXE trim version is no "stripper." They all come with air, cruise control, power windows, door locks and outside mirrors as well as tilt steering but the front bucket seats are manually-operated unless the buyer opts for the Security and Convenience Package. That kit includes an eight-way power driver's seat, remote keyless entry, an alarm, lighted vanity mirrors and upscale "stickier" tires. The best Maxima version has got to be the sport-tuned SE model, with all the features.

Bob — And it's sure easy to get used to all that fancy stuff. Our test car came with anti-lock brakes which is a \$999 option and it's available on all Maxima models. It isn't a standard feature on any of them so it's up to the buyer to be attracted to safety features. I think ABS should be mandatory on all cars sold in the U.S. Anything that keeps a less-experienced driver from getting into trouble should be standard equipment. All new cars come with air bags for safety and I think that ABS should be in that same category.

Tom — Come on, Dad, it's time to get off the soap box. Maximas stop well anyway since they all have four-wheel disc brakes and adding ABS is no guarantee that a numb driver won't get in trouble anyway. But one thing is for sure: ABS allows the driver to steer during a panic stop, where inexperienced drivers might lock the brakes and run straight into trouble.

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7 pass, 6 cyl, auto, p/s/b, air, AM/FM case, cruise, tilt, r/dof, radio, sport mrrs, bon. VIN#0000012, 50,913 mi, #968544A

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7 pass, 6 cyl, auto, p/s/b, air, AM/FM case, p/w/lks, cruise, tilt, r/dof, radio, sport mrrs, bon. VIN#0000012, 61,538 mi, #968544A

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\$12,995*

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7 pass, 6 cyl, auto, p/s/b, air, AM/FM case, cruise, tilt, r/dof, radio, sport mrrs, bon. VIN#0000012, 41,301 mi, #968544A

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7 pass, 6 cyl, auto, p/s/b, air, AM/FM case, cruise, tilt, r/dof, radio, sport mrrs, bon. VIN#0000012, 28,234 mi, #968544A

\$14,995*

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\$16,995*

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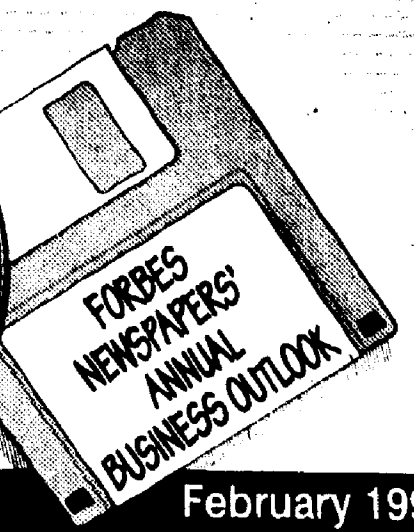
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AGENDA 1996

Union County

February 1996



N.J. economy faces uncertain future

Optimists outnumber pessimists, but margin is quickly narrowing

The bloom is off the rose. The renewed optimism that resonated through the New Jersey Business & Industry Association's Business Outlook Survey last year has subsided.

In September 1994, the optimists outnumbered the pessimists by a considerable margin, with 78 percent of survey respondents saying the state economy was expanding or recovering. In September 1995, only 57 percent of respondents said the state economy is expanding or recovering.

This less optimistic outlook presumably can be traced to the economic slowdown that unfolded in the first half of 1995. The slow-

down followed a year of stunning growth that was the best in a decade for the U.S. economy. As the state and national economies have slowed, so have the sales and profits — as well as the expectations — of New Jersey's business community.

Outlook

Business confidence in the New Jersey and national economies has fallen from the high levels reached last year, according to results of the New Jersey Business & Industry's 1996 Business Outlook Survey.

Last year, 78 percent of survey respondents said the New Jersey economy was recovering from recession or expanding and 22 percent said it was in a recession or slipping into one.

In this year's survey, 57 percent said the state economy is recovering or expanding, a decline of 21 percentage points from the 1995 survey. The proportion of pessimists, meanwhile, has doubled. This year, 43 percent said the economy is recession-minded.

The shifting views of NJBIA's member companies are consistent with — and undoubtedly influenced by — changes in the actual performance of the national economy from 1994 to 1995. The 1994 survey was conducted during a year marked by the best economic growth in a decade, with gross domestic product (GDP) expanding by 4.1 percent.

In contrast, the 1995 survey was conducted following a period of markedly slower growth. The national economy grew at an annual rate of only 2 percent in the first half of 1995. Although the rest of 1993 and early 1996 are expected to be better, most economic forecasters see next year's growth to be about 2.5 percent.

While business optimism clearly has dimmed in the current survey, the optimists still outnumber the pessimists by a good margin in most of the survey measures.

Looking ahead to the first six months of 1996, 32 percent of businesses surveyed expect economic conditions to improve for the New Jersey economy, down from 46



Discussing the economic prospects for 1996 at United National Bank's new headquarters in Bridgewater are Executive Vice President Warren R. Gerlet, Chairman and Chief Executive Officer Thomas C. Gregor, and Senior Vice President John J. Cannon.

percent who expected improvement in the first half of 1995. Forty-four percent expect conditions to stay the same, up from 36 percent last year; and 25 percent expect conditions to worsen, up from 18 percent.

Few of the companies responding to this year's survey expect any dramatic change in the state of the national economy, the New Jersey economy or their own industries. The vast majority anticipating "better" or "worse" conditions expect those changes to be moderate. The percentage expecting economic conditions overall to remain about the same has reached the highest level in seven years.

Sales and profits

The outlook for sales and profits

provides more evidence that while an economic slowdown is anticipated, it is not expected to be an epic event, but a moderation of existing conditions.

Fifty-four percent expect their sales to rise in 1996, down from the 59 percent who expected sales to rise in 1995; and 42 percent expect their profits to increase in 1996, down from 45 percent last year. Eighteen percent expect sales to fall in 1996, up from 15 percent last year; and 28 percent expect profits to fall, up from 23 percent.

Although 1996 is expected to take some of the shine off sales and profits, the outlook of survey respondents is still better than for any of the preceding seven years except 1995.

Employment

Like the outlook for sales and profits, the outlook for employment in the year ahead has slipped. But the absence of any dramatic falloff in expectations speaks of continued slow expansion of business payrolls.

Twenty-five percent expect to increase employment in 1996, down from 28 percent last year. Sixty-six percent expect to keep employment stable, up from 64 percent. Nine percent expect to shrink the size of their work force in 1996, barely changed from 8 percent in 1995.

A look at actual employment

conditions shows that the pace of hiring slowed a bit in 1995.

Twenty-five percent of companies said they hired additional workers in 1995, down 1 percentage point from 1994. Fifty-six percent said employment was stable, down 1 percentage point; and 19 percent said they laid off workers, up 2 percentage points.

These results are consistent with labor market data collected by the N.J. Department of Labor, which shows that job growth slowed in 1995. Private industry payrolls enjoyed a net gain of 3,700 jobs a month in the first nine months of 1995, a rate of growth 40 percent slower than in 1994, when payrolls grew by 6,100 jobs per month in the same period.

While overall private industry payrolls expanded in 1995, the manufacturing sector did not join the party. Factory payrolls, which have declined by 300,000 jobs since 1979 — a disturbing 40 percent loss in 15 years — continued to hemorrhage in 1995. In the first nine months of 1995, manufacturers trimmed their payrolls by 12,900 jobs, bringing overall factory employment to under 500,000 jobs for the first time since the 1930s.

Results of this year's survey also indicate that employment conditions were weaker in 1995 than employers had anticipated. In last year's Business Outlook Survey, 8 percent of companies said they

would lay off workers in 1995. According to the current survey; however, 19 percent actually made lay-offs.

Conclusions

The results of NJBIA's 1996 Business Outlook Survey hold no surprises. The economic slowdown that took hold in 1995, following a banner year of economic growth in 1994, is reflected in the diminished expectations of the business community. The outlook has grown less optimistic for the state and national economies as well as for the sales, profits and employment plans of individual companies. But the outlook, while anticipating sluggish economic growth, does not appear to predict a recession. The outlook for the first six months of 1996 is consistent with the view that the national economy is coasting to a "soft landing" that will permit a slow economic expansion with little threat of inflation.

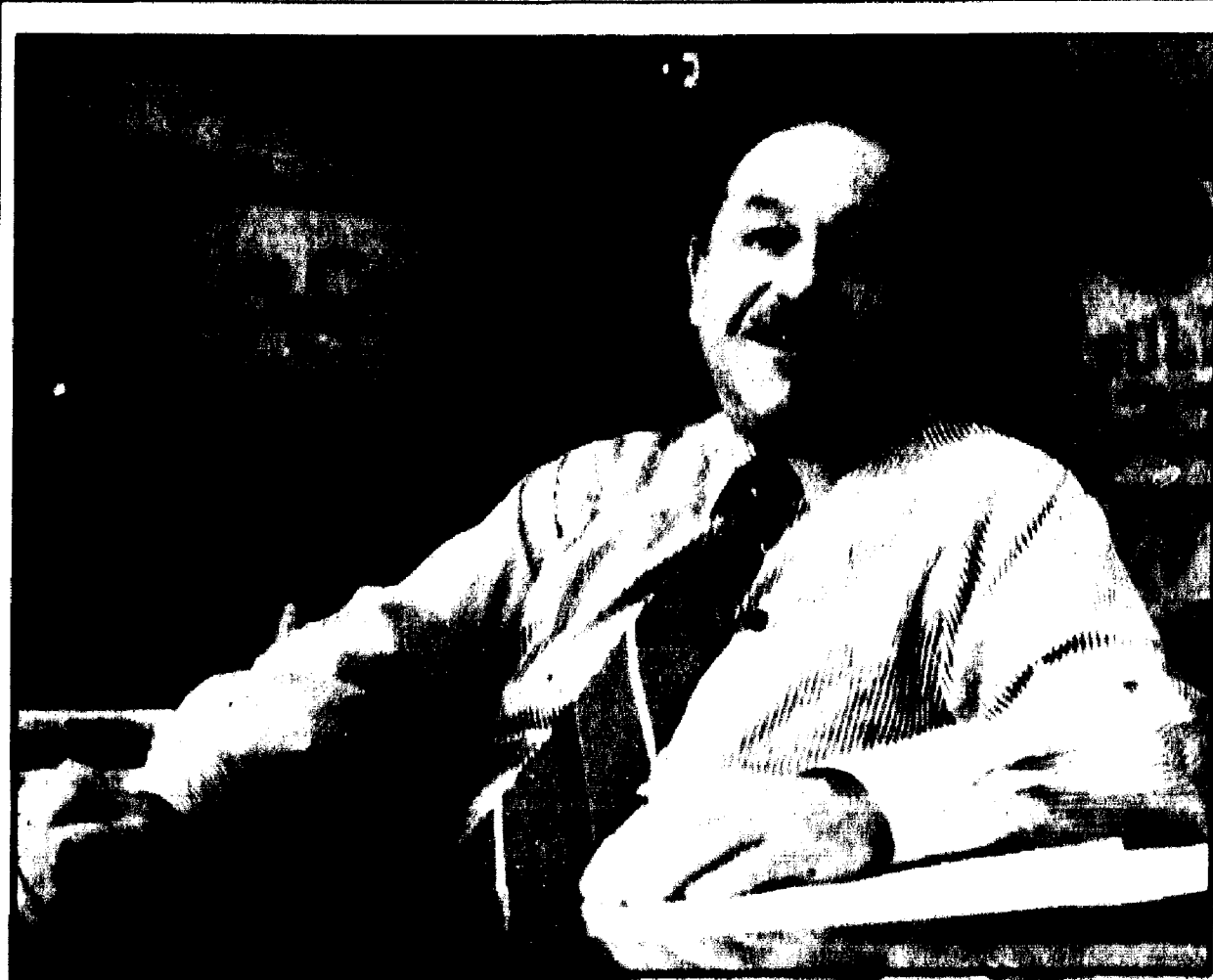
While private sector employment grew in New Jersey 1995, and is expected to grow slowly in the year ahead, the continued decline of manufacturing payrolls in this state remains a serious problem. The reasons for the decline are many, including the continued shift of population and employment from the high cost Northeastern states to the sunbelt states of the south and southwest.

How this survey was conducted

On Sept. 18, 1995, the New Jersey Business & Industry Association mailed the 37th Annual Business Outlook Survey to its more than 13,900 members. The results of the survey were based on the first 1,865 returns.

As the nation's largest state-level employer association, NJBIA represents virtually every industry in every region of the state. As a group, the respondents closely mirror the association's membership profile in terms of industry diversity, company size and geographic location. They thus should provide a representative picture of the views of our membership at large.

The results are especially meaningful because they represent the opinions of business executives who make the front-line decisions about purchasing, hiring, expansion and investment that determine future economic activity.

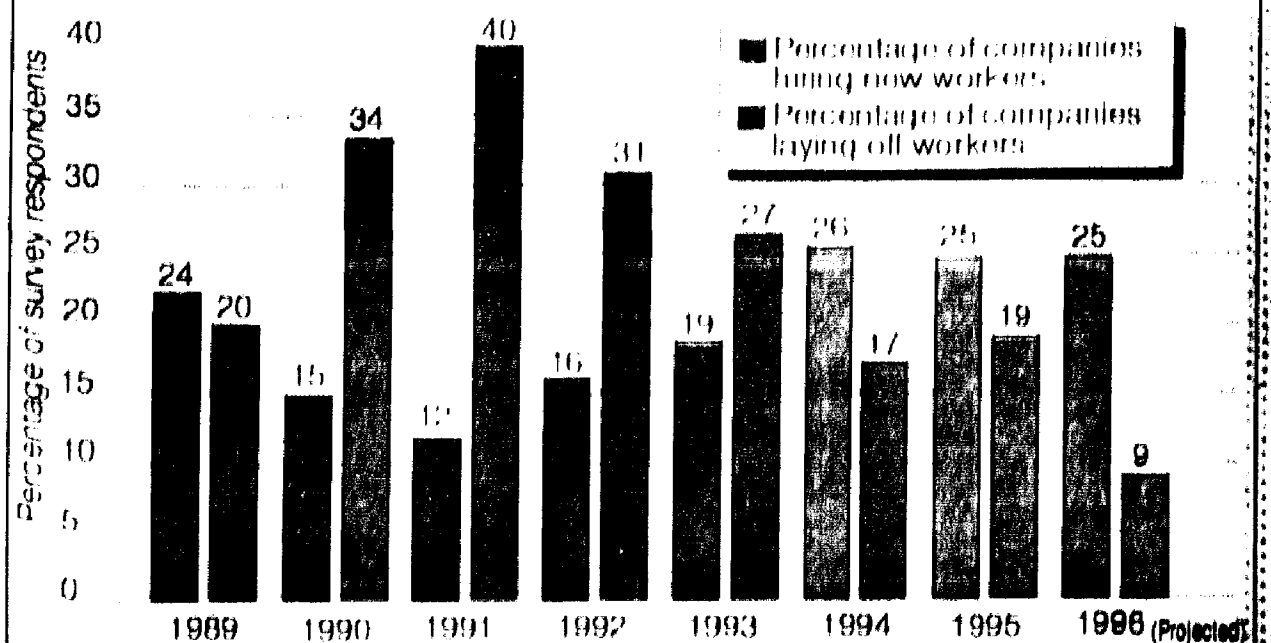


RANDALL MILLER/FORBES NEWSPAPERS

Businesses welcome on Internet

Michael J. Motto, of Michael J. Motto Advertising in New Providence, believes businesses can use the Internet to get their message to customers. For a complete report on how the Internet is changing how business is conducted, see inside Agenda.

Employment Changes 1989-1996



Employment is expected to remain stable in New Jersey 1996.

RANDALL MILLER/FORBES NEWSPAPERS

'Blues' health care innovation working

By ELLEN M. FELICETTA
THE CHRONICLE

The Blue Cross Blue Shield Health Center at Cranford recently marked its one year anniversary. Heralded as the first of 10 sites statewide to open last year, the facility led the way into a new era of one-stop primary health care. It also signaled a major shift for Blue Cross Blue Shield of New Jersey

from health insurer to health care provider.

In its first year alone, the Cranford facility welcomed more than 3,000 local patients and recorded more than 8,000 visits by those seeking medical treatment, establishing itself as an integral part of the Union County community.

Headed by Medical Director Judith Zander, MD, the center focuses on personalized attention, co-

ordinating all health care services under one roof. A time saving convenience, the single stop process also allows each Personal Care Physician to accurately monitor patients' progress. If a specialist is required, the Personal Physician works closely with the specialist to ensure continuous care.

The center's professional staff includes pediatric specialist, Dr. Raksha R. Gupta and Dr. Hung S. Wil-

liam Song, an internal medicine specialist. Joining the team this past September, Dr. Song is a former Cranford resident, and graduate of Westfield High School. He acquired his medical degree from the University of Medicine and Dentistry of New Jersey, and completed his residency at St. Luke's Roosevelt Hospital Center in New York. Working together with a professional support staff,

the medical team offers consistent quality care in a comfortable, modern facility.

Receiving "overwhelming positive feedback," Center Director Judy Caruso said, "Patients tell us the quality of the visit, the coordination of the services, and the follow up from our doctors and staff has been tremendous. We're partners with our patients. We strive to offer them the individualized attention they deserve. Whether they need one-on-one, or group support we're able to meet those needs. Our goal is to create a comfortable environment for every family member."

In line with the center's wellness maintenance program, preventive screening for hearing, vision, and cancer is available. The expansive facility also houses, x-ray and laboratory facilities, mental health services, nutrition counseling, fully automated patient records, and a

pharmacy. Reaching out to meet the needs of the community, the center provides a continuing series of health education programs, and staffs a professional Health Educator. The educator can guide, and bolster patients' efforts in weight loss or smoking cessation. Pharmacy consultation assures patients they are properly administering prescribed medications, and alerts them to any restrictions.

What's coming up on the calendar of events? What You Should Know About Cholesterol is next on the educational line up. Scheduled for 7 p.m.-8 p.m. Thursday, Feb. 22, and 10 a.m.-11 a.m. Thursday, Feb. 29, the free seminar will welcome guest speaker Ms. Martha Lisa DeNavea from Overlook Hospital. The facility has also earmarked 10 a.m.-2 p.m. Saturday, March 9 as the official anniversary celebration.



Dr. Gupta entertains Christopher Brown of Clark. Christopher's mom, Jeanette, holding Adriana, looks on.

'SID' strives for a successful rejuvenation of Union Center

The decline of a community's central business district can have a devastating effect on property values, and an even more drastic effect on community pride. For over a decade, a decaying Union Center has sapped the spirit of Union residents. Many of us "remembered when" the Center was a source of a bustling retail trade, and a gathering place for friends to meet, shop and share life experiences.

The Union Center Special Improvement District's plan to restore both property values and local pride took a major step forward during 1995. The almost-completed streetscape of Stuyvesant Avenue has transformed the Center into a modern marketplace. The brick pavers, decorative lampposts, trees and benches are substantial improvements designed to attract both customers and new retail/service businesses.

The first year of the Special Improvement District's "facade program" produced nine new storefronts. Private investment of nearly \$2 million, combined with only \$25,000 in matching federal grants, brought visual improvements to the Center, stabilizing commercial property values and pumping up community pride.

Perhaps the most exciting developments at the Center in 1995 were the immensely successful promotions orchestrated by the Special Improvement District. Thousands of people flocked to the Center to enjoy the many special events. Heritage Day, the Street Fair, Cruisers Night and the big winner of the year, the Italian Feast of St. Michael's, restored the Center as the "meeting place" of the community. A more attractive physical appearance at the Center and special promotions restored community pride.

The physical improvements of the Center and the Special Improvement District's calendar of special events has a dual purpose: improving community pride and encouraging new retailers to settle in the Center. Eight new retailers and services, including Here's the Story, Corinthian Rugs, the Union Center Jeans Outlet, Debutante, Amazing Heroes, Union Center Bagel and Deli, Country English Gardens, and Security Pacific Financial Services moved into the Center, while other established businesses, including the Oak Furniture Warehouse and Schwarz's Pharmacy, expanded their facilities. The Special Improvement District is very optimistic about recruiting a tenant for the vacant McCrory's, and is currently working with a major retailer to fill this very important property.

The Special Improvement District is very proud of its accomplishments in 1995, but realizes that this is still only the beginning. There is much to be done. Decades of neglect cannot be overcome in a few years. The Township and the Special Improvement District's Board of Trustees will continue the long and arduous work of bringing new retail and service businesses to fill the existing va-

cancies. Existing promotions will be expanded, and new ideas are being researched, with two goals in mind: the continuing revitalization of the our central business district, and the continuing restoration of community pride.

We, the Special Improvement

District, look forward to the challenges of 1996 with optimism as we adapt to the needs of our central business district, and, more importantly, to the needs of the people of Union. We welcome the challenge, and we will prevail.

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Cranford Chamber focuses on improved skills, business

The 1996 Cranford Chamber of Commerce agenda is a busy one, according to Chamber President Kurt Petschow.

The year kicked off with a January Board Retreat facilitated by Dr. Cynthia Singer, a professor at Union County College. The primary focus for 1996 is to create an Industrial Park Committee. Composed of key businesses and key business leaders, their purpose will be to open the lines of communication with the industrial park, and other major industrial facilities in the Cranford area.

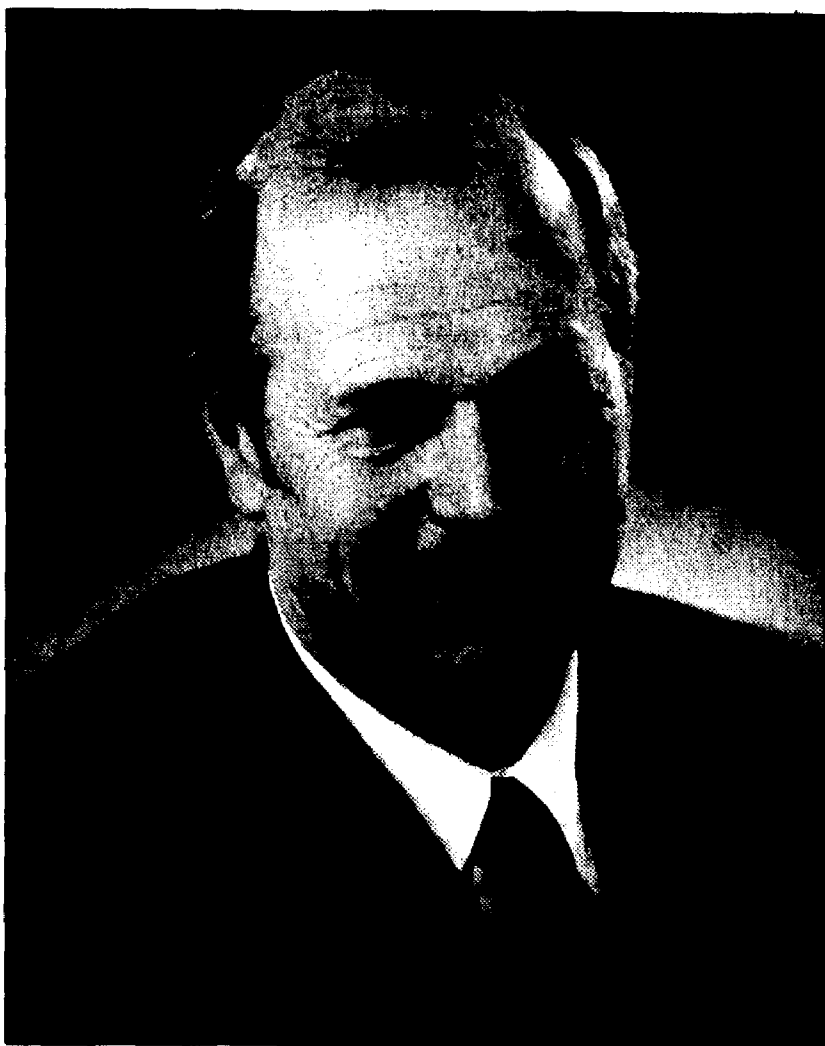
After an April 28 seminar, the pace quickens for chamber members, their roundup of activities highlighted by the township's 125th anniversary. The May agenda includes a free health fair and Project Able. Drawing from suggestions from Cranford High School students, the project brings prominent members of specific industries into the school, offering an overview of their business activities.

The annual Spring Fest, usually held in May, will move to Saturday, June 8. Aptly renamed the 125th Fest to commemorate this historic event, the festival promises to be bigger and better than ever. The commemorative holiday ornament will also be introduced at this time. In early June, the circus rolls into town. June brings the chamber "back to the classroom," as they award three \$500 scholarships to graduating seniors.

A seminar is anticipated for the July, August summer months. Activity for September concentrates on Pride in Cranford Awards, while Oct. 13 brings the crowds out for the popular Italian Festival. A '50s show is also anticipated for the month.

A November seminar is followed at the end of the month by the annual Tree Lighting. The year closes with the presentation of the Business Customer Service Awards, and the annual holiday party.

— Ellen Felicetta



Kurt Petschow, Cranford Chamber of Commerce president.

Dean Witter scopes startling financial growth in health biz

Health care in the United States has grown from a \$13 billion industry in 1960 to a nearly \$1 trillion business today. It now represents about 14 percent of the U.S. gross national product. Several factors have contributed to the dramatic increase in health care expenditures, including: the aging of the population; increased use of high-technology treatments and tests; the rising cost of malpractice insurance; and inflation in operating costs for hospitals and physicians that has outstripped general inflation.

THE EMERGING MEGATREND

Historically, traditional indemnity insurance was the principal method for employers and individuals to provide for health care costs. However, in response to the continuing increases in health care costs, a new megatrend is emerging. The traditional indemnity "fee-for-service" insurance structure is rapidly being replaced by network-based health care providers.

In ever-increasing numbers, corporate America is turning to network-based health insurers — such as Health Maintenance Organizations (HMOs) and Preferred Provider Organizations (PPOs) — to aid in controlling rising health insurance expenses. HMO and PPO products differ from traditional fee-for-service coverage in that they require participating members (in the case of an HMO) or encourage participants through financial incentive (in the case of a PPO) to use a specific group of "network" providers. In effect, HMOs and PPOs transfer some of the power of choice away from the doctor to the payer. Armed with the ability to actually direct volume, HMOs and PPOs develop and actively manage networks of providers that agree to accept plan members at a discounted rate, in exchange for an increased volume of patients.

INVESTING FOR THE TREND

Only those companies that are capable of adapting to the current environment are likely to survive this health care evolution. Several major sectors to be aware of are:

1. **Health Maintenance Organizations.** Successful HMOs will be those featuring dominant market position, tight control over medical costs, and a diverse product array.
2. **Sectors which are not immediately affected by HMO/manged care enrollment growth.** In this group, there are four subsectors that are particularly well positioned to succeed: long-term care; sub-acute care facilities (LTCs); health care real estate investment trusts (REITs); certain alternate-site care providers (such as respiratory care); and pharmaceutical companies.
3. **Companies with strategies designed to work with HMOs.**

managed care providers. These include companies engaged in medical network development and management and focusing on offering a comprehensive array of health services through integrated facilities in specific local markets.

According to the U.S. census bureau, people ages 85 or older are the fastest growing segment of the population. The number of people in that group is projected to rise from 3 million currently to more than 9 million by 2030, and to double again, to 19 million by 2050. By 2040, people ages 65 or older will exceed the number of people younger than 17. Clearly, health care will play a major role in the future of America.

If you would like more information, please write care of Forbes Newspapers P.O. Box 628, Cranford, N.J. 07016.

Information and data in this report were obtained from sources considered reliable. Their accuracy or completeness is not guaranteed and the giving of the same is not to be deemed a solicitation on Dean Witter's part with respect to the purchase or sale of securities or commodities.

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Garwood chamber enters second year strongly

After surviving its first year, the Garwood Chamber of Commerce is determined to be civic minded and government involved in 1996.

"They want to be good corporate citizens," said Garwood Borough Council President Paul DeVenuto, last year's council liaison. Chamber members plan to attend council meetings as well as Planning and Zoning Board meetings to be able to give direct input.

Last year marked "the infancy and formation" of the chamber, said Mr. De Venuto, who has been succeeded as liaison by Councilman Charles Lombardo. The group spent the year "getting businesses all to come together to discuss issues and concerns," he said.

Mr. DeVenuto said he was pleased with the results, both with the 100-plus members accrued and the chamber's efforts.

Of the chamber's accomplishments, Mr. DeVenuto was especially pleased with the involvement in the tree lighting ceremony.

"Businesses really came together for a community project," he said. Other accomplishments include involvement in the school craft fair, a monthly newsletter and a contribution to the celebrations committee. There has been talk of donating money to the First Aid Squad and the chamber might also consider sponsoring the Little League, Mr. DeVenuto added.

An additional morning and evening train stop for Garwood, a



Sam Mikhail of Prestige Auto led the Garwood Chamber of Commerce in its first year. Dr. Robert Wise succeeds Mr. Mikhail this year.

couple attributed to Bill Nierstedt and Mike Walski, will be of special interest to the chamber, Mr. DeVenuto said. The provision of parking

spots by businesses will generate a "stop and shop" clientele, with the state Department of Transportation providing publicity and maintenance.

The chamber's first president, Sam Mikhail of Prestige Auto Body, reported that the chamber has done "a lot of good for the first period we've been in." The only drawback so far, he added, is the loss of interest after a few initial

meetings. "It's really difficult to get people to rally behind" an organization, he said. "In numbers we count," he explained, adding that outside support cannot be expected without active and plentiful membership. He remains optimistic about increasing those numbers.

Mr. Mikhail, who is passing the baton to Dr. Robert Wise, will dedicate his time to the formation of a

statewide consumer protection agency for automobile and insurance issues.

Dr. Wise also called for a more active chamber role in '96.

"We're going to take the position for Garwood to be a better place to

live through civic involvement and open communication between town officials and Garwood," he said. Business support is essential to the chamber's survival, he cautioned.

Runnells opens new subacute specialized inpatient department

Runnells Specialized Hospital of Union County has announced the opening of its Comprehensive Subacute Services (CSS) program. It provides inpatient care which includes a combination of rehabilitative and medical programs at a less intensive level than that provided in an acute care hospital. It is, however, a more intensive program of treatment, planning and evaluation than traditionally provided in more skilled nursing facilities. The subacute level has become the bridge to continued medical and restorative care in a less costly setting.

Because today's health care system has been significantly transformed by deregulation, cost containment and technological advancement, a subacute level of medical care and rehabilitation has emerged as the preferred alternative to continuing treatment at the acute level.

The Runnells' (CSS) program is specifically designed for patients who have recently suffered a loss of functioning due to illness or in-

jury. Such a loss would be one which requires comprehensive goal-oriented inpatient care before the patient can return to independent or assisted living within the community. The program is also designed for people who require short-term medical care, such as intravenous therapy or wound management, to foster recovery and discharge to home.

Because today's health care system has been significantly transformed by deregulation, cost containment and technological advancement, a subacute level of medical care and rehabilitation has emerged as the preferred alternative to continuing treatment at the acute level.

jury. Such a loss would be one which requires comprehensive goal-oriented inpatient care before the patient can return to independent or assisted living within the community. The program is also designed for people who require short-term medical care, such as intravenous therapy or wound management, to foster recovery and discharge to home.

Because of low endurance and/or existing medical conditions, many people who require rehabilitation after a hospital stay are unable to tolerate the three hours per day of therapies required for acceptance to Runnells and most other acute rehab programs. To be considered a candidate for subacute rehabilitation at Runnells, the patient must be able to participate in at least one hour each day of combined physical, occupational and/or speech therapies six days a week.

Runnells Specialized was relocated five years ago to a completely new state-of-the-art facility

in Berkeley Heights, "a true milestone in the facility's 85-year history of dedicated community service," according to Freeholder Frank H. Lehr of Summit, liaison to Runnells.

The director of the CSS program is a physician specializing in medical and rehabilitative care, responsible for the coordination of the multi-disciplinary team care designed to address the patient's physical and psychosocial needs.

The case manager helps coordinate an efficient interdisciplinary team process that includes patient and family education and appropriate discharge plans.

In addition to physicians and managers, the subacute interdisciplinary team includes professionals who render medical and restorative services to the patient, such as specialist nurses, therapists, social workers and dietitians.

"The fact that Runnells pre-admission assessment nurse and subacute case manager have already received a number of calls from referring acute hospitals is testament to the fact that this is the direction in which Runnells should be moving," says Union County Freeholder Chairman Edwin H. Force of Cranford.

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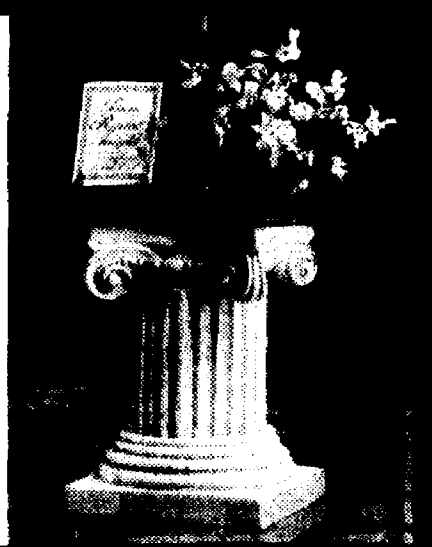
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Other Bonds	152,347,772.87
Stocks	10,311,979.75
Real Estate Mortgage Loans, Net	119,946,625.17
Collateral Loans	2,648,856.22
Other Loans	88,800,000.00
Furniture and Fixtures	257,766.90
Banking Premises	1,781,065.80
Interest Accrued on Investments	7,685,268.66
Other Assets	1,448,249.78
	\$ 528,625,918.72

LIABILITIES	
Due Depositors	\$ 433,603,368.98
Official Checks Outstanding	1,883,613.71
Mortgage Escrow Account	290,574.41
Other Liabilities	2,834,030.84
Surplus and Reserves	90,814,332.96
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Chamber dinner guests

The Union County Board of Chosen Freeholders recently attended the 84th Annual Union County Chamber of Commerce Dinner Meeting. The freeholders honored H. Gail Clarke, far left, president and founder of Clarke Engineering Co.; Robert Busch, at left, holding resolution, president of Allstate International, Inc.; and center, holding resolution, Keshi Renjen, vice president of Manufacturing, Cosmair, Inc. For more on the event, see page 6.

Synergy offers new benefits for employees

CRANFORD — In today's competitive employment marketplace, companies are always seeking new and innovative employee benefits to attract, retain and motivate staff. Yet, with downsizing and budgetary restrictions, these benefits need to be cost effective and contribute to employees' quality of life without adding to the company's bottom line.

One benefit which companies can add to their roster without adding expense is credit union sponsorship. Synergy Federal Credit Union offers companies the opportunity to provide employees with a new and exciting benefit.

Employees of Synergy's sponsor companies have a vast array of quality financial products and services available to them. These products and services range from free checking and high-yield money market, certificate and IRA accounts to low-interest auto and personal loans, credit cards and real estate loans.

The benefits of credit union membership are available to employees' family members as well.

Currently, Synergy Federal Credit Union serves 24,000 members and is the credit union for companies headquartered in New Jersey and Tennessee, including Schering Corporation, Maybelline, Seton Hall University, National Utilities Investors, Elizabethtown Water Company, Atlantic Mutual Insurance Companies and Comcast Cablevision.

Because Synergy is a not-for-profit financial cooperative, credit union members are also owners. The credit union is controlled by a volunteer Board of Directors, and the company's primary goal is to provide members with the highest quality and largest variety of financial products and services available today. Member/owners benefit from the capital growth of the credit union by receiving higher dividend rates, lower interest rates on loans, and access to their accounts through state-of-the-art technology.

Becoming a credit union sponsor is a simple process. For information, call Betty Medina at 272-3030, Ext. 3211.

Clark nursing unit marks its first year

The Clark Nursing and Rehabilitation Center, in Clark, providing skilled nursing care and rehabilitation therapy, is celebrating its first anniversary. In one year the facility has met the needs of more than 100 residents, many of whom live within 10-15 minutes of the center. However, some have come as far as New York.

The excellent track record of allowing residents to regain their independence and return to their independent lives in the community is attributed to the combined efforts of the rehabilitation team and the professional nursing staff. The rehabilitation department is staffed with licensed, certified professionals and headed by a physician specializing in rehabilitation medicine. In the past year approximately 25 percent of residents in the rehab program have returned to their prior level of independence.

The Clark Nursing and Rehabilitation Center plans to open a 30-bed medical subspecialty unit in a few months.



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Clark Nursing and Rehabilitation Center is a 150 bed physical rehabilitation and skilled Nursing facility that offers a comprehensive array of services including physical, occupational, speech and recreational therapies as well as complete Medical Care.

Compassionate, concerned nursing staff, Therapists and attending physicians assist and encourage patients to learn to deal with, and better manage their physical limitations.

With the help of Clark's staff, you can be sure that your family member will progress to their fullest potential as they meet the challenges in the path to their recovery.

Pleasant surroundings, a homey environment and nurturing staff will ease your mind. You'll know your loved one is receiving the professional care they really need.

Clark Nursing and Rehabilitation Center is the tenth facility owned and operated by HBS, an organization that has provided skilled nursing and physical rehabilitation services for over 25 years. A member of the American Health Care Association (AHCA) and the New Jersey Association of Health Care Facilities (NJHCF), HBA has three facilities in New Jersey. For more information about the new center, call (908) 396-7100.

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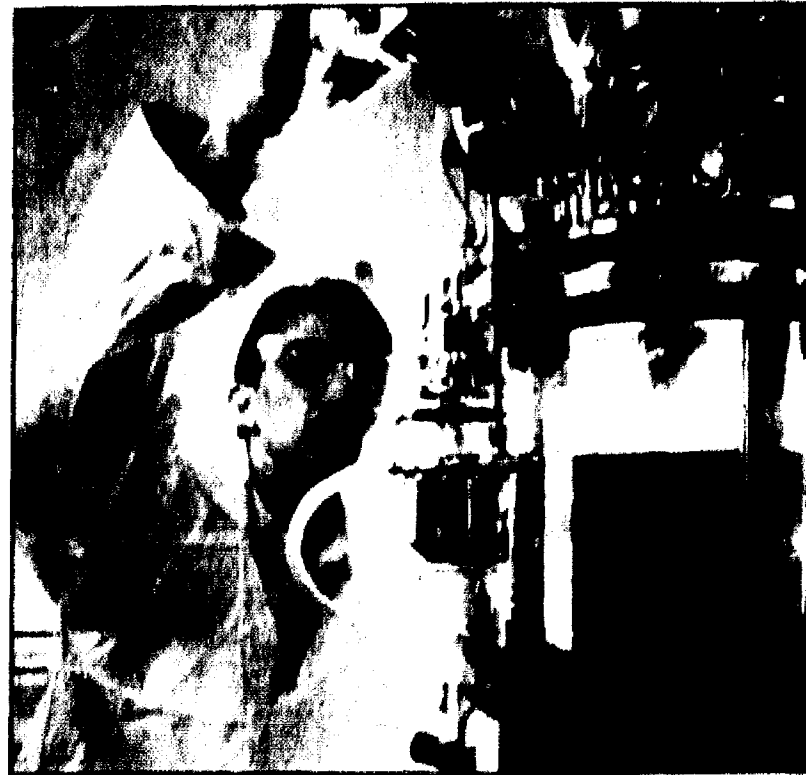
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Family-owned businesses join to give customers more quality

For seven family-run disposal companies, forming one unified company not only was cost efficient, but provided residents, businesses and industrial customers with more than 200 years of experience.

Since the 1940s the names C. Martino and Sons, Barletta and Sons, Dependable Disposal, Murzinski Disposal, Blue and White Disposal, R&C Disposal and D. Aniello Disposal have become well known to residents and businesses in Union, Middlesex, Somerset, Ocean and Monmouth counties.

For many it is that familiar truck that ambles up and down residential streets, and for others it is the knowledge that their business or industry will be well served by the company that provided rolloff service. For still others, it has been the dependability they

turn to, as well as the name they came to know and recognize over the years. But no matter what the reason, there is no doubt the disposal industry has been well served by these family run businesses.

From the era of the open disposal truck to the modern disposal vehicles that haul away everything from the scraps of last night's dinner to major construction debris that fill a rolloff container, and the recycling of everything from cans to your morning newspaper, there is no doubt both residential and businesses of all types, from Mom and Pop stores to major corporations, they all depend on local disposal companies.

Perhaps this is why these seven family owned disposal companies joined together to form Allied Waste Services. Not only would

they provide a more cost efficient service but in the competitive disposal business they would ensure that all customers, whether residential or commercial, industrial or recycling, receive top service.

Although those familiar trucks bearing the name of family owned disposal companies will no longer be seen, customers can be assured the big yellow trucks bearing the name Allied Waste Services Inc. is the end result of the expertise and individual experience of seven families. And despite the fact Allied is the 92nd largest disposal company in the United States, customers can count on this new company to continue to provide the same individual personalized service they have for many many decades.

Shaklee distributors selling 'well'

Gerri and Olaf Stiner, independent Shaklee distributors, have lectured and given wellness presentations throughout the country on the benefits of exercise, food supplementation and diet.

The Stiners, who were recognized recently at a Shaklee Convention in Vancouver, British Columbia, as being top achievers, have shared the benefits of Shaklee products and the opportunity

for financial wellbeing for the last 15 years.

Shaklee Corporation is a world leader in the field of nutrition and has participated in clinical studies with major institutions in the United States such as Harvard, Yale, University of California-Berkeley, Stanford, University of Texas and Scripps Institute.

The corporation has recently entered into an agreement with Stan-

ford University and Yamanouchi Pharmaceutical, one of the 129 most profitable pharmaceutical companies in the world, to build a 75,000-square-foot research facility dedicated to the study of preventative health care.

Shaklee Corporation has sponsored many outstanding expeditions and endeavors throughout its 40-year history, including the Steger expedition, which was recently

been featured in National Geographic magazine, the Deedalus Project, the Voyager expedition and several Mount Everest expeditions.

Shaklee products, a line of natural nutritional supplements, water systems, personal care and biodegradable household and garden products are purchased through a network of independent distributors who follow the Shaklee philosophy of the "Golden Rule" and "In Harmony with Nature."

For more information, call the Stiners at 276-3579.

Freeholders show support of County Chamber at meeting

The Union County Board of Chosen Freeholders attended the 84th annual Union County Chamber of Commerce dinner meeting, held recently for about 300 people at L'Affaire Restaurant in Mountainside.

The freeholders presented resolutions to the three Chamber of Commerce honorees for 1995-1996: H. Gail Clarke, president and founder of Clarke Engineering Co., Linden; Robert Busch, president of

Allstate International Inc., Cranford; Keshi Renjen, vice president of Manufacturing, Cosmair Inc., Clark.

The Union County Chamber of Commerce coordinates the efforts of business and professional people

working to create a better place in which to live and work, said Chuck Sales, president of the chamber. It is supported solely by its members through dues and fund-raising activities.

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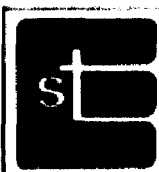
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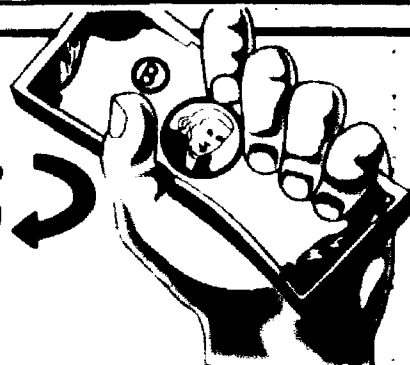
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Lincoln Tech marks its 50th anniversary

Union County Freeholder Frank Lehr recently presented a resolution to Lincoln Technical Institute in Union, upon the celebration of its 50th anniversary.

Pat Santangelo, president and CEO, and Fred Parcells Jr., executive director, accepted the award.

"Lincoln Tech was founded in 1946 in Newark, and it provided returning war veterans with practical job skills," Mr. Lehr said. "Today, it has grown to become one of the most innovative and effective job training programs in the country, offering courses in heating and air conditioning, automotive, electronics and computers and more through its 14 schools nationwide. We salute them."



St. Elizabeth's emphasizing heart health, patient services

ELIZABETH — Each February, the American Heart Association sponsors American Heart Month to provide educational information about cardiovascular disease and stroke. This year's theme, "Don't Die of Embarrassment: Know the Warning Signs of Heart Attack and Stroke," focuses on the early warning signs of cardiovascular problems.

St. Elizabeth Hospital understands heeding the early warning signs of heart disease. Through its Emergency Department, the Hospital developed a Chest Pain Center in late 1991. Handling the quick diagnosis and treatment of chest pain and preventing or reducing the effect of a heart attack remain the center's goals.

Now, less than five years later, the hospital's Chest Pain Center continually beats the national and state average for timely and appropriate administration of the drug thrombolysis for those patients whose emergency diagnosis shows that a myocardial infarction (heart attack) is in progress.

The Chest Pain Center's success is due to a number of factors including a quick registration process for those coming to the Emergency Department with chest pain; state-of-the-art monitoring equipment to diagnose a heart attack in progress; medications directly available at the Emergency Department; and highly specialized training for doctors and nurses.

The St. Elizabeth Hospital Emergency Department is staffed with ACLS (Advanced Cardiac Life Support) and board-certified physicians as well as Critical Care ACLS Certified Registered Nurses and Certified Emergency Department Nurses. The hospital also provides a cardiologist on call 24 hours a day. This emergency team works closely with the area's largest staff of board-certified cardiologists at St. Elizabeth Hospital, as well as with the attending physicians from other specialties, to deliver quality medical care.

The Chest Pain Center is a joint program of the Emergency Department and the hospital's Heart Center, an interdisciplinary program that deals with prevention, diagnosis and treatment of heart disease. Combining state-of-the-art technology with a team of highly dedicated, board-certified cardiologists, the Heart Center provides access to educational materials, a full scope of prevention based programs offering screenings (cholesterol and HDL), cardiac risk profiles, blood pressure and diabetes screenings and information on necessary life style modifications, a complete range of diagnostic test

ing; nonsurgical treatment of heart disease when necessary; and a specialized post-coronary care unit and rehabilitation program offering inpatient and outpatient cardiac health education and rehabilitation programs coordinated by cardiac nurse educators, dietitians, cardiac physical therapists and social workers.

Some cardiac patients who have suffered a heart attack may require a stay in the Intensive Care Unit (ICU) before being transferred to St. Elizabeth's Telemetry Unit. In the ICU, their condition is further stabilized and more intense monitoring is provided. A patient in the Telemetry Unit still receives 24-hour cardiac monitoring. Inpatient Cardiac Education and Rehabilitation is begun, or continued here if already begun in the ICU.

Admission to St. Elizabeth's Cardiac Rehab Program is contingent on a referral from the patient's primary physician.

"Phase 1" of Cardiac Rehab begins in the hospital following a heart attack or any cardiac condition which requires close monitoring. It includes three parts: education, supervised exercise and support. During the education component, via individual and group classes, families learn about the disease, how to modify life-styles and how to reduce cardiac risk factors. Once a heart condition is stabilized, patients can gain confidence by gradually increasing their activity level with supervised

exercises while being monitored by a physical therapist. Lastly, the support component includes visits by the multidisciplinary rehab staff to promote confidence in patients and family members as they look forward to the recovery process while meeting other patients during class sessions.

Patients can continue Cardiac Rehab once discharged from the hospital, and when their primary physician determines they are well enough to participate.

St. Elizabeth's Outpatient Cardiac Rehab program is offered at the hospital's comprehensive Health & Rehabilitation Center, a facility that offers a full range of fitness, therapeutic exercise and wellness programs under the same roof.

Here, patients begin with "Phase 2" of Cardiac Rehab, an individually designed, comprehensive, therapeutic and aerobic exercise program consisting of monitored aerobic exercise geared to an individual's tolerance level and based on a stress test. While exercising, a patient's heart rate and rhythm are continually monitored. "Phase 2" also provides the patient with counseling, educational and nutritional services to decrease the risk factors of cardiac disease and restore the patient to optimal health. Family participation is encouraged.

"Phase 3" continues with the same exercise routine, only without telemetry monitoring. Patients do, however, continue to be supervised

by a cardiac nurse. The whole time during outpatient Cardiac Rehab, the center works closely with a patient's primary physician by continually providing the physician with the patients' reports.

Cardiac Rehab is very inexpensive with most major insurances, and Medicare, covering 80 percent of the cost of both the inpatient and outpatient programs. Also, using community agencies, the Rehab Center arranges medical transportation, that is usually free of charge, for those cardiac patients who do not drive.

When a patient is ready for a "regular" medically supervised fitness program, Cardiac Rehab is complete and "Phase 4" begins. During this phase, a patient begins to maintain their own personal fitness program.

For more information on the cardiovascular programs offered at St. Elizabeth's, call the Heart Center at 527-5200 or the Health and Rehab Center at 527-5650.

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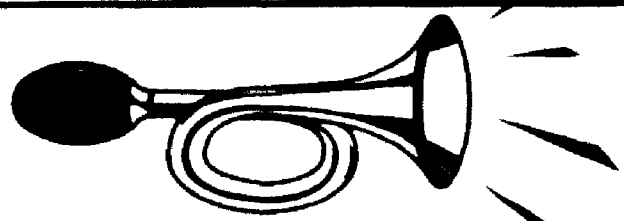
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Matheny — national leader in enabling technology

While the inability to speak or move without the aid of a wheelchair may have kept most people from pursuing their dreams, 17-year-old Natalia Manning, a student at the Matheny School and Hospital in Peapack, looked upon it as a challenge.

With the aid of her power wheelchair and her Minspeak Touch Talker (an electronic communication device that allows her to verbalize her thoughts and feelings), Natalia was able to play the role of Sister Bertrille, the flying nun, in New Jersey's Very Special Arts Unlimited Potential Theater Company's production of *Big Town*. The chance to perform on stage is an opportunity that rarely comes along for aspiring actors and actresses with disabilities.

Christine Russell, a former Matheny student who now resides in a community-based group home in Basking Ridge, received a national award for her outstanding contribution as an employee at the town hall where she lives. Chris does data entry and established a data base to take the place of the manual system which had been in use.

The technology used by these individuals is up-to-the-minute, but not unheard of in therapy circles. What is different, however, is the way Matheny dispenses the technology.

The Matheny School opened its doors Dec. 1, 1948. It was founded by Walter and Marguerite Matheny, parents of a child who was born with cerebral palsy. Although there were only three students and an operating budget of \$3,000 obtained through a G.I. loan, it was the first step of a major commitment to assist young people with physical disabilities and their families. At the time, the school was heralded as a pioneering organization, one of only four such facilities in the United States.

Today 87 children and young adults live at Matheny. There are also 15 day students and 20 special respite students. The profile of students addresses the most severe physical and neurological disabilities, with many students non-verbal and all wheelchair dependent. The disabilities also manifest themselves in minor seizures and in visual impairment.

Upon reaching Matheny, the students find that a whole new world is opened to them. They find a team of caring professionals who understand the frustration and emotional and social trauma experienced by each new student who comes through the doors. They also find other people like themselves, a building that's totally accessible and every class open to them, including art and music. They begin to experience opportunities, rather than limitations.

For many, this is a major turning point in their lives. Their self-esteem soars. In turn, this supportive environment plays a great deal in terms of encouraging a person with disabilities to take the initiative to embark on the next progressive step in reaching his or her highest level of independence.



PHOTO COURTESY OF MATHENY
Samantha Liberatore, a speech pathologist at Matheny, works with student Natalia Manning on an augmentative communication device.

Matheny strives to optimize the lives of people with disabilities through integrated therapeutic services. At Matheny, it is called "enabling technology" because it has been discovered over the past 50 years that technology works when accompanied by a holistic approach to the individual. You can't hand a piece of equipment to a person — a talking laptop computer, switching device, or computer interface — without providing the technical and emotional support needed to make that piece of equipment work for the person with the disability. A transdisciplinary approach and plenty of time and patience are the essential ingredients for accomplishing each high tech or low tech achievement.

Matheny's holistic team approach relies on one professional assisting another from a different discipline. For example, if the major problem for a student is mobility, generally the physical therapist will take the lead focusing on how to increase mobility and keep muscle tone. This then leads to the involvement of an occupational therapist who would select the switch access. Now the occupational therapist takes the lead and the physical therapist becomes a team member. The same process applies to the speech pathologist when a form of augmentative communication becomes the focus.

This approach has proven to be the most effective means of achieving higher levels of independence for people with disabilities. The holistic approach dispels the notion that psychologists work only the head, and that physical therapists have jurisdiction over the arms and legs. No, at Matheny the human being is seen in his or her entirety, not dissected.

This brings to mind another important part of the team. At Matheny, there is a personal care assistant (PCA) for each student. The PCAs listen to and assist the student in accomplishing what the student wants, not deciding for them. In turn, they are rewarded with a career ladder leading to associate degrees, including licensed practical nursing, registered nursing and physical therapy degrees. They have the opportunity to live at Matheny very inexpensively and to receive tuition reimbursement. This has been an exceptional "win-win" program for all.

And yet, there's still a great deal more that forms the mosaic that is Matheny. This private, non-profit residential facility is a unique combination of school and hospital. Matheny is recognized by the Commission on the Accreditation of Rehabilitation Facilities and offers on-site and outpatient services for young people ages 3-28. Habilitation of students with severe physical disabilities requires skill, creativity and caring, and, to accomplish this goal, Matheny has created two divisions.

The Children Services, approved by the New Jersey State Department of Education, specializes in the education, therapy, health and

the residential needs of those in the first-12th grades. Then the Adult Services program furthers and instills a sense of self-respect and self-expression in Matheny's older residents. Provided with the latest technology and community-based experiences, adults are encouraged to reach for life goals, continue to learn, and prepare for community living.

Three years ago, Matheny established a flourishing community residence in Basking Ridge for six members of the Adult Services program. With an around-the-clock support staff, the young people are working in the surrounding towns, taking classes and reaching their highest level of independence. Soon another community residence for six people will be opening its doors in Franklin Township. Matheny never loses touch with the residents who remain fond supporters of the facility, participating in events or special classes.

One of the most popular programs that engages nearly all of Matheny's children and adults is the Arts Access Program. This program is both therapeutic and educational, resulting in new methods of accessing art media. For example, some works are created by placing a canvas on the floor and using the wheels of the wheelchair as the brush, a style that has been dubbed "wheelism." Some of the artists come into intimate contact with their paint canvas by using their hands, feet and cheeks to paint, while others use specially adapted brushes designed to accommodate their physical disability.

And that's the point of the program: to enable people with disabilities to create art. No one has said art can only be achieved by people who have full use of their arms and legs. This program has clearly shown that art can be created, displayed and lauded by the public despite the method employed.

Matheny works hard to remain at the forefront of technology for people with disabilities. Despite the variety of the devices available in the marketplace many are too abstract for young people with severe disabilities. This is the cue for Matheny technologists to simplify the equipment, making it accessible with a single switch if needed. This technology "superhighway" opens

up new worlds for the students in power mobility and in communication devices. But the process of using this technology comfortably may take two to three years. The time is spent in fine-tuning the equipment and in assisting the students using it until it becomes almost part of their nature.

Today, the highest form of technology known is "alternative biological controlling." By using elec-

trical currents in the brain or the voluntary control of a muscle, impulses are sent to simulate gross motor movement. Imagine running a wheelchair forward and backward just by looking at an icon or by a blink of the eye or through the twitch of a muscle. Although Matheny is only experimenting with this technology right now, it will be the wave of the future and a milestone for all people with disabilities.

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Gale & Wentworth poised for a banner year in 1996

Significant leasing and investment activity in 1995's third and fourth quarters has not only boosted the year-end growth and profitability of Gale & Wentworth Inc., it has set the stage for an even more productive 1996.

Among the Florham Park-based firm's impressive accomplishments were the acquisition of \$28 million in new properties as well as the completion of 1.3 million square feet of lease and sale transactions valued at more than \$95 million.

"The market turnaround that began in 1994 really gained momentum last year, presenting us with several great investment opportunities," noted Mark Yeager, G&W's Commercial Division president. "With the absence of new construction and a reduced inventory of quality space, we also saw an acceleration in leasing activity and growth in our property management, tenant representation and corporate advisory services business."

Three major acquisitions, totaling nearly a half-million square feet, highlighted G&W's year. All

three properties had been vacant underachievers which the company has brought back to life.

The first turnaround success was 1599 Littleton Road, a 102,000-square-foot Parsippany building that had been vacant for seven years. Shortly after its purchase, a prospective tenant — New Jersey Manufacturers Insurance Company — decided to buy rather than lease the building. The second acquisition was 250 James Street, a 105,000-square-foot building in Morristown which G&W jointly purchased with Schenkman/Kushner. Within 90 days of contracting to buy the property, the partnership finalized a long-term, full-building lease with Bell Atlantic Nynex Mobile.

G&W's most recent purchase, again in partnership with Schenkman/Kushner and an institutional investor, was 190 River Road, a 160,000-square-foot office building adjacent to the Mall at Short Hills. Renamed the Short Hills Interchange Office Center, it is undergoing a \$3 million capital improvement program and will be ready to receive tenants by spring.

"The quick success of these properties supports our confidence that older, well located, functional assets have a highly viable place in today's market," said Mr. Yeager. "In fact, we are already involved in negotiations for additional properties and expect to announce at least three more acquisitions within the next several weeks."

Corporate relocations and expansions like Bell Atlantic Nynex Mobile kept the pace of G&W's leasing activity strong throughout the year. More than 600,000 square feet of leases were signed in 1995 at projects either owned or managed by the company, bringing its portfolio overall occupancy level to 96 percent. Joining the tenant roster were firms such as Maersk Inc., AT&T, Atlantic Mutual, Royal Insurance, Dow Chemical, Cabot, Cabot & Forbes, and Hartford Insurance.

"For 1996 we expect leasing activity to remain strong as we con-

tinue to acquire vacant buildings and reposition them back into the marketplace," said Mr. Yeager. "Our current plans call for adding more than 550,000 square feet to our inventory just within the first quarter."

He also foresees an early 1996 growth spurt for G&W's services business. With a management portfolio that topped 10 million square feet in 1995, the company has broadened its activities beyond managing distressed assets for institutional owners to include more facility management assignments from corporations who are now outsourcing those functions that had traditionally been handled in-house.

"Anticipating the addition of at least 6 million square feet to our management portfolios, we believe, over the next few years, 65 percent of our new management business will come from corporate outsourcing," said Mr. Yeager.

Houston team secures sale of Owens-Brockway

Fresh from the sale of a 767,000-square-foot facility, David T. Houston Jr., president of the David T. Houston Company/Colliers International, and his associate vice presidents, Michael Markey and Jonathan Tesser, have just completed one of the largest industrial transactions in the tri-state area.

They sold the 880,000-square-foot Owens-Brockway facility located in Freehold to Pierce-Leahy Business Archives. The buyer was represented by Cushman & Wakefield.

Recently, Houston, Markey and Tesser, sold the 767,000-square-foot former Johnson & Johnson facility in North Brunswick.

The Owens-Brockway facility had been operated as a glass container manufacturing and distribution facility. Pierce-Leahy will utilize the facility for warehousing of business archives.

"As one of the largest industrial transactions of the year, this is a continuing trend of companies expanding their warehousing and distribution operations in New Jersey," Mr. Markey said.

Mr. Tesser said, "We are beginning to see a real shortage in the supply of quality distribution facilities throughout the region. This should, in turn, begin to drive lease and sale prices up, as there have been very few 'spec' facilities developed."

Mr. Houston added, "With the added involvement as an owner/member of Colliers International, we have a greater opportunity to serve the needs of some of the largest corporations nationally, and even globally."

Colliers agency manages lease for Metroview

Some 8,500 square feet of prime corporate office space is immediately available for sublease at Metroview Corporate Center in Edison through Colliers, Houston & Co., represented by Associate Vice President Stan Kurzweil and Gary O'Sullivan.

The Class A space has been made available at 333 Thornall St. by Powersoft Corp.

"This is an excellent facility with all the amenities, including location of a top corporate environment," Mr. Kurzweil said.

Metroview Corporate Center, which serves as corporate headquarters for J.M. Huber Corp., is a short walk to the Metropark Train Station and has close access to Exit 131 of the Garden State Parkway.

The Colliers, Houston executives added that Metroview Corporate Center has on-site management and a top quality cafeteria which accommodates 150. There is also a valet dry cleaning service in the building and an available conference room outfitted with audio/visual equipment. There is liberal parking.

Mr. Kurzweil said neighbors include Siemens, Midland Bank, Prudential, Englehard, AT&T and Oracle Corp.

Colliers, Houston & Co. is one of the oldest and largest real estate companies in New Jersey, with offices in Bloomfield, Parsippany and Piscataway. Its longtime affiliation as a Colliers International company has also given Colliers, Houston a worldwide presence through 83 offices in North America and 190 offices on six continents.



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Rickart agency helps customers get what's due

By CHRISTINE RETZ
FORBES CORRESPONDENT

A fixture in the central New Jersey business community for 25 years, Rickart Collection Systems Inc., 575 Milltown Road, North Brunswick, has but one objective — to provide its many clients with the strategic collection services they need to optimize their financial goals.

"Delinquent debt collection is our business," said company President Arthur F. Toto. "We have earned respect in our field because we consider dedication and a strong code of ethics essential in maintaining good working relationships with our clients. Collecting is a serious business. There are no miracles, just hard work by experienced people who understand

this industry and are willing to give what it takes to achieve success. We pledge performance which will merit continued confidence."

"Hundreds of clients are now using our years of experience and proven receivable management programs to their advantage," he said. "With state-of-the-art equipment and advanced technology at the hands of our certified collectors, we collect millions of dollars each year in delinquent accounts. We can guarantee an increase in your recovery percentage, which translates into increased profits."

Rickart Collection Systems has custom-tailored collection programs for the many industries it services, including clients in the commercial, retail, and professional sectors.

"With a wide variety of experience in many industries, Rickart has met the challenge of creating new collection programs to fit many different situations," Mr. Toto said. "But we carry the process one step further with exceptional customer service. Each member of our professional staff is well-trained in the art of understanding your needs and finding solutions. The company's services include early out pre-collection programs, automated skip tracing and asset recovery, returned-check collection services, an international legal network, as well as cashmax and factoring. We enjoy the highest possible recovery rate in the industry, while simultaneously enjoying a complaint-free environment."

"Our techniques at Rickart Collection Systems center around key

principles. We keep low collector/account ratios allowing for quick, efficient follow up," he added. "Our hardware support systems combine innovative technology and support for the '90s. Collection procedures include custom accounting and reporting, computerized information systems, automated telephone dialing, and online credit reporting."

Rickart Collection Systems can generate a wide variety of reports to meet its clients' needs. Among the most useful reports are acknowledgments, placement reports, performance analyses, client statements and returned account reports.

Asked about fee structure, Mr. Toto replied: "Contingent fees are calculated on collected amounts only and there are never any administrative charges assessed. The

result is a higher net dollar return for our clients. We follow each account closely until it is resolved and each account is handled with dignity and consideration within the guidelines of the Fair Debt Collection Practices Act. While we make a concentrated effort to recover the balance in full on all accounts, we do have provisions for installment arrangements."

"You should select your collection agency as carefully as your bank," Mr. Toto advised. "Rickart

Collection Systems handles both your money and your reputation. Put our time-tested, field-proven systems to work for you. No matter where you or your accounts are located, the Rickart network will provide you with fully bonded and insured collection services. Call us today at 247-0300 and find out how you can soon realize the benefits of payment-in-full."

Deregulation of natural gas service gives businesses chance to save money

BEDMINSTER — The recent deregulation of natural gas service for New Jersey's commercial and industrial energy users offers area businesses an opportunity to save money on their gas bills, according to an official of a local gas marketing company.

David Mockapetris, vice president of Natural Gas Services Inc. of Bedminster, says businesses can generally save 5 percent-20 percent on their gas bills by purchasing their gas from a supplier other than their local utility. New state regulations that went into effect last year "unbundled" gas service for businesses, allowing them to shop around for the best price on their natural gas from a number of competing suppliers. The business's local utility would still de-

liver the gas.

According to Mr. Mockapetris, several thousand New Jersey businesses are now purchasing their gas this way.

"Reliability is the key when it comes to energy, because a business can't operate without it."

—David Mockapetris
Natural Gas Services
Bedminster

"Gas marketers like Natural Gas Services have been very busy over the last year signing up new accounts," he said.

How much a business can save

depends upon several factors, including the amount of gas it uses, how it spreads that usage out over the course of a year and the rates charged by its local utility.

"To maximize its savings, a business should be spending at least \$5,000 a year for natural gas, with fairly constant levels of use throughout the year," Mr. Mockapetris explained. "For example, a restaurant which uses gas-fired cooking equipment and hot water for dishwashing year-round might save more than an office building which uses gas only in winter for heating."

Mr. Mockapetris suggested businesses look closely at firms which offer to sell them gas.

"Reliability is the key when it comes to energy, because a busi-

ness can't operate without it," he said. "Businesses should ensure they're dealing with established, dependable gas suppliers who can guarantee uninterrupted service along with cost savings."

Mr. Mockapetris noted that Natural Gas Services is an affiliate of NUI Corporation of Bedminster, which operates gas utilities in six states, including Elizabethtown Gas in New Jersey.

Business which may want to take advantage of the savings offered by gas deregulation may contact Natural Gas Services for a free, no-obligation cost comparison.

Their toll-free number is (800) 647-4070.

First Community remains true to customer service

"Acquisition and merger activity during 1995 made dramatic changes to the complexion of New Jersey's banking industry," First Community Bank President and CEO James Hyman said recently. "In the midst of so much change, there is an ongoing need for the hands-on personal approach to banking that a community institution provides."

"At First Community, we recognize that customer loyalty is a very valuable commodity," he said. "To attentively service our existing customers, and to attract new business, First Community remains committed to providing the personal and business banking services that suit the diversified needs of our marketplace — primarily Somerset, Hunterdon and Union counties."

First Community Bank Chairman Robert Van Volkenburgh explained that the bank has been highly successful in establishing itself as a premier source of financing through the U.S. Small

Business Administration (SBA). Loan officers offer a thorough understanding of the intricacies of successfully owning and operating a small business. This level of expertise, combined with competitively priced loan programs, enables First Community to deliver the personal responsive service small business owners demand.

"Both customers and prospects appreciate the fact that First Community speaks their language and wants to give their small business the attention it deserves," Mr. Van Volkenburgh said.

As a "preferred lender," First Community ranked fifth in New Jersey for small business loan closings under the SBA program in 1995.

First Community doubled the size of its branch network during 1995. The opening of new offices in Springfield and Flemington further expanded its presence in Union and Hunterdon counties, thus enhancing the bank's ability to serve the financial needs of business and

personal banking customers in this market.

In keeping with the bank's growing presence in Hunterdon County, First Community is nearing completion on construction of a new headquarters building at 64 Old Highway 22, Clinton. The building is scheduled to open during the first quarter of this year. In addition to a full-service branch, the facility will provide a central location for the administrative, lending and operations departments of the bank.

"First Community prides itself on the spirit of cooperation that exists between our organization and the communities we serve," Mr. Hyman said.

During the year, the bank actively supports nonprofit community-based organizations. Two years ago, for example, First Community instituted a contributory program in conjunction with employee dress-down days. Employees pay \$2 for the privilege of "dressing down" on specific days.



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By **DARIA INERNAT**
FORBES CORRESPONDENT

GARWOOD — Like its name, New Jersey Cellular is a no nonsense supplier of cellular phones and services.

"Whatever deal anyone can find, I'll beat," says owner Alicia Cramer of Westfield.

It's not only competitive rates, but the hands-on training that gives New Jersey Cellular keen insights to a market formerly dominated by large retail telecommunication chains. Ms. Cramer believes the specialized service they offer, unbeatable prices and seven-day-a-week delivery schedule gave her a strong presence in the marketplace.

Located at 341 South Ave. in Garwood, New Jersey Cellular looks unassuming for a company gobbling up corporate accounts through-

out New Jersey and New York. In 3½ years, Ms. Cramer's business formula brought her out of her Westfield home, and her cousin, Dave Riback, up from the basement of his house, to reach new heights selling cellular.

"Everyone can afford a phone these days except for the people who abuse them," Ms. Cramer says.

She explains that all you have to do is pay attention to the call times, a feature in almost all phones that let you estimate usage. This is why buying from Cellular One can save you additional money. They make sure everyone is comfortable with all the telephone features before they close a sale. At most stores they just hand you a manual, Ms. Cramer says.

Mr. Riback points out that rates are cheaper than one might think.

"A traveling salesman using a calling card

pays about \$1 per minute while you spend only 65 cents per minute through AT&T wireless services, our service vendor," he said.

Most of the five different phones are free with a one-year service plan and can be ordered through Cellular One at (800) 227-3664.

Ms. Cramer and Mr. Riback are gearing for the next technological innovation, Personal Communications Services, which they expect will dice the market into new segments. For example, two-way pagers with voice as well as digital and alphanumeric readings may become available, as may phones that work only in a grocery store but not in the mall.

They extend themselves to customers at any time and work hard to make them aware of access to traffic reports, stock market quotes, plus other entertainment information with a menu of Metro NY/NJ area numbers.



N.J. job forecast is cloudy in '96

By year's end, New Jersey's economy will have created almost 67,000 new jobs. The state won't fire nearly as well during the next 36 months, however, when the national economy slows down.

That prediction was made by Nancy H. Mantell, director of the Rutgers Economic Advisory Service, at R/ECON's semiannual conference held in December at Civic Square in New Brunswick.

Besides offering an economic forecast, the conference looked at changes in the banking industry, both nationally and in the state.

"New Jersey is finishing its second consecutive year of vigorous growth," Ms. Mantell said. "Unemployment is averaging 6.4 percent compared to 6.8 percent last year. And personal income growth, at 5.1 percent, exceeds the 1994 rate by more than a percentage point and results from solid gains in both wages and dividend and interest income."

Ms. Mantell said the figures appear to be less rosy for 1996.

"Slow growth in the national economy will reverberate in New Jersey," she said. "Nonagricultural employment will rise only

1.1 percent, a half percent decrease from this year's rate. That translates to an increase of about 32,000 jobs, and we anticipate that to be the annual pace between 1996 and 1998."

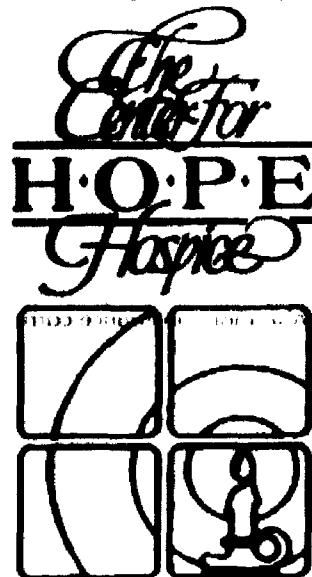
During the same period, she said, the state's average unemployment rate will rise from 6.3 percent to 6.8 percent, while the average annual growth in New Jersey's Real Gross State Product should hover in the 3 percent range.

"The good news is that all of the restructuring that is under way here — in pharmaceuticals,

banking, utilities and government — should increase productivity substantially," Ms. Mantell said. "That will make us more competitive with other areas and make us more likely to grow in the future."

R/ECON is offered by Rutgers' Center for Urban Policy Research and provides comprehensive forecasting tools that allow the state's businesses to plan their future operations. R/ECON's services are available on a subscription basis. Clients include government agencies, financial institutions and utilities.

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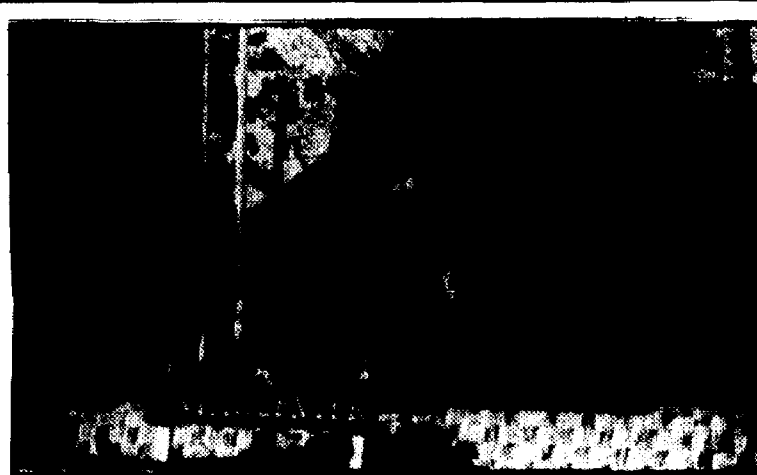
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How the new unemployment rules affect your eligibility

New Jersey Commissioner of Labor Peter J. Calderone recently announced annual changes in the maximum weekly benefit rates and eligibility standards under the Unemployment and Temporary Disability Insurance and Workers' Compensation programs for 1996.

The annual changes are required by legislation governing the operation of the programs. The legislation stipulates that the maximum weekly benefit rates, eligibility standards and the taxable wage base be indexed to the statewide average weekly wage in the second preceding calendar year.

The average weekly wage rose by 2.2 percent to \$639.77 in 1994 from \$625.77 in 1993. (Note: The average weekly wage used for the determination of the maximum weekly benefit rates and eligibility standards is based only on the wages of workers subject to the state unemployment compensation (UC) law. This figure excludes the wages of federal employees.)

Effective Jan. 1, the maximum weekly benefit payable to eligible unemployment insurance claimants increased from \$354 to \$362. Also, effective Jan. 1, the maximum weekly benefit for State Plan temporary disability increased from \$331 to \$339; and the maximum weekly benefit rate for tem-

porary disability, permanent total disability, permanent partial disability, and dependency under the Workers' Compensation Law increased from \$469 to \$480.

Commissioner Calderone also emphasized that the Department is focusing its resources on developing the capabilities of New Jersey's work force and on providing career guidance and re-employment assistance even as it continues to operate these benefit programs.

"Our Unemployment and Temporary Disability Insurance and Workers' Compensation programs have always provided important income security for workers and their families," he said. "We are continuing to improve the way we deliver these services."

"More importantly, we recognize that our central mission is to provide re-employment services so that laid off workers can be returned to active employment as soon as possible."

Commissioner Calderone said re-employment programs have been consolidated into a state and local service network called Workforce New Jersey.

"In this way, we can provide direct and integrated access to a broad array of training and job-related information, services and

programs available to workers and employers," Mr. Calderone said.

In addition to programs offered through the Department of Labor, the network includes services available through other state, county and local government agencies and community organizations.

Access to Workforce New Jersey information is also available on the Internet at "http://www.wrnjpin.state.nj.us."

Under the Unemployment Insurance Program, an individual's weekly benefit amount for unemployment insurance is computed as 60 percent of earnings during the base year, subject to a maximum of 56 1/4 percent of the statewide average weekly wage. The base year consists of the first four of the last five completed calendar quarters preceding the filing of the claim.

The claimant's weekly benefit rate for disability is computed as 66 2/3 percent of average wages, up to a maximum of 53 percent of the statewide average weekly wage. Weekly benefit payments for Workers' Compensation are computed as 70 percent of the claimant's average earnings up to a maximum of three-fourths of the statewide average weekly wage.

Wages subject to taxation under the unemployment and temporary disability programs, as well as the

Workforce Development Partnership Program, are calculated at 28 times the statewide average weekly wage and will rise to \$18,000 in 1996 from the current \$17,600. State unemployment insurance taxes currently range from 0.3 percent to 5.4 percent for employers.

In order to be eligible to receive unemployment or temporary disability benefits, a claimant must have worked at least 20 "base weeks" in covered employment in the preceding year. The amount of earnings required to establish a base week increased to \$128 as of Jan. 1, from the 1995 amount of \$126. The base week amount is computed as 20 percent of the statewide average weekly wage.

In addition, under legislation recently signed by Gov. Christine Todd Whitman, individuals who have not earned 20 base weeks at \$128 can qualify for benefits if they have worked at least 20 weeks in which they were paid a minimum of 20 times the state minimum hourly wage or \$101.

The amount of earnings required in those cases in which a claimant has not worked 20 base weeks increased from \$7,600 in 1995 to \$7,700 in 1996. The alternative earnings level is indexed each year at 12 times the average weekly wage. Those claimants who have

Maximum benefit rates and eligibility criteria

	1995	1996
Maximum unemployment insurance weekly benefit amount	\$354	\$362
Maximum temporary disability insurance weekly benefit amount	\$331	\$339
Maximum worker's compensation weekly benefit amount	\$469	\$480
Taxable wage base	\$17,600	\$18,000
Base week amount	\$126	\$128
Alternative earnings amount	\$7,600	\$7,700
Governmental entities contribution rate	0.4%	0.4%

*The average weekly wage used for the determination of the maximum weekly benefit rates and eligibility standards is based only on the wages of workers subject to the state unemployment compensation (UC) law. This figure excludes the wages of federal employees.

not earned at least \$7,700 will be eligible for unemployment benefits if they earned a minimum of 100 times the state minimum hourly wage, or \$5,100.

The contribution rate for those state and local government entities

that choose to make contributions rather than reimbursing the state fund for the unemployment insurance benefits paid to their former employees will remain 0.4 percent of taxable wages for calendar year 1996.

NJ's pharmaceuticals have the right prescription

Despite a decidedly more competitive health care marketplace, New Jersey's pharmaceutical manufacturers have managed to sustain and even increase the pace of drug discovery and development.

Between 1992 and 1994, New Jersey's largest drug firms boosted aggregate in-state research and development (R&D) investment by more than 31 percent, from \$2.3 billion to more than \$3 billion.

A just-completed survey of a dozen industry giants, headquartered or with facilities in the Garden State, also shows that, collectively, these firms stabilized declining employment while substantially increasing sales of home-grown health care products and services to their U.S. and overseas customers.

Nationally, in 1994, drug manufacturers held average increases in the prices they charge distributors to about the general rate of inflation, according to the Bureau of Labor Statistics; however, in the same year, prescription activity surged 2 percent to 1.7 billion prescriptions, thus adding appreciably to company revenues. For more than a decade, the number of prescriptions dispensed in U.S. drug stores had been locked into about a 1 percent annual growth rate.

Market expands

"Market expansion is the key to stable employment and resurgent investment in R&D," said Barbara Miller, manager of government affairs for Bristol Myers Squibb Company and chairwoman of the New Jersey Health Products Council (NJHPC), which conducted the survey.

"It's becoming increasingly apparent that the market is recognizing what we in the industry have long maintained: Next to prevention, vaccines and medicines are the most cost-effective treatments available," she said.

"By finding new and better ways to encourage patents to have their prescriptions filled and follow doctors' orders, physicians, third-party payers, pharmacists and manufacturers are working together to keep patients healthier," she said. "That contains costs by reducing the need for surgery, hospitalization, nursing home care and fre-

'Market expansion is the key to stable employment and resurgent investment in research and development. It's becoming increasingly apparent that the market is recognizing what we in the industry have long maintained: Next to prevention, vaccines and medicines are the most cost-effective treatments available.'

— Barbara Miller
Bristol-Myers Squibb

quent visits to the doctor."

Ms. Miller attributed recent surprising growth in the Rx market to:

- growing demand for medicines by an aging U.S. population;
- development of new markets in the U.S. and overseas;
- the New Jersey industry's ability to keep discovering and developing important new drugs despite a changing marketplace.

During 1993 and 1994, 48 new drugs were approved by the Food and Drug Administration. New Jersey companies and their affiliates were responsible for 19 of these drugs, or about 40 percent.

Since 1988, NJHPC, a nonprofit, informational arm of the industry in New Jersey, has been taking the economic pulse of the industry's New Jersey operations and publishing the results in studies titled IMPACT. Based on confidential data submitted to NJHPC for tabulation, IMPACT/94 represents about 75 percent of the activities of the state's more than 100 health products companies.

Jobs & payroll

According to the latest IMPACT study, in-state employment among 11 reporting companies declined by 468 jobs from 1992 through 1994 — from 50,614 to 50,146, or less than 1 percent.

With employment stabilized, total payroll — including fringe benefits — to New Jersey employees increased by 12.1 percent, from

was 15.5 percent.

Sales

The 12 companies participating in IMPACT/94 reported sales of New Jersey products and services to U.S. customers up 11 percent from \$11.9 billion to \$13.2 billion between 1992 and 1994. Nine of the 12 reported domestic sales increases; three reported declines.

Seven of these firms were able to break out overseas sales of their products and services. Five of the seven reported gains, two reported declines — for an overall increase of 37.5 percent, from \$594 million in 1992 to \$817 million in 1994.

Taxes & charity

Ten of the 12 companies participating in IMPACT/94 reported their state tax payments to NJHPC. With five paying more and five paying less in 1994 than in 1992, their aggregate payment increased from \$117.2 million to \$120.6 million, or 2.9 percent.

While corporate taxes paid to the state under the Whitman administration rose slightly, corporate taxes paid to county and municipal government rose substantially. Each of the 12 firms, all located in northern New Jersey, paid more in local taxes. The collective total rose from \$52.2 million in 1992 to \$67.6 million in 1994, up 29.5 percent.

Nine of the firms collectively increased contributions to New Jersey charities, foundations and other not-for-profit organizations, excluding education, by 5.7 percent, from \$19.6 million to \$20.7

million. Cash contributions and in-kind gifts to education were down, from \$10.1 million to \$7.9 million. But giving to primary and secondary schools in particular continued to edge upward — by .8 percent, to more than \$2.35 million.

1994 was a year notorious for hurricanes, typhoons, wars and other disasters. But industry generosity did not flag. Of nine companies reporting, eight increased worldwide donations of medicines and medical supplies from their New Jersey operations. The nine-company total was up by more than a third — from \$76.6 million

in 1992 to \$103.3 million in 1994.

The following firms participated in IMPACT/94: American Home Products Corporation, Pfizer Inc., Bristol-Myers Squibb Co., Merck & Co. Inc., Ciba Pharmaceuticals Division, Sandoz Pharmaceuticals Corp., Hoechst Marion Roussel Inc., Schering-Plough Corp., Hoffmann-La Roche Inc., SmithKline Beecham, Johnson & Johnson and Warren-Lambert Co.

All but American Home Products and SmithKline Beecham have participated in every IMPACT survey since 1975.

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Environment is Schering-Plough's concern

Schering-Plough is a leading international research-based pharmaceutical company engaged in the discovery, development, manufacturing and marketing of pharmaceutical and health care products worldwide.

It is headquartered in Madison and operates 23 research and manufacturing facilities around the world. Its products are sold in more than 125 countries worldwide.

In conducting its business, the company is committed to protecting the environment wherever it has operations around the world. A safe environment is the responsibility of every Schering-Plough employee, from the chairman on down. Schering-Plough's worldwide corporate policy requires that all facilities comply, not merely with governmental regulations, but also with the company's own stringent internal guidelines delineating good environmental practices.

Since 1989, Schering-Plough has been conducting annual environmental conferences and other training programs for its employees to share information on new technologies, government environmental regulations and company policy. A Corporate Environmental and Safety Council meets regularly to review compliance and the development and implementation of safety and environmental policies and programs for the company. The council members include senior management from each of the company's major operating units and its headquarters. Compliance is further ensured through the work of an independent corporate environmental auditing department, which reports directly to top management and presents its findings annually to the board of directors.

Around the globe, Schering-Plough has put its good environmental practices to work to construct and operate facilities that meet or exceed local regulatory requirements. Recent examples include plants under construction in Singapore and China. In doing so, it has worked closely with government environmental and development agencies.

Schering-Plough has committed to sustain-

able development by balancing its social, economic and environmental responsibilities. In line with this commitment, Schering-Plough has made pollution prevention a top worldwide priority.

The company has gained national and international attention for its participation in a landmark pollution prevention program in the United States that will have a major impact on the future of environmental regulation throughout the world. On Dec. 15, 1994, Schering-Plough received the first comprehensive facility-wide environmental permit ever issued in the United States. The permit was issued by the New Jersey Department of Environmental Protection for the company's Kenilworth pharmaceutical manufacturing facility.

This unique permit is significant because it represents the first time in the United States that pollution prevention has been incorporated into the processes, activities and programs regulated by a single comprehensive permit covering all of a manufacturing facility's environmental requirements.

Schering-Plough has taken a leadership role in sharing its knowledge and expertise with industry, government and environmental organizations throughout the world. In announcing the receipt of the American's first-ever comprehensive facility-wide environmental permit, Schering-Plough chairman Robert P. Luciano offered the company's assistance to any government or manufacturing company interested in pursuing a similar pollution prevention permit program.

At the company's major facilities worldwide, environmental projects costing some \$44 million were completed in 1994, with a similar amount to be expended in 1995. These projects are achieving significant environmental emission reductions at Schering-Plough's facilities around the world.

The company achieved ahead of schedule its 1995 goal of a 70 percent reduction in toxic chemical releases as part of its voluntary participation in the U.S. Environmental Protection

Agency's 33/50 Industrial Toxics Program. Schering-Plough succeeded in achieving these reductions through state-of-the-art pollution controls, improved operations and changes in operating procedures. Outside the United States, a number of process changes have been implemented and new or upgraded waste treatment facilities have been installed in Argentina, Chile, Ecuador, France, Mexico and Ireland.

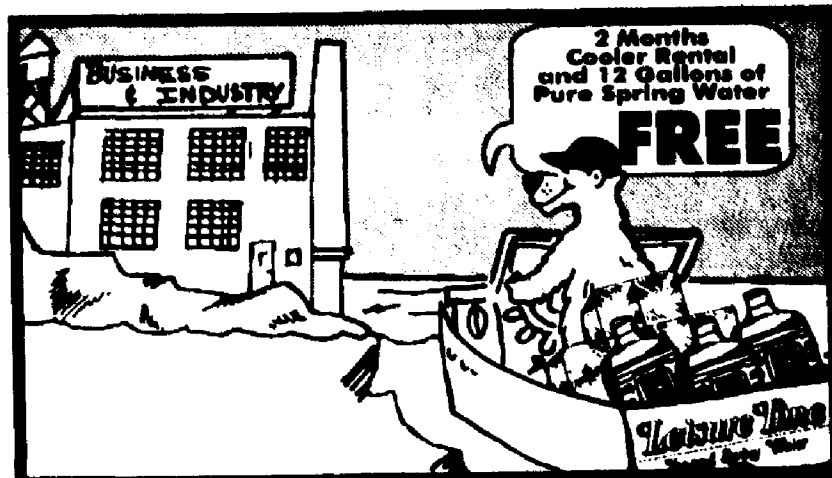
Schering-Plough has been an active member of the World Environment Center (WEC) for the past four years and the company has contributed country profiles for Chile and Colombia. In 1994, Schering-Plough participated in a WEC volunteer project to provide environmental assistance to Latvia.

Schering-Plough is a member of the International Pharmaceutical Aerosol Consortium (IPAC), an unincorporated association of nine companies that are committed to phasing out the use of CFCs in current medical aerosols, in compliance with the Montreal Protocol, and in finding safe and effective replacement gases as quickly as possible.

Corporate philanthropy is an important way in which Schering-Plough invests in its local communities. These educational and cultural efforts are funded through the Schering-Plough Foundation, corporate contributions and giving by various facilities located throughout the world.

Coupled with its philanthropic efforts, the company also works closely with community organizations and governments on educational and assistance programs. In a coordinated effort to improve science education, Schering-Plough provides volunteer scientists to teach in school classrooms, donates equipment, sponsors awards for student excellence and gives grants and summer internships to science teachers.

The company's facilities have received several awards and citations from community and government organizations throughout the world in recognition of the commitment the company and its employees have made to the community and the environment.



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A company that cares about working moms

Schering-Plough Corporation has been chosen as one of the 100 Best Companies in the United States for working mothers for 1995 by Working Mother magazine. This marks the third consecutive year in which Schering-Plough has been named to the list.

"The Working Mother 100," published in the magazine's October issue, spotlights outstanding workplaces for women and tracks family-friendly workplace trends. The companies on the list are chosen and ranked according to various criteria, such as support for child care and

family-friendly benefits, pay and advancement opportunities for women.

"Schering-Plough is truly proud to be honored once again as one of the top family-friendly companies in the nation," said Leonard J. Timponi, staff vice president of human resources.

"We have made a long-term commitment to our employees at Schering-Plough to help them tackle the difficult task of balancing work and family life. Our third consecutive appearance on the Working Mother Best 100 is a testament to that long-term commitment."

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Businesses posting billboards

By **DANA DIERNAT**
FORBES CORRESPONDENT

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That's the power of the Internet.

It's changed from primarily a research tool to a new world marketplace for goods, services and information.

Visualize Internet as a giant hub of computer networks within which a new type of downtown is quickly sprouting. These networks act as flight routes into and out of the hub.

With your personal computer, you can fly a route into the hub, like a private plane owner, through providers such as America Online. By dialing the provider number and using an E-mail address, you are given clearance onto the route. Once on the route, you enter the hub through a gateway.

The service of opening those gateways is called Internet access.

Inside the hub there are information banks and street vendors from around the world, libraries, United States and international business and trade opportunities, and even little coffee shops where you can sit and chat with people. The hub is abuzz 24 hours a day.

About 30 million people use the Internet world wide, estimates Gary Gatyas Jr., community relations manager of Spring United Telephone, 180 Center St., Clinton, Spring, provides Internet access.

That's reaching a large market for a small cost if a mom-and-pop shop decides to sell its goods internationally. There are opportunities akin to catalogue selling for the right product designing a Web page and buying a Web site.

"If you are a small clothing manufacturer who wants to go international, you would have someone design a home page with your calling card on the Internet," Mr. Gatyas says. "This allows people to see what they buy and it gives a simple electronic location in the world

where they can shop."

Dan Swisher of Cadvant, a company that designs Web pages and sells Web sites, describes a Web page as a vivid color advertisement.

"It's interactive, and you can get more bang for your buck than most color magazine advertisements," he said.

Mr. Swisher branched from a background in graphics design and 12 years in the telecommunications industry about four months ago.

Web sites are like vending booths within the Internet. He estimates a five-page Web site with 50 links to other sites costs about \$325 a year. He sees future trends

The Internet is 'interactive, and you can get more bang for your buck than most color magazine advertisements.'

— **Dan Swisher**
Cadvant

in the direction of multimedia Web sites offered with voice and videos proliferating the market.

"Pretty soon you won't have to go to work; your computer will be your entire office," he says.

Web site builder Jon Chakoff of Emark, says a number of advertising uses are available. Electronic brochures, electronic kiosks, order forms and other products typically produced by advertising agencies on paper can be designed by Emark.

The home page is the entry point for accessing the other Web pages — like the cover of a catalogue. Emark offers a low price for designing customized programming and all graphics of the page — just \$375 (not including the Web site).

Also a graphics designer, Mr. Chakoff started the company fairly recently in response to the growing demand of small businesses that

want to go international. Emark builds Web sites for businesses with all of their own equipment so they don't have to rent or lease space, thus keeping costs low.

To build Web sites, you have to have a server. A server accepts a connection (referred to as a TCP connection) from a customer's computer connecting it. The server then interprets the client's requested action, performs it and sends the results out to the client. The customer is the person sitting at his desktop computer anywhere in the world at any time of the day.

Mr. Gatyas describes Internet history as rising out of government needs. The Internet began during the Cuban Missile Crisis. In 1968, the Advanced Research Projects Agency (ARPA) at the United States Department of Defense began developing ARPAnet, the first large-scale computer network.

It gave computer scientists at universities and other research institutions access to distant computers, so they could use computing facilities not available at nearby locations. In the event of bomb attacks, ARPAnet was designed with multiple servers, not just a central one, so that if a server went down, information could be re-routed.

Then in the 1980s came another progression. The National Science Foundation (NSF) created five super computer centers for general research. Until this time, only scientists, universities and researchers had access to these super computing facilities. With the dawn of NSFnet, opportunities for access by others began to open up. Regional networks were developed and interconnected within the NSFnet and these, along with the MILNET, Bitnet, DECnet, and hundreds of Local Area Networks (LANs), made up what has become known as the Internet.

Mr. Gatyas explains that no one person runs the Internet. It is overseen by the Internet Society (ISOC). The owners of each computer or server are responsible for their part of the network. These owners cooperate to establish connections and standards working

with societies and groups which have technical goals.

In the '90s, the Internet access business had boomed. Access providers and consultants can be found everywhere — from Japan to America, from California to New Jersey, from Somerset County to our own backyards.

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Web Express is a full Internet Service provider and Networking products reseller.

Its Internet Service division specializes in the setup and maintenance of corporate mail servers, FTP servers, Domain Name Service, and publishing and hosting of Web pages. The division provides corporations with frame relay, point-to-point dedicated high speed connections, ISDN and regular

LAN Dialup connections. Even an 800 number is provided for out-of-the-area calls. JABA Server also will be available soon.

Web Express's Networking Products Division is an authorized reseller for CISCO products, Motorola, 3Com, Telebit and Acer Computers, just to name a few. An attractive corporate discount is available all the time.

The instantaneous information exchange and distribution could be very vital to a company that has many employees or consultants scattered around different geographical locations. Web Express's E-mail server is custom designed to fit each company's unique needs and it makes the communications in the company as well as with their clients a cinch.

For companies that need an enclosed and secured FTP Server for

sharing and distributing their software development or any related information, Web Express has the newest state-of-the-art hardware: Ultra I and Sparc 20 from Sun Microsystems and Pentiums to serve them. Rental or purchase options are available for companies to do either on-site or off-site server management.

Good domain names are running out and there is no reason for a corporate not to rush in to register its name on the Internet. Those companies that are still waiting will wake up one day and find out that there is no name associated with their business they can use. It takes only one day for Web Express to register for its corporate clients.

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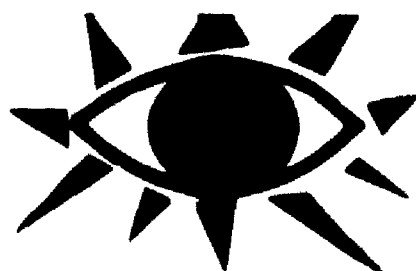
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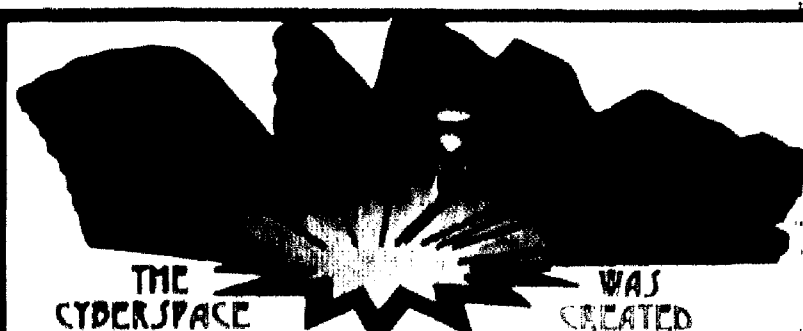
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experiments and answering any Internet and networking-related questions before they make their decisions. Seminars will be held regularly and families are welcome to bring their children to a Saturday open house.

Web Express is also expanding in the next couple of months to New York City, Bergen, Monmouth and Morris counties, Summit and Princeton. The company will then be able to serve toll free to those areas.

For more information, call 704-1828.

E-Mark Online

We sometimes hear that if you are not on the Internet in 1996 you'll be out of business by the turn of the century.

It may be somewhat of an exaggeration for some industries, but for others it is a warning not to be ignored. One thing is clear, the Internet, and especially the World Wide Web, is growing exponentially and will become the medium of choice for distributing information quickly, efficiently and inexpensively.

Getting on the World Wide Web part of the Internet as a visitor (a surfer) is a relatively simple matter if you have the right hardware. There is a growing number of competitively priced access providers with local telephone numbers for your modem to dial into. Developing a professionally designed presence on the Internet, so others can visit your site, is usually a little more complicated.

How does a small or medium size business go about creating a web site? A New Jersey-based Internet present provider, E-Mark Online, believes it has the answer.

According to E-mark, their mission is to make the process simple and inexpensive enough so that any business can easily afford a professionally designed Web site. A price of \$375 covers the entire cost of developing a Web site of an average size, which includes a home page plus about five-eight linked sub-pages. The price also includes a visit to your place of business, design, layout, graphics, programming and a registration of the Web site with the Internet search services.

Once the web site is created, it then has to be hosted by a server that would make the site's pages accessible to the rest of the Internet community 24 hours a day, 365 days a year. At E-mark the cost of this service is \$240 for the entire year. This pays for the maintenance of the site, the disk space it occupies, and the use of the communications lines.

"Entering an Internet presence business was a natural for us," said Jon Chakoff, E-mark's director of marketing. "With years of computer programming and graphics design experience behind us, creating web sites was the logical next step."

For questions about creating a web site, E-mark can be reached at (201) 597-1000.

Motto Advertising

If business owners use the Internet wisely, a sharp increase in sales volume and profit can be the immediate result.

But many eager business owners have quickly learned that the Internet is not for amateurs. You can't just establish a Web site and expect the orders to come rolling in. To achieve a positive return on an Internet advertising investment, you need the services of marketing professionals who understand "netiquette."

A new breed of marketing specialists has recently developed. These Internet experts assist business in developing, implementing and administering commercial Web sites. The Michael J. Motto Advertising Agency in New Providence was one of the first in the field.

"The Internet has quickly become a powerful marketing tool for thousands of businesses," said Jeff Bonnell, the agency's director of Internet Services. "Information can flow easily between businesses and their current or potential customers. Individuals can access information about companies that can reach out to much larger audiences. The Internet provides a unique means of interacting with each potential customer on a very personal level."

Mr. Bonnell said the Internet adds an entirely new dimension to marketing. For retailers, it makes information immediately available

to local shoppers at the exact time they are ready to buy. And it brings similar advantages to those companies who are engaged in business-to-business marketing.

"Our agency creates Internet sites designed to attract potential buyers, hold their interest and influence their thinking," Mr. Bonnell said. "More importantly, we create sites that actually make the sale. That's what's different about our organization. Other agencies seem to view the Internet as a showcase for public relations and fancy graphics. We perceive each Web site as an incredibly effective vehicle for direct response."

"Our clients expect a direct and measurable return on their Internet investment," Mr. Bonnell continued. "We've had 27 years of experience in the advertising business, and we've always operated on the cutting edge in respect to new marketing concepts. That's why we were one of the first advertising agencies in the country to establish its own Internet site (<http://www.motto.com>). We know from personal experience that this new medium can be highly cost-effective, and we know how to make it work just as well for our clients as we do for ourselves."

For instance, Mr. Bonnell said, the site the agency created for a retail BMW sales organization includes, along with detailed technical and pricing information, a facility to enable a prospective customer to fill out an E-mail auto credit application. The site also permits users to download and print out their own individually

customized discount coupons for the auto service department.

In addition, Mr. Bonnell said, the client is the only BMW dealership in the nation to be "hyperlinked" to the manufacturer's factory Web site. This unique connection regularly generates thousands of "hits" by potential customers who are out "cruising the Web."

Another Internet client handled by Michael J. Motto is a marine goods catalog house with 60 retail outlets. This Web site, aside from offering merchandise and information, contains 400 links to related topics such as boating, sailing and scuba diving. Because these links increase the number of qualified visitors to the site, the company's marketing message reaches a huge, worldwide audience. The agency has also been assigned the task of providing credit card security for customers who are buying the company's products directly through the Internet.

"Our programmers have become experts at designing Internet sites that are both graphically attractive and as interactive as the latest technology permits," said Michael Motto, president of the agency. "We believe that marketing on the Internet involves much more than just establishing a site on the Worldwide Web. A successful site must seamlessly integrate all the capabilities of the Internet with the specific business needs of the advertiser. Our goal is to maximize visibility, making it possible for our client to reach out and interact with millions of potential customers throughout the world."

Keyes Martin

For many companies, marketing in cyberspace means little more than designing a page for the World Wide Web — and then hoping it generates interest.

For Keyes Martin Interactive, the Internet division of Keyes Martin, marketing online means providing complete interactive strategies, creating interesting sites and making sure those sites get noticed.

Keyes Martin Interactive goes far beyond the services offered by many other Internet consultants. Instead of only designing sites, Keyes Martin provides strategies on how clients can get the most out of their Internet effort by making it an integral part of their overall promotional effort. Then, after this strategy has been developed, the interactive division provides the creative and technical services to ensure that the Internet effort is eye-catching, appropriate for the online medium, within budget, and overall, a true marketing tool.

"Too many companies treat their Internet effort as an afterthought to their other marketing efforts, when in effect they should enhance each other," said Keyes Martin Executive Vice President Ed Stukane. "That's where Keyes Martin Interactive really sets itself apart from the competition. We create Web advertising and traditional advertising that enhance and call attention to each other."

"Perhaps, more importantly, we explain the interactive characteristics of the World Wide Web," Mr.

Stukane continued. "The real power for a company marketing on the Web is the ability to develop one-on-one relationships through almost immediate customer feedback. This interactive nature allows companies to use the Internet as a promotional medium and also a service delivery platform."

Working with a team of Keyes Martin Interactive designers and system operators, clients can choose to have Keyes Martin "host" their sites on the agency's servers, keep their sites "in house" or have the division establish and

maintain a site at a third-party location. No matter where the server is, Keyes Martin can provide initial setup, maintenance and changes/modifications in a very short period of time.

"A benefit of the Internet that is often overlooked is its flexibility," Mr. Stukane said. "With our capabilities, we can provide clients with market research through online focus groups, electronic commerce, online database service — the possibilities are really endless."

Keyes Martin Interactive can be reached at (201) 378-7300 or E-mail at siteshigh@keyesmartin.com.

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Weekend Plus

What to do when your pipe goes out

Warm winter retreats

A guide to New Jersey's lesser-known museums

By [illegible]

Feb. 21, 22, 23, 1996

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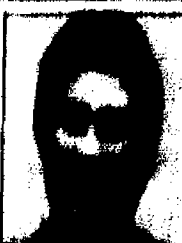
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See all your favorite movies at your local

F



Correspondence

Dear Weekend Plus:

Verily, many a true word is spoken in jest. Referring to your closing paragraph about a plague of locusts, know you not that this is the year of the seven-year locusts - dormant for six years but ready to burst forth in droves this summer? Please, just don't mention any of the other plagues in the book of Exodus!

Margaret Maryon
Dundelen

Dear Weekend Plus:

Just about every week you whine and complain about not receiving any letters. I can't decide whether I feel sorry for you and decided to write, or just got sick and tired of reading you whine about it! In my opinion, if you want mail you need to write a more opinionated article.

Take, for example, *Weekend Confidential*. It always comes across as someone babbling random thoughts and writing them down. Who really cares? It doesn't strike a chord one way or another.

Now in comparison, when I read "Flights of Fancy" by Minx McCloud, she always has opinions. Actually

Who we are and what we are

Weekend Plus is a historic mansion published by Forbes Newspapers, A Division of Forbes Inc., ©Forbes Inc. 1996, and appears in the Hills-Bedminster Press, Somerset Messenger-Gazette, Franklin Focus, Bound Brook Chronicle, Middlesex-Dunellen Chronicle, Metuchen-Edison Review, Piscataway Review, South Plainfield Reporter, Highland Park Herald, Warren-Watchung Journal, Green Brook-North Plainfield Journal, Westfield Record, Scotch Plains-Fanwood Press and Cranford Chronicle. The top toff is Lord Andrew McEwen, and you can curtsy at (908) 722-3000. All press releases, foxes and hounds can be sent to *Weekend Plus* at P.O. Box 699, Somerville, N.J. 08876 or foxed to (908) 526-2500.

she has too many opinions, since I, nine times out of 10, disagree with them. I have never even met the woman and I can't stand her! She makes my blood boil and my adrenalin flow, and I think she is a complete ass. But the point is, she moves me every week. I read her column knowing it will annoy me. But I read it anyway. Isn't this what it is all about?

Hitting a nerve, striking a chord, stirring some kind of thoughts and emotions. You seem to be lacking in this! I suggest you get an identity, have a name and get some steadfast opinions, and I'll bet you a cold beer the letters will pour in!

Beverly Drake
Somerville

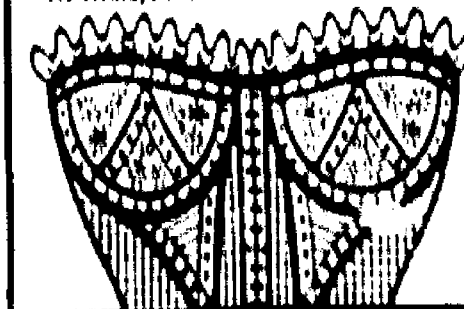
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Weekend Plus WEEKLY CROSSWORD

"A Little 'Rithmetic"

By Gerry Frey

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38 Actor Tim	27 Entertainers	
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40 NY State City Abbrev		
41 Obtaine		
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46 Word before bag or box		
49 Affectionate letters		
52 20		
53 Away from the wind		
54 Hall of former Poe Woo		
57 Division word		
58 Writing needs		
59 Marquis de		
60 Horn brand		

Quotable Quote

"No man acquires property without acquiring with it a little arithmetic also."

Ralph Waldo Emerson

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Answers on page 9

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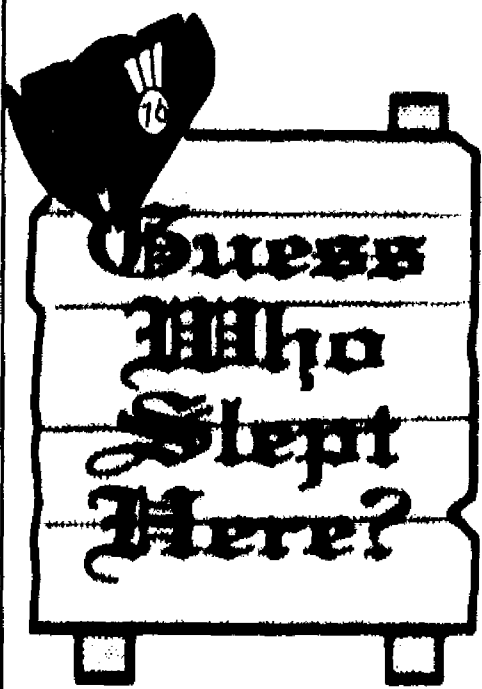
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Cover photo:

The Miller-Cory House

Museum, Westfield.

AUGUSTO F. MENEZES

WEEKEND PLUS

1 1,000 WORDS



Anyone for tennis? La Grand Park, Fanwood.

AUGUSTO F. MENEZES/WEEKEND PLUS

Local actor performs lamentably

WEEKEND CONFIDENTIAL

Weekend Confidential was impressed with a first visit to The Circle Playhouse in Piscataway which presents plays "in the round" -- hence the name.

The little theater holds about 100 patrons in theater seats on platforms forming two rows around the room. Actors sometimes stand directly in front of a patron, not more than 6 inches away, yet they seem as if they have not one clue you are there.

We were amazed, during the penultimate performance of *Dancing in the End Zone*, that "local" talent could work so well under such difficult staging.

We were even more amazed during the last moments of the play when James Bernard, played by Jeff Streger, stood directly along side us for several minutes listening to his mother's lament which brought him to tears -- literally. He was but inches from us, looking off in space with tears streaming down his cheeks.

That was acting! That was the most impressive acting we've ever seen!

Who writes this stuff?

Rumors regularly circulate Central Jersey about who exactly writes *Weekend Confidential*.

Theories abound: some say it's the editor of *Weekend Plus*, others say it's really Joe Klein of *Newsweek*, and still others think it's the rantings of frustrated *Courier News* writers who have to remain anonymous.

But now the time has come to reveal exactly who writes this stuff.

Weekend Confidential is written by Arthur and Ethel Schwarzkopf, who live on Harris Boulevard in Sacramento, Calif. with their son Abdul, dog Rabies, cat Sonny, a goldfish and two guinea pigs.

From the Schwarzkopfs' humble home, their stories make quite an amazing journey before they reach your hands, dear reader. From time to time, the Schwarzkopf family packs their four by four, and heads out on the highway with a case crammed full of *Confidential* items.

As they drive across country, they sell off the best little tidbits to motel owners and small, local newspapers. Eventually, they arrive in Somerville and we get dibs on all the remaining unsold gems for a discount price.

Before we can bring them to you, however, they are faxed with all speed and dispatch to *Forbes* Headquarters in New York, where a team of accomplished and insightful business journalism experts carefully examine the appropriateness of each piece before returning them with their choices for publication.

The remaining pieces are then read by a crack team of area priests, rabbis and specially selected moral guardians. Those that might cause offense never find their way past the circular file.

After undergoing this rigorous testing and editing process, the editor of the paper then discards the one needlepoint story left, approaches the first schmo he can find in the newroom and forces them to write the first thing that

comes into their head that sounds funny.

Opinion for its own sake

In light of recent reader comments, *Weekend Confidential* would like to express the following opinions:

O.J. did it. Or he at least knows who did.

Andy Rooney is the most annoying human being on the planet, followed closely by Gilbert Gottfried.

Snow stinks. Big time.

A flat tax is a great idea, but no tax would be even better.

Mexican food is tastier than Chinese.

Bill Maher is a god!

No president or member of Congress should be allowed to send a single American to a politically unstable country until he or she checks out the situation with a personal visit to the trouble spot.

Congress should pass a law designating coffee (cream, no sugar) as the official American beverage, requiring it to replace champagne at weddings.

A little whining is a fine thing -- and it gets results.

Mina McClood is a genius.



AUGUSTO F. MENEZES/WEKEND PLUS

Spinning apparatus in a bedroom of the Miller Cory House.



AUGUSTO F. MENEZES
WEEKEND PLUS

Left: An owl watches over the Scherman-Hoffman Sanctuaries. Right: Professor Molnar, on the ladder, helps take down an exhibit at the Hungarian Heritage Center.

Guided tour of friendly, Weekend Plus explores your winter options

BY PAMELA L. LOPATA
Weekend Plus writer

Lifting up the brass lion door knocker on the wooden front door of the Miller-Cory House, you don't need to slam it down too hard. People inside are waiting. A tall, stalwart man dressed in knickers and stockings opens the door.

"Jack Petersen," he says, extending his hand for a shake. "Welcome."

Mr. Petersen is accompanied by Eleanor Smith. Together, they represent Sabra and Samuel Miller, the original owners of this circa 1740 home located on 614 Mountain Avenue, Westfield.

The Miller Cory house is only one of many small, unique museums nestled in Central Jersey. If you're thinking of doing something different this winter week end—or anytime—this area offers many places sure to tickle your fancy. And they're close to home, too. The Miller Cory House has a lot to take in and digest. It's packed with original items that personify the 1740-1820 era. Although the eight families that lived in the home before it was donated to the Westfield Historical Society removed their belongings when they moved out, just about everything displayed is authentic to the time. There are kitchen utensils, spinning wheels, mirrors, chests, blankets, chairs and toys.

The whole house, inside and out, is beautiful. The original foundation and floors still support the modest dwelling, which, through out the years, has grown from a one-room structure to a four-story house.

A particularly interesting room is the children's bedroom. How the Millers' eight children all fit in there still remains a mystery. It must have been cozy.

The beds are a wooden rope construction. The wooden frame supports thick ropes, forming a base for the cornhusk mattress. Ms. Smith explains that bugs harbor in cornhusks and this is how the saying "Don't let the bed bugs bite" originated.

Also, from time to time the ropes would loosen and have to be

manually tightened, hence, "Sleep tight." A kooky bedtime saying finally makes some sense.

The master bedroom displays a soft, warm featherbed-type mattress on the bed. Surely, I think, parents would prefer the children stay warm.

"Why would the parents have the down, but not the kids?" I ask.

Ms. Smith chuckles. She says the children only used the bed for sleeping. After pondering that one a moment, I make sure to think hard before asking any other questions.

The home is definitely a hidden treasure in Union County. Once part of a 100-acre plantation, it now sits on a smaller piece of land surrounded on all sides by newer homes. The Miller Cory House is stuck in the 1990s, but remains a link with our past. To tour the home is a lesson in how our forefathers in this area dealt with the hardships they were handed, whether they were food shortages, snowstorms or war.

"These people really had a tough time in the Revolutionary War," Mr. Petersen says. "The British soldiers came through here and took whatever they wanted and then the American soldiers came and did the same thing."

"These people sacrificed, I think, so we could live well today."

Goulash

The Hungarian Heritage Center, 300 Somerset Street, New Brunswick, is another interesting place, an eye opener of sorts. As the name suggests, the center is dedicated to spreading knowledge of Hungarian culture, just one of the myriad of cultures represented in New Jersey.

One entrance to the center is through the back courtyard, that, even in the middle of winter, is inviting. It is quiet and serene now, but comes to life in the warmer weather when concerts are performed.

Once inside, it becomes apparent this \$3 million project, which opened in 1989, is a museum, library, book and craft shop, and conference center all rolled into one.

Although the museum portion

houses permanent pieces, such as hand-painted wooden furniture from a traditional Hungarian peasant dwelling, temporary outside exhibits are what draw the crowds.

The most recent exhibition, "From Pure Sources," a collection of Hungarian folk costumes and linen embroideries, was just recently sent back to the Deri Museum in Debrecen, Hungary.

Such beauty and detail in the intricately embroidered and beaded garb belies a certain simplicity. Perhaps the simplicity of the display came in knowing a women's group of about 100 factory workers in Debrecen hand-made all of the items. The women shed light on an important part of their folk culture by reproducing traditional head dresses, bonnets, vests, waistcoats, skirts and other pieces.

Red appears to be the color of choice, but Professor August Molnar, director of the Hungarian Heritage Center, notes the land in the Carpathian Basin (the area this particular folk dress characterizes) vegetates red dyes. Each area in Hungary has its own color identification, but it wasn't always that way.

"If you go back, the country people wore very simple, white linen. It was easy to clean," the professor explains. "As you get into the 17th and 18th centuries, color began to be more and more apparent in folk dress."

The exhibit exposes me to a new culture, one I was ignorant about prior to my visit. I'd had my share of goulash and watched some Eva Gabor flicks, but that was it. Visiting the center reminds me of the diverse culture we, as Americans, form.

Did you know, for instance, that of the 170,000 people of Hungarian heritage living in the United States, 40 percent live within a 100-mile radius of the New Brunswick area? While you may not be of Hungarian heritage, it's a neat culture to learn about. Visiting this center might even spark interest to learn more about your own heritage.

The folk dress exhibit has since been removed, but don't worry, the center is in the process of creating (Go to B)



AUGUSTO F. MENEZES/WEKEND PLUS

Look at the detail on this 19th century shepherd's felt cloak at the Hungarian Heritage Center.



small museums

(From 4)

a new one. Works by Eva Zombor, a noted Hungarian graphic artist, are coming in from Budapest and will be on display throughout March.

Sanctuary

Pine siskins, juncos, tree sparrows and song sparrows are birds that typically flock here this time of the year. A quick lesson in noticing the different colors and shapes of these birds at the Scherman-Hoffman Sanctuaries, 11 Hardscrabble Road, Bernardsville, makes you feel like an expert.

The sanctuaries are a perfect place to go for outdoor activity. Affiliated with the New Jersey Audubon Society, the sanctuaries are 260 acres of woodland, field and floodplain habitat that support more than 200 wildlife species each year. Birds command the majority.

This is truly a nature lover's paradise. There are trails and trails of pure forests and woodlands that wind along the Passaic River, a haven for those wishing an escape from the hustle and bustle of everyday life.

As the trails are still covered with a blanket of snow, my visit was limited to the inside of the Hoffman building. But you can still see the birds pecking away at the feeders outside. (The building itself is an exquisite place, formerly the home of G. Frederick Hoffman. The Hoffman family donated the estate with an endowment to the New Jersey Audubon Society.)

Most everyone can identify commonly known birds, such as the cardinal and the blue jay, winter birds you now see fluttering around your windows. But visiting the sanctuaries is an interesting and informative way to learn about the sport of bird watching or to build upon your expertise.

"Bird watching is big business," says Mr. Kane, the New Jersey Audubon Society director of conservation and Scherman-Hoffman director.

In this country alone there are 24 million "birders" (the term experts sometimes use to refer to bird watchers). New Jersey is the perfect state to attract birders. The state listing of birds spotted in New Jersey is pushing 440 species,

and 350 of them are regulars. For a small state, Mr. Kane explains, that's a lot. The diverse climate and terrain invites many, many different kinds of birds year round.

The Scherman-Hoffman Sanctuaries alone draws about 165 different species each year; 60 are permanent residents. So even if you hike through the trails in the dead of winter, you could spot some.

"We have a lot of categories of visitors," Mr. Kane says. "We have a lot of hikers, birders, nature photographers, gift shop people ... casual visitors and people who see the signs along the roads and follow them."

One room inside the Hoffman building is full of all kinds of birds, including different species of owls, ducks and pheasants. They're real birds, only now they're stuffed. You can really notice different colors and textures of the feathers, the beady eyes and the little beaks.

So even if you're not one to trek the trails, there's a wealth of interesting nature information inside and a lot of neat nature things you can buy.

There really is a lot to see and do here in Central Jersey, especially if you dare to wander off the beaten track. The smaller, quirkier places are oftentimes friendlier, homier and more focused on a specific area of interest.

There are many interesting, knowledgeable people ready to share their information with any one willing to lend an ear. And while visiting these places may not propel you to travel to Hungary or Colonial Williamsburg or run out and spend a bundle on bird watching equipment, they're great places to spend a Saturday or Sunday afternoon.

The Miller Cory House is open 2-4 p.m. Sunday. For more information, call (908) 232-1770. The Hungarian Heritage Center is open 11 a.m.-4 p.m. Tuesday-Saturday and 1-4 p.m. Sunday. For more information, call (908) 846-5777. The trails at Scherman-Hoffman Sanctuaries are open until 5 p.m. everyday, bookstore hours are 9 a.m.-5 p.m. Tuesday-Saturday and 12-5 p.m. Sunday. For more information, call (908) 766-6787. For regular updates, check the Museum listings in *Weekend Plus*.



AUGUSTO F. MENEZES/WEKEND PLUS
"Samuel Miller" goes out for some water at the Miller-Cory House Museum, Westfield.



AUGUSTO F. MENEZES/WEKEND PLUS
A line of family folk at the Hungarian Heritage Center.

Where to go, what to do

There are a slew of interesting places to visit in the area. Here's a listing of some small Central Jersey museums worth checking out. However, libraries and municipal buildings have extensive information on sites in their own towns.

DR. WILLIAM ROBINSON PLANTATION HOUSE
593 Madison Hill Rd., Clark
(908) 381-3081

17th century farmhouse built on what once was a plantation. 1-4 p.m. the first Sunday of each month. Donation.

DRAKE HOUSE MUSEUM
602 West Front St., Plainfield
(908) 755-5831

Colonial home built in 1746 chronicles New Jersey history from before independence to after the Civil War. 2-4 p.m. Saturday. Free admission for members. Non-member admission: adults \$1, children free.

NORTH PLAINFIELD EXEMPTS FIRE MUSEUM
300 Somerset St.
(908) 757-5720

History of the North Plainfield and Plainfield fire departments, plus antique fire apparatus from the mid-19th century. 10 a.m.-3 p.m. Sunday, and by appointment. Donation.

OSBORN-CANNONBALL HOUSE
Front Street, Scotch Plains
(908) 889-4137

Historic c. 1750 house. 2-4 p.m. the first Sunday of each month except January. Free admission.
REEVES-REED ARBORETUM
165 Hobart Ave., Summit
(908) 273-6787
Gardens open dawn-dusk every day. Exhibits open 9 a.m.-3 p.m. Monday, Tuesday, Thursday and Friday.

TRAILSIDE NATURE AND SCIENCE CENTER
452 New Providence Road, Mountlake
(908) 789-3670
1-5 p.m. everyday. Registration required for programs.
WALLACE HOUSE & OLD DUTCH PARSONAGE
38 Washington Place, Somerville
(908) 725-1015

George Washington's headquarters when he was stationed in Somerville in 1778. 10 a.m.-noon and 1-5 p.m. Wednesday-Saturday, 1-5 p.m. Sunday. Free admission.

THE WILLOWS
Karlens Road, Morristown
(201) 328-7648

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STUFF

6 Flicks

Weekend Plus, February 21-23

Living off the Fat of the Land

Five women and their incredible fat van trip

BY NATHAN SHASHOUA
Weekend Plus writer

A map covered in french fries. Talking to a Taco Bell guy about alternative energy.

Lifting the lids of giant grease receptacles with dread and trepidation.

These are just a few of the scenes from *Fat of the Land*, a low-budget documentary by five young women — two from this area — who traveled cross-country in a van powered by ... vegetable oil.

The film tied for first place in this month's Super 8 Film & Video Festival sponsored by the Rutgers University Film Co-op/New Jersey Media Arts Center.

"We were putting a spin on the classic American road movie," says Niki Cousino, who has moved to New Brunswick since the completion of the film. "We were girls making our own fuel and going across the country."

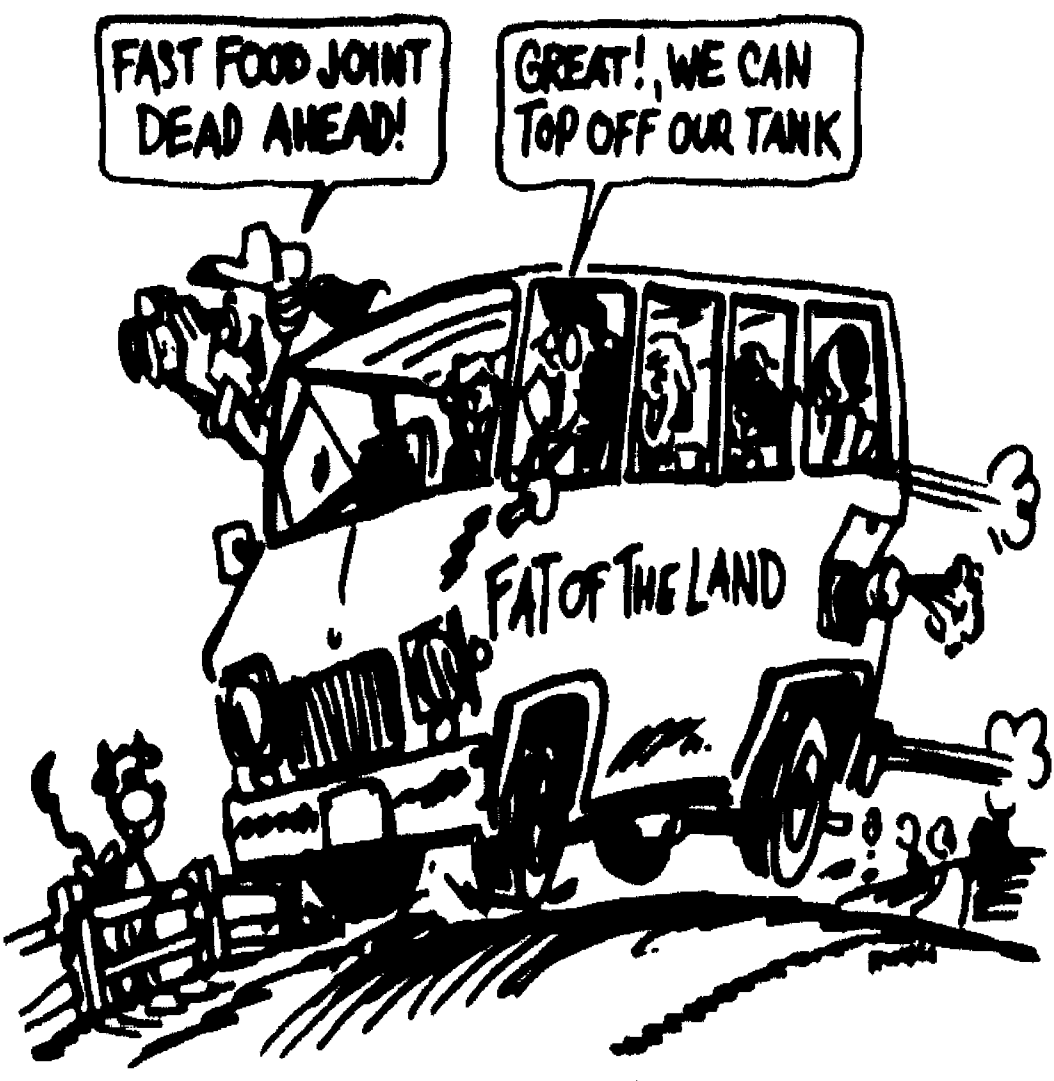
Niki, Gina Todos of Princeton, and Sarah Lewison, Julie Konop and Florence Dore of San Francisco had all been working in video activism, turning a critical eye on various public policy issues.

But, Niki says, they had reached a certain level of frustration in their efforts, until they came across Lou Wichinsky, a retired gentleman who appears in their film, who said he could alter any one's vehicle to run on "bio-diesel" for \$100.

After some more research, and with the help of Tom Reed and Argo Das of the Colorado School of Mines, an engineering college, the women found a fuel recipe that worked for their van.

To use vegetable oil to run a vehicle, one has to process it using methanol and lye, converting it to "bio diesel."

The used vegetable oil they col-



lected at fast-food joints and restaurants on the road frequently had a quite unpleasant smell and had to be filtered to remove stray litter. In their film, one of the women wears a gas mask as Niki demonstrates how bio-diesel is produced.

"It's just bucket science. You can do it in your kitchen," says Niki, although judging by the apparent smell, you might want to do it in your backyard, as they did.

"It's a funky one," she acknowledges. "Some think it smells like french fries, but I think it smells like really cheap fried chicken."

On the road, they stopped to talk with transportation officials and advocates. In Detroit, they visited the Henry Ford Museum. In Lincoln, Nebraska, they met the state's transportation officials and saw that city's bio diesel buses. In one scene in the film, the women share a meal with a bio diesel advocate who breaks out laughing as they ask the waitress for waste grease.

Other shots in the film find them passing large oil refineries and storage tanks on the high-

ways. In one, their blue, insignia-covered van is reflected in a silver tanker truck passing by.

Were they out to strike a blow to the heart of the oil industry? Niki says that wasn't quite what they had in mind.

"We were interested in Joe Blow, the average American, who doesn't know about cars or energy. We wanted to see if it was possible for them," she said. "It's not 'Here's a save-all solution,' but 'here's something that can be done on a regional level.'"

"Maybe vegetable oil is not the best thing for every community. There's solar power, wind power. There's been a lot of discussion on regional, rather than singular sources."

In the wake of their successful 16 day trip, they have gotten a lot of response to the idea of using different fuels, Niki says.

"When we would pull up at a rest stop, we'd end up carrying on conversations with people. There's a sense of a positive attitude toward this across the country," she said. "It mostly surprised us, the response when we got back: 'I heard about it,' 'I gotta do it.' There was a crazy amount of interest."

To order a videotape of *Fat of the Land*, call (908) 418 9700.

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Envelope rustles, opens, reveals

Tying for first place with *Fat of the Land* at the 1996 United States Super 8 Film & Video Festival was *The Silence Between*, an eight minute film by Jacqueline Tumura of New York City, recounting a road trip with her mother.

The second place winner was *A Day in the Life of a Bull Dyke* by Shawna Dempsey and Lori Millan of Winnipeg, Canada — a history of a big boned butcher which sports the tone of educational expose films.

Tying for third place were two films by New York City filmmakers, NYC: Symphony by Reynold Ito, and No Accident by Michel Negroponte, who visited Rutgers University recently for a Rutgers Film Co-op screening of his documentary, *Jupiter's Wife*.



The vegetable fat van people are Florence Dore, Julie Konop, Gina Todos, Sarah Lewison and Niki Cousino.



Captain Smollett, played by, well, Kermit the frog, takes the helm of the Hispaniola, ably assisted by first mate Mr. Arrow (Sam Eagle, left). They set a course for fun, adventure etc.

PUBLICITY PHOTO BY: STEPHEN F. MORLEY

New muppet movie is a little treasure

BY JEFFREY COMEN

Weekend Plus film critic

Some movies are meant to amaze, some to amuse.

Some movies are meant to enlighten, others to touch. Some movies are made strictly for the purpose of being pleasant diversions.

Muppet Treasure Island falls into the last category. By no means does this break new ground in eye-popping technology nor in telling the story of treachery on the high seas.

The film moves amiably along, happy to lay out the bare bones of a plot and throw in the occasional pop culture gag to keep the parents of the target audience from falling asleep.

This is storytelling in the mode of *The Muppet Christmas Carol*, which set the tone for what clearly is intended to be a series. Take a recognizable piece of literature, make it understandable to children, include all the traditional Muppet characters to keep the pace quick and the tone just is reverent enough.

With human actors taking the parts of Long John Silver (Tim Curry) and Jim Hawkins (Kevin Bishop), *Muppet Treasure Island* is left mostly in the claws of Kermit the Frog, who plays Capt. Smollett, Gonzo the Great, Rizzo the Rat,

and Fozzie Bear.

The movie doesn't talk down to its audience but doesn't strain too hard to include too much literature. And just in case you're worried, Miss Piggy does manage to show up for the final portion of the movie and renew for the umpteenth time her romance with her favorite amphibian.

Rest assured there are cameos from the Swedish Chef, Sam Eagle, Beaker and the two elderly hecklers, who appear here as ship's hull ornaments.

Invention is clearly in full flower even without the late Jim Henson at the helm. His son Brian is director and a co-producer, so at least the Muppet legacy is staying in the Henson family.

And if the fortunes of Jim Henson Productions have declined to the point that there are no celebrity cameos of note, it doesn't mean there aren't plenty of good ideas and inside jokes on hand to make up for them.

The result is a pleasant, easygoing little movie that might scare the very young in the first few minutes but knows how to lighten its suspense to keep a G rating.

The movie doesn't substitute for reading *Treasure Island*, but it might make youngsters curious enough to take the book out of the library. Not a bad thing at all.

Video Rewind

Jeffrey is a gay man in New York City (Steven Weber of the TV sitcom *Wings*) who decides never to have sex again because the threat of AIDS is too frightening. Among those trying to convince him of the folly of such a plan is Patrick Stewart — Capt. Picard himself — who clearly has the time of his life camping it up but still talks as if he were reciting Shakespeare. Paul Rudnick's screenplay is very funny at first, then bogs down in tragedy and self-examination. Worth a look.

Top ten rentals

1. *Dangerous Minds*
2. *Under Siege 2*
3. *Something to Talk About*
4. *The Net*
5. *Waterworld*
6. *Jack*
7. *Diehard with a Vengeance*
8. *Clueless*
9. *The Usual Suspects*
10. *Desperado*

Upcoming releases:
Walk on the Clouds, *Poohontoe*.

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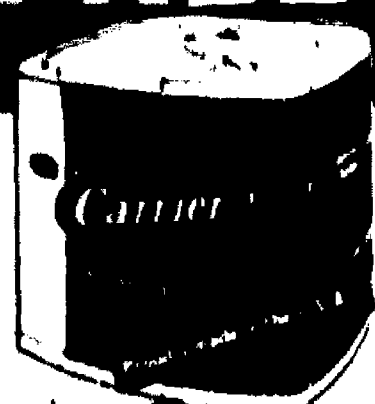
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Due process of claw

It's unnecessary to amputate kitty

BY ANITA JOY AUSTENBERG

Weekend Plus pets writer

It seems obvious cats and people don't view furniture in the same way. For one thing, they're looking from only a foot off the ground.

This is always bound to cause some controversy. Sure, the couch is good for sitting on, but the cat would argue there's so much more that could be done with it.

Yes, the sofa's qualities extend way beyond anything a human mind might assign to it. It is good for hiding under and climbing on. It is an ideal hair ball and toy depository.

Most objectionable to humans is a cat's regard for furniture as a place to exercise claws.

Unfortunately, declawing cats is an option far too often chosen as the easy way out. Many people often don't realize how involved and unnecessary this operation is, so much so that some conscientious veterinarians won't even perform the surgery.

Declawing is not an innocuous procedure, as some might believe. It is a painful (not to mention obsolete) surgery in which the claw and end bone of each toe are amputated, similar to a human losing his fingers at the knuckle.

Ultimately, declawing a cat might be considered better than euthanizing a cat, but that still doesn't make it good. Think about this: Medicine has improved since Civil War times now that anesthesia has taken the place of biting a bullet. But you still don't see people lining up to have their organs removed.

Likewise, a firing squad might be preferable to being drawn and quartered or stored to death. I wouldn't recommend any of the above. Just because one option may be better than another doesn't make it desirable.

Declawing a cat should only be the very last resort, especially since there are so many options available today.

Sometimes furniture isn't the only target of a cat's mischievous nature. My cat Mouse could be categorized as "playful aggressive." I've lost more pairs of hostlers to her than I'd care to mention.

The element of surprise is her greatest advantage. She can wait patiently under benches, behind doorways, under drapes for the opportunity to leap out and strike.

She operates on a strict stalking schedule — you could set your

watch by it — yet she is exquisitely sensitive to others' patterns and is capable of altering her movements to correspond with those of the victim.

Walking down the hallway at the same time every day is tantamount to danger, so one learns quickly to adapt schedule. The problem is, my other cat hasn't been able to figure this out.

Kitty is considerably slower and less agile than Mouse and is frequently the victim of Mouse's assaults. I try to warn her and thwart the ambush, but I can't always be

there to intervene. I finally realized something had to be done when Kitty turned up with a bloody lip and a scabby chest, unmistakable signs of kitty combat.

In researching a solution, I came across Soft Paw, an invention remarkably similar to press on nails for cats. These dull plastic beads are glued over a cat's natural nail to prevent a scratch from having real impact.

The nail will stay on until the glue bond breaks, which could be several weeks to several months. It can be applied at home for savings and convenience. I asked the veterinarian's office to do the initial application and was surprised at how easy it seemed. Mouse and I chose the clear tips, though they are available in a number of fashion colors. (This makes it easier to find them when they fall off.)

The minimal effort involved could save your cat from a nasty amputation and should eliminate any scratching or fighting prob-

lems. Just be sure no one cat is given an unfair advantage.

Apply Soft Paw to both cats if need be. Make note of this, especially if your cat (God forbid) is allowed outside.

For more traditional scratching problems (furniture, rugs, priceless Greek statues), there are less radical options which might effectively resolve the situation. Covering sofa arm rests with aluminum foil or tape for a few weeks could turn your cat off for a lifetime.

Cats don't like the tactile sensation of these materials. Plus, with exotic statues and objets d'art, you have an excuse to cover up the embarrassing naughty parts without seeming like a completely immature jerk. What could be more convenient?

There are a million ways to modify scratching behavior at home. For a booklet of suggestions, call the Humane Society of the United States at (201) 927-5611. You'll find most of these minor conflicts can be resolved without resorting to drastic measures. I believe it is the 14th Amendment which prohibits a man from being separated from his fingertips without "due process of claw." Let's try then to honor the standards our Founding Fathers prescribed for us so many years ago.

Anita Joy Austenberg works with the Humane Society of the United States, which has nearly 2 million members. She shares her home with two cats, Mouse and Kitty, and a retriever, Rusty-Nob. For more information, call (201) 927-5611. This column runs the fourth week of the month.



WHAT TO DO



The Ranganiketan Manipuri Dance Company of India perform at the State Theatre this Friday night. There's a pre-performance lecture at 7 p.m. See Dance.



Happenings

AFRICAN AMERICAN BOOK FAIR

Plainsboro Public Library
641 Plainsboro Rd., Plainsboro
(609) 275-2887

*Books by black authors on sale and for signing, 1-5 p.m. Feb. 25. Free admission.

AFRICAN-AMERICAN HISTORY MONTH

Middlesex County College
Edison and New Brunswick
(908) 906-2556

Events at Edison campus except where indicated. Free admission.
*SABU (Soulful Awakening for Black Unity), New Brunswick campus, 7 p.m. Feb. 23.
*Keith Marks, 11:30 a.m. (Edison) and 6 p.m. (New Brunswick) 6 p.m.
*The Future of African-American Studies, noon Feb. 27.

*Closing ceremony, noon Feb. 29.

ANTIQUES IN LONG VALLEY

Long Valley Middle School
Route 513, Long Valley
(908) 852-7106

*With 85 dealers in a rural setting, 10 a.m.-5 p.m. Feb. 24. Adults \$5, children under 12 free; no early birds.

4-H DOLL SHOW

Somerset County 4-H Center
110 Milltown Rd., Bridgewater
(908) 369-3324, 782-8533

*Held for the 16th year, 10 a.m.-4 p.m. Feb. 24. Admission \$3.00.

FLEMINGTON SPEEDWAY MALL SHOW

Quakerbridge Mall

Route 1, Lawrenceville

(908) 782-2413

*Featuring cars and drivers from the famous race track, during mall hours Feb. 24, 25. Free admission.

GARDEN STATE DEPRESSION GLASS CLUB

St. Lawrence Church, 109 Laurence Hwy., Laurence Harbor
(908) 321-0223

*Glass, pottery and kitchenware from the Depression years, 7-10 p.m. March 1, 10 a.m.-3:30 p.m. March 2. Admission \$4.

KIDS U.S.A.

Garden State Exhibit Center
200 Atrium Dr., Somerset
(800) 332-3976

*Children's fair and trade show with favorite modern-day characters, 9 a.m.-6 p.m. Feb. 24, 10 a.m.-5 p.m. Feb. 25. Adults \$7, children 1-12 \$3, children under 1 free.

NEW JERSEY FLOWER & GARDEN SHOW

Garden State Exhibit Center
200 Atrium Dr., Somerset
(908) 499-6000

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PAPER COLLECTIBLES OPEN HOUSE AND SALE

Ashtamps
38 North Main St., Milltown
(908) 247-1093

*For stamps, postcard and sports card collectors, 10 a.m.-4 p.m. Feb. 25, March 3. Free admission.

POINTS OF VIEW

Zimmer Art Museum, Hamilton St., New Brunswick
(908) 832-7237

*Symposium on "Soviet Nonconformist Art in Context," 8:30 a.m.-5:30 p.m. Feb. 24. Museum members \$10, non members \$15, registration required.

THE TOY SHOW

Travelodge
Route 10, Livingston
(908) 211-7949, 756-2345

*Toys from the 19th century to the present, 10 a.m.-4 p.m. Feb. 25. Adults \$4.00, children under 12 \$1.

WINE AND FOOD EXPO

Sharon Hotel

Route 1, Iselin
(908) 224-8108

*Wine tasting festival with more than 20 wineries represented, noon-5 p.m. Feb. 24. Admission \$30; no tickets sold at the door.



Kid Stuff

BEAUTY AND THE BEAST

2 p.m. Sunday, Feb. 25
Union County Arts Center
1601 Irving St., Rahway
(908) 499-8226

*The story made famous in the movies, now told by the American Family Theater (no relation to Donald Wildman). Admission \$8, \$7.

HANSEL AND GRITEL

1, 3:30 and 6 p.m. Feb. 25
Edward Nash Theatre
Raritan Valley Community College, North Branch
(908) 725-3420

*The famous fairy tale, told in a new production by the New Jersey Ballet. Admission \$8.

KIDS PLAY FOR KIDS

2 p.m. Sunday, March 3
Edward Nash Theatre

Raritan Valley Community College, North Branch
(908) 350-6155

*Performances from Stephen Fang, cello; Megan Hintz, oboe; Kristen Nakagawa, piano; Michael Smith, trumpet; and Nathaniel White, double bass. Adults \$10, children \$5.



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Delbarton School, 230
Mendham Rd., Morristown
(201) 538-3231, Ext. 0

*Antigone, a play by Sophocles from ancient Greece, 8 p.m. Feb. 23, 24. Admission \$5.

CARNEY CENTER FOR THE PERFORMING ARTS

Purnell School
Route 512, Portersville
(908) 439-2154

*Artful (Ave), nine women show with Robin Lane portraying three women artists, 7:30 p.m. Feb. 24. Adults \$10, students \$5.

EDISON VALLEY PLAYHOUSE

2196 Oak Tree Rd., Edison
(908) 755-4654

*Hide and Seek, rural mystery by Lailay Mavard, 8:30 p.m. Feb. 23, 24. Adults \$10, senior citizens and students \$8. Group rates available.

ENTERTAINERS

REPERTORY THEATRE

PeopleCare Center, 120 Finnerne Ave., Bridgewater
(908) 846-9032

*Victorian Music Hall, how the British heard live song at the turn of the century, 7:30 p.m. Feb. 23, 24; 2:30 p.m. Feb. 25. Admission \$10.

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1. *What's the Story* (Morning Glory?) (Oasis)
2. *Mellon Collie ...* (Smashing Pumpkins)
3. *Jagged Little Pill* (Alanis Morissette)
4. *Daydream* (Mariah Carey)
5. *Waiting to Exhale* (soundtrack)
6. *Seven Stone* (Bush)
7. *Cracked Rear View* (Hootie & The Blowfish)
8. *Boys for Pele* (Tori Amos)
9. *Congratulations I'm Sorry* (Gin Blossoms)
10. *What the Hell Happened to Me?* (Adam Sandler)

--Sales figures courtesy of A&W Records

CROSSWORD ANSWERS FROM PAGE 2

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P	E	N	S	O	A	D	E				

10 What to do

Weekend Plus, February 21-23



Stage

GEORGE STREET PLAYHOUSE

9 Livingston Ave.
New Brunswick
(908) 248-7717
•*Cheep Sentiment*, world premiere of a comedy by Bruce Graham. To March 10. Admission \$30-\$22, discounts available.

HOLIDAY INN

N.J. Turnpike Exit 12
Cartersville
(609) 443-5598
•*Murder-mystery dinner theater* with audience participation. 7:30 p.m. Feb. 23, March 1. Admission \$39.95.

MCCARTER THEATRE

91 University Pl., Princeton
(609) 683-8000
•*Greensboro*, world premiere of a drama by Emily Mann. To Feb. 25. Admission \$32-\$24.

MURDER MYSTERY

DINNER TRAIN
(609) 443-5598
•*Leaving from the Lambertville railroad station*, 4:30 and 7:45 p.m. Feb. 24. Admission \$49.95.

THE NEW THEATER

Rutgers Arts Center
George St., New Brunswick
(908) 932-7511
•*Murder After the Miracle*, sequel to *The Miracle Worker* authored by William Gibson. To Feb. 25. Admission \$14-\$10.

OFF-BROADWAY THEATRE

5 South Greenwood Ave.
Hopewell
(609) 466-2768

•*Later Life*, A.R. Gurney story of romance in Boston. To March 2. Admission \$19 Saturday, \$17.50 Friday and Sunday.

PAPER MILL PLAYHOUSE

Brookside Dr., Millburn
(201) 378-4343
•*Comfortable Shoes*, autobiographical story of Clint ("Playground in My Mind") Holmes. To March 24. Adults \$48-\$31; students (15 min. before showtime) \$10. Group rates available.

THE PHILATHALANS

Carnegie House
129 Watson Rd., Farwood
(908) 322-8686
•*Busby*, whodunit by Jack Popplewell. Feb. 23-March 18. Adults \$10, senior citizens \$8.

PLAYHOUSE 22

210 Dunhams Corner Rd.
East Brunswick
(908) 254-3939
•*Table Settings*, James Lapine comedy about a Jewish American family. To March 3. Adults \$14 opening night, \$13 other nights, senior citizens and students \$10.

PLAYWRIGHTS THEATRE OF NEW JERSEY

33 Green Village Rd., Madison
(201) 514-1940
•*Mark's Gospel* and *Genesis*, two biblical stories adapted for the stage by Max McLean. To March 17. Admission \$15 for one, \$27 for both.

RIDER UNIVERSITY THEATRE

Route 206, Lawrenceville
(609) 896-5303

•*Fabulous*, queer-gay musical that played on Broadway. 8 p.m. Feb. 23, 24. Admission \$8.

VAUGHN-EMMES HALL

Kean College of New Jersey
Route 82, Union
(908) 527-2337
•*For colored girls who have considered suicide/when the rainbow is enuf*, 70s black play by Ntozake Shange. To Feb. 25. Adults \$10, senior citizens and Kean employees \$8, students \$6.

COMING UP

CROSSROADS

THEATRE COMPANY
7 Livingston Ave.
New Brunswick
(908) 249-5560
•*Fear Itself*, world premiere of Eugene Lee drama that gets its title from a famous FDR speech. March 2-April 7. Admission \$32-\$22.

DRAGONETTI AUDITORIUM

County College of Morris
Route 10, Randolph
(201) 328-5226
•*Presenting Mr. Frederick Douglass*, one-man presentation with Fred Monnell. 7 p.m. Feb. 26. Admission \$4.

MARRIOTT HOTEL

Route 1, Princeton
(609) 443-5598
•*Murder-mystery dinner theater* with audience participation. 7:30 p.m. March 2. Admission \$39.95.

MCCARTER THEATRE

91 University Pl., Princeton
(609) 683-8000
•*International Festival of Magic*, touring show without Siegfried & Roy. 8 p.m. March 1. Admission \$29-\$19.

PLAYWRIGHTS THEATRE OF NEW JERSEY

33 Green Village Rd., Madison
(201) 763-8312
•*Black Talk*, world premiere of play by Phyllis Poullette. 8 p.m. March 2. Admission \$12.

WORTH-TYNNELL STUDIOS

51 South St., Morristown
(201) 538-6285
•*Children's music theater* (8-9) workshop. 4 p.m. March 3. Free admission.

& In Concert

ABBEY ORCHESTRA

8 p.m. Saturday, Feb. 24
St. Mary's Abbey, Delbarton School, Morristown
(201) 538-3231, Ext. 0
•*Performing works by Haydn, Beethoven, Borodin and Berens. Free admission.*

ABBEY WIND ENSEMBLE

7:30 p.m. Sunday, Feb. 25
St. Mary's Abbey, Delbarton School, Morristown
(201) 538-3231, Ext. 0
•*Performing works by Arcadelt, Barber, John Philip Sousa and Billy Joel. Free admission.*

BERNIE ANDERSON

3 p.m. Sunday, March 3
Union County Arts Center
1801 Irving St., Rahway
(908) 409-8226
•*Original performs a solo recital. Admission \$7.*

RIO BAND SALUTE

TO ARTIE SHAW
8 p.m. Tuesday, Feb. 27
State Theatre, 19 Livingston Ave., New Brunswick
(908) 248-7469
•*Featuring Julie Lefkowitz, The Ink Spots (with Johnny Smith), Abe Most and the Gramercy Five. Admission \$20-\$10.*

DEBBIE BREWIN-WILSON

2 p.m. Sunday, Feb. 25
Kennedy Library
500 Hoes Lane, Plainfield
(908) 463-1833, 463-4117
•*Original music on a Celtic harp by a singer-songwriter. Free admission.*

BROOKLYN SWING ENSEMBLE

8 p.m. Saturday, March 2
Ogden Memorial Church
Route 124, Chatham
(201) 267-7788, 288-9729
•*Performing for a contra dance with Nancy Sporn. After instruction for beginners 7:30 p.m. Admission \$8, sneakers required.*

THE CANDLES OF LENT

5:30 p.m. Sunday, Feb. 25
Crescent Avenue
Presbyterian Church
710 Watchung Ave., Plainfield
(908) 756-2488
•*Works of Bruckner, Messiaen, Shostakovich, J.S. Bach and other composers, performed by the Crescent Singers. Free admission.*

CELEBRATE BROADWAY!

8 p.m. Saturday, Feb. 24
Algonquin Arts Theatre
Old Squan Plaza, Manasquan
(908) 747-0008
•*Revue of show tunes with the Premier Theatre Company. Adults \$19, senior citizens and students \$16.*

WARREN CHASSON

8 p.m. Friday, March 1
Watchung Arts Center
Watchung Circle, Watchung
(908) 753-0190
•*Jazz vibraphone player performs in a trio. Admission \$10.*

THE FIRST NIGHT OF JAZZ

7:30 p.m. Friday, Feb. 23
Bishop Dougherty Student Center, Seton Hall University, South Orange
(201) 761-9078
•*Featuring Jason "Malletman" Taylor in a program related to Black History Month. Admission \$25.*

A FRENCH FEAST

8 p.m. Saturday, March 2
Crescent Avenue
Presbyterian Church
710 Watchung Ave., Plainfield
(201) 762-8486
•*Works of Gabriel Faure, Francois Couperin, Francois Poulenc and others, performed by the Summit Chorale. Adults \$15, senior citizens and students \$10.*

FUNDAMENTALLY FOLK

7:30 p.m. Tuesday, Feb. 27
Student Center, Rider University, Lawrenceville
(609) 883-2128
•*Classical works drawn from folk songs, performed by Thomas Faracco, Jill Crawford and Tom Archibald. Free admission.*

JAMES GALLWAY

8 p.m. Saturday, March 2
State Theatre, 19 Livingston Ave., New Brunswick
(908) 248-7469
•*Flutist from Belfast who's become an expatriate star. Admission \$50-\$23.*

BONNIE GIBBS

8 p.m. Tuesday, Feb. 27
Teplin Auditorium, Princeton University
(609) 258-5000
•*Pianist performs works by Mozart, Schumann, Rachmaninov and Ginastera. Free admission.*

TIM GILLIS BAND

8:30 p.m. Saturday, Feb. 24
Ukrainian Cultural Center
Davidson Ave., Somerset
(908) 748-8588
•*Country and Western band from the Garden State. Dance lessons 7:30 p.m. Admission \$35 with dinner, \$20 without.*

GRACE TRIO

3 p.m. Sunday, Feb. 25
Watchung Arts Center
Watchung Circle, Watchung
(908) 753-0190
•*Chamber music ensemble performs works by Mozart, Haydn and von Weber. Admission \$10.*

RACHEL HEARD

4 p.m. Sunday, March 3
Westminster Choir College
Bristol Chapel, Princeton
(609) 921-2663
•*Fortepiano artist performs works by J.S. Bach, Haydn, Mozart, Clementi, Dussek and Beethoven. Free admission.*

KIM HEINDEL

4 p.m. Sunday, Feb. 25
Westminster Choir College
Bristol Chapel, Princeton
(609) 921-2663
•*Performing Baroque music on the lute, a combination of lute and harpsichord. Free admission.*

HEIJUN

4 p.m. Sunday, Feb. 25
Nicholas Music Center, Rutgers University, New Brunswick
(908) 932-7511
•*World premiere of a Sextet by Robert Ferto; also Paragata del arte by Tanya Leon and Nothmo by Yuri Kaspertov. Admission \$10.*

CHU-CHING HSIAO

8 p.m. Friday, Feb. 23
Somerset County Library
North Bridge St., Bridgewater
(908) 928-4018, Ext. 119
•*Pianist performs works by Chopin, Liszt, Beethoven, Prokofiev and Schubert. Free admission.*

IRISH JUBILEE

3 p.m. Sunday, March 3
New Jersey State Museum
205 West State St., Trenton
(609) 292-6347
•*Musical and story from the Emerald Isle with Patricia Brady-Danah. Admission \$3.*

5:30 p.m. Tuesday, Feb. 27

Fairleigh Dickinson University
Lentell Hall, Madison
(201) 443-8061
•*Pianist performs (and discusses) works by Alfredo Diaz Nieto, Tania Leon, Albert Ginastera and Ernesto Nazareth. Adults \$5, senior citizens \$2.*

LADYBONNET

BLANK MANDARIN
3 p.m. Sunday, March 3
McCart Theatre
91 University Pl., Princeton
(609) 683-8000
•*Group from South Africa first prominent on Paul Simon's 1986 album Graceland. Adults \$30-\$20, students \$10.*

JOAN LIPPINCOTT

8 p.m. Friday, Feb. 23
Princeton University Chapel
(609) 258-3654
•*Organist performs works by Gabriel, J.S. Bach, Bizet, Gigue, Widour, Duruflé, Strauss and Diamond with the Philadelphia Brass. Free admission.*

ELLIS MARSHALLS

8 p.m. Saturday, Feb. 24
Morris Knolls High School
Knoll Dr., Denville
(201) 538-6413
•*Jazz pianist who's the father of Branford and Wynton. Admission \$35-\$20. Master class for ticketholders 2 p.m.*

MATHEWY SCHOOL 50th ANNIVERSARY CONCERT

2 p.m. Sunday, March 3
Pingry School, Route 525
Bernards Township
(908) 234-0011, Ext. 260
•*Featuring The Shirelles, The Duprees and The Brooklyn Bridge (with Johnny Maestro). Admission \$25. Gate tickets \$75, includes reception.*

KATHERINE S. MILLER

12:30 p.m. Wednesday, Feb. 28; Princeton University Chapel
(609) 258-3654
•*Organist performs works by Purcell, J.S. Bach, Alexander Gilmant and Piet Post. Free admission.*

MOSCOW VIRTUOS

8 p.m. Friday, March 1
Community Theatre
100 South St., Morristown
(201) 538-6413
•*Mozart's Violin Concerto No. 2, K.211; Mozart's Symphony No. 24; Shostakovich's Chamber Symphony No. 8. Admission \$35-\$15.*

MOSTLY MUSIC

8 p.m. Saturday, March 2
Prospect Presbyterian Church, Maplewood
7:30 p.m. Sunday, March 3
Temple Emanuel Bt., Westfield
(201) 782-8486
•*Pohodke by Janacek, a Piano Trio by Brahms; the Piano Quartet in E flat major by Dvorak. Adults \$20, senior citizens \$18, students \$10.*

MUSICAL PRAISE

7 p.m. Saturday, Feb. 24
New Hope Baptist Church
45 Hampton St., Metuchen
(908) 549-8941
•*Featuring choirs from black churches in New Jersey and Pennsylvania. Donation.*

N.J. SYMPHONY ORCHESTRA

8:30 p.m. Friday, Feb. 23
Count Basie Theatre, Red Bank
8 p.m. Saturday, Feb. 24
State Theatre, New Brunswick
3 p.m. Sunday, Feb. 25
Symphony Hall, Newark
(800) ALLFORD
•*New Jersey premiere of the Piano Concerto by Daniel Aute, also works by Mozart and Tchaikovsky. Adults \$44-\$12, senior citizens 30 percent discount (30 minutes before showtime); students \$5. Group rates available.*

THE NEW PHILHARMONIC OF NEW JERSEY

8 p.m. Saturday, Feb. 24
Morristown High School
50 Early St., Morristown
(201) 267-0208
•*World premiere of the Galle Overture by Loretta Janowski; also works by Mozart, Haydn and Morton Gould. Admission \$25-\$12, discounts available.*

NOVICE QUARTET COMPETITION

8 p.m. Saturday, Feb. 24
Roosevelt School
301 Clark St., Westfield
(908) 588-7263
•*Honorary sung barbershop-style by all-male ensembles from several states. Free admission.*

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(includes scaling)

EXAM, CLEANING, X-Rays \$45

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P.S. 122 FIELD TRIPS

8 p.m. Saturday, March 2
McCarter Theatre
91 University Pl., Princeton
(609) 683-8000
•Four artists from Performance Space 122 in the East Village: Melissa Fenley, Reno, Danny Hoch, Ilya Giraud. Adults \$25-\$15, students \$10

MANDY PATINKIN

8 p.m. Wednesday, Feb. 28
State Theatre 19 Livingston Ave., New Brunswick
(908) 246-7469
•Singer of standards (and sometimes actor on Chicago Hope). Admission \$50-\$25.

PORTRAITS BY ELLINGTON

8 p.m. Saturday, Feb. 24
Richardson Auditorium,
Princeton University
(609) 258-5000
•The music of Sir Duke as presented by the university's Concert Jazz Ensemble. Adults \$10, Princeton students \$5.

PRAGUE

CHAMBER ORCHESTRA

8 p.m. Saturday, Feb. 24
Dragonetti Auditorium, County
College of Morris, Randolph
(201) 328-5024
•Ensemble from the Czech Republic performs with Simone Pedroni, piano. Adults \$22, children 14 and under \$17.

RAMONES

8 p.m. Sunday, Feb. 25
Count Basie Theatre
99 Monmouth St., Red Bank
(908) 842-9000
•"Gimme gimme hey hey" one last time as they tell their fans. *Adios Amigos!* Admission \$23.

ROYAL LIVERPOOL PHILHARMONIC ORCHESTRA

8 p.m. Thursday, Feb. 29
State Theatre, 19 Livingston Ave., New Brunswick
(908) 246-7469
•Rhapsody in Blue by George Gershwin; musical accompaniment to the film *City Lights* (America, 1931) by Charles Chaplin. Admission \$41-\$16. Related lecture 7 p.m., admission \$6.

SAPAM

2 p.m. Sunday, Feb. 25
State Theatre, 19 Livingston Ave., New Brunswick
(908) 545-2407
•Jewish American group that's been performing since 1974. Adults \$18, students \$14, group rates available.

STORIES IN SONG FROM OUR AMERICAN PAST

4 p.m. Sunday, March 3
Fine Arts Theatre, Rider
University, Lawrenceville
(609) 921-2663
•Performed by Michael Jacobson, piano, and Sylvia Chesh, violin, with the Grand Union Quartet. Adults \$5, senior citizens and students \$1.

BILLY TAYLOR

8 p.m. Friday, Feb. 23
Fairleigh Dickinson University
Lentell Hall, Madison
(201) 441-8750
•Jazz pianist, composer and instructor provides "An African American Contribution to World Culture." Adults \$10, senior citizens \$5.

WARREN VACHE

8 p.m. Saturday, Feb. 24
Union County Arts Center
1601 Irving St., Rahway
(908) 492-8226
•Jazz trumpeter and cornet player performs with his sextet in the city where he was born. Adults \$15, senior citizens and students \$10.

VOICES

4 p.m. Sunday, Feb. 25
New Jersey State Museum
205 West State St., Trenton
(609) 292-6310
•Ensemble sings works by Haskel Berman, Nathaniel Rudi, Frank Lewin and Andrzej Dzielak. Related lecture by Timothy Bruege 2 p.m. Free admission.

WESTFIELD

SYMPHONY ORCHESTRA

8 p.m. Saturday, March 2
Presbyterian Church
140 Mountain Ave., Westfield
(908) 232-6400
•F.S. Hall's Orchestra Suite No. 2; *Siegfried* by Wagner; Mendelssohn's Symphony No. 1. Adults \$23, senior citizens \$19, students \$12.

ARTHUR WOODLEY

8 p.m. Saturday, Feb. 24
William Mount Burke Theatre
Piedmont School, Hightstown
(609) 490-7850
•Bass baritone who has sung opera roles in New York. Admission \$28.

WOOD'S TEA CO.

7 p.m. Sunday, March 3
Watchung Arts Center
Watchung Circle, Watchung
(908) 753-0190
•Music of early America by a Vermont trio. Admission \$8.

LEONID YANOVSKY/ ANDREY TCHEKMAZOV/ NATASSIA XSXVIER

2 p.m. Sunday, Feb. 25
Clarence Dillon Library, 2336
Lamington Rd., Bedminster
(908) 234-2325
•Chamber musicians perform works by Handel, Phillips, Byrd, Scarlatti and Locatelli. Free admission; reservations required.



Club Mix

SONG'S

41 Old York Rd., Bridgewater
(908) 685-9802
•Johnny Charles, March 2.
BOUNSON STREET CAFE
Old Bay Restaurant
61 Church St., New Brunswick
(908) 246-3111
•Matt "Guitar" Murphy, Feb. 23.
•Castle Browne, Feb. 24.
•Marine Band, Foran Blues Review, Feb. 28.
•The Mighty Tonemasters, Feb. 29.
•Little Sammy Davis, March 1.
•Michael Hill's Blues Mob, March 2.

BREAK FOR THE BORDER

793 Route 202, Bridgewater
(908) 722-8066
•John Cain, Feb. 23.
•Crazy Jane, Feb. 24.

CATCH A RISING STAR

Hyatt Regency Hotel
Route 1, West Windsor
(609) 987-8018
Headline comedy.
•John Joseph, to Feb. 25.
•Lowell Sanders, Feb. 27-March 3.

CLUB BENE

Route 35, Sayreville
(908) 727-3000
•Faith Evans, Feb. 23.
•Mountain, Feb. 24.
•The Fabulous Thunderbirds, The VooDudes, Feb. 25.
•Strunz & Farih, Feb. 29.
•Delbert McClinton, March 1.
•The Brooklyn Bridge (w/Johnny Maestro), The Duprees, March 2.

THE CLUBHOUSE

116 Watchung Ave., Plainfield
(908) 769-9267
New Life Circle, Thursdays.
•Marian Tom, Feb. 23.
•Burns in the Park, Feb. 24.

COACH N' PADDOCK

Route 173, Hampton
(908) 735-7889
•Gary Ross Trio, Feb. 23.

THE CORNERSTONE

25 New St., Metuchen
(908) 849-9308
•Larry Ham Quartet, Feb. 23.
•Ray Alexander Quartet, Feb. 24.
•John Bunch Trio, Feb. 28.

COURT TAVERN

124 Church St.,
New Brunswick
(908) 548-7265
•Mothersound, Cycnotogret, Feb. 23.
•Clowns for Progress, Turbo AC's, Feb. 24.
•All God's Children, O'Harra, March 1.

FREDDY'S

Route 202, Bernardsville
(908) 760-8975
•Home Free, Feb. 23.
•Tropical Storm, Feb. 24.

THE GRAIN HOUSE

Route 202, Basking Ridge
(908) 221-1150
Michael Andrew, Wednesdays.
•Scott Mallock, Feb. 23.
•Chris Finn, Feb. 29.

JACK O'CONNOR'S

1268 Route 22, Bridgewater
(908) 729-1800
Gladys Richards (piano), brunch Sundays.
Willie Lynch Trio, Thursdays.
•Wooster Street Trolley, Feb. 23.
•Mike Byrne Band, Green Derby Boys, Feb. 24.
•Jazz jam session, afternoon Feb. 28.

JASON'S

1804 Main St., Belmar
(908) 681-1410
•Billy Hoctor, Feb. 24.

MANVELL'S

1038 Washington St.
Hoboken

(201) 708-4064

•The Garkens, Frank Bango, Bubble, Feb. 23.
•John Wesley Harding, The Marys, Feb. 24.
•Polo, Feb. 29.
•Q. Love (solo acoustic), March 1.
•Velvet Crush, March 2.

METRO LOUNGE

369 Broadway, Long Branch
(908) 229-9186
•Mike Peters (from The Alarm), March 1.

MINSTREL COFFEEHOUSE

Somerset County Environmental Education
Center, 190 Lord Stirling Rd., Basking Ridge
(201) 335-9489
•Beppe Gambetta, Just Working People, Feb. 23.

ORPHAN ANNIE'S

1255 Valley Rd., Stirling
(908) 647-0138
Open jam, Sundays.
Scott Mallock (acoustic), Thursdays.
•Nasty Ned & The Famous Chili Dogs, Feb. 23.
•Driver, Feb. 24.
•"Beach Party" w/99 Years, March 2.

PALM GRILL

13 South St., Morristown
(201) 267-5890
•Verdict, Feb. 24.

PALMYRA TEA ROOM

22 Hamilton St.,
Bound Brook
(908) 302-0515
•All God's Children, Feb. 23.
•Emilio Rodriguez, Feb. 24.
•Catherine Moon, Feb. 29.

RARITAN RIVER CLUB

85 Church St., New Brunswick
(908) 545-6110
Bob Butzka, Wednesdays.
Lovey Williams, Thursdays.
•Etta Jones, Feb. 23.
•Skip Roberts, Feb. 24.

RASCALS COMEDY CLUB

425 Pleasant Valley Way

West Orange

(201) 736-2726
•Bob Nelson, March 1, 2.

STONE PONY

913 Ocean Ave., Ashbury Park
(908) 775-5700
•NOFX, The Lunachicks, Feb. 25.

STRESS FACTORY

90 Church St., New Brunswick
(908) 545-4242
•Soupy Sales, Feb. 25.

TJ's HIDEAWAY

Tompkins Ave.,
South Plainfield
(908) 668-9860
•The Trash Mavericks, Feb. 23.



Speakers

THE ART MUSEUM

Princeton University
(609) 255-3788
Gallery talks 12:30 p.m. Friday and 3 p.m. Sunday. Free admission.
•Michael Padgett on mosaics from Antioch-on-the-Orontes, March 1, 3.

BARBARA MEYER DARLIN

2 p.m. Sunday, March 3
Munsterdon Historical Museum
56 Main St., Clinton
(908) 735-4101
•"The Gibson Girl Friday Meets the Victorian Lady" in a one-woman show. Museum members \$5, non-members \$6.

MARK DOTY

8 p.m. Tuesday, Feb. 27
Student Center, Rutgers
College, New Brunswick
(908) 932-8029
•Poet reads from his memoir *Heaven's Gate* (no relation to the movie). Free admission.

DWIGHT HISCANO

7:30 p.m. Thursday, Feb. 29
Kay Environmental Center
200 Pottersville Rd., Chester
(908) 879-7262
•Photographer tells secrets of "Capturing Nature's Beauty on Film." Free admission; registration required.

RUSSELL MULSE

4:30 p.m. Thursday, Feb. 29
Liberty Science Center, N.J.
Turnpike Exit 148, Jersey City
(201) 451-0006, Ext. 286
•Physicist tells how he discovered the binary pulsar (and won a Nobel Prize in physics). Admission \$15.

PUBLIC FORUM ON FUNDAMENTALISM

4 p.m. Monday, Feb. 28
Brower Commons, Rutgers
University, New Brunswick
(908) 932-8701
•Told from a theological P.O.V. with Ervand Abrahamian, Charles S. Stroder, Margaret Lamberti Bendroth and Emmanuel Swan. Free admission.

VOLA SANDERS

7:30 p.m. Wednesday,
Feb. 28; Kennedy Library
500 Moss Lane, Piscataway
(908) 483-1633
•"African-American Women of Distinction." Free admission.

JANET ZAPATA

1:30 p.m. Sunday, March 3
Morven
55 Stockton St., Princeton
(609) 292-6062
•Reveals "The Glitter and the Gold" in Newark's jewelry industry. Free admission; registration required.

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Subject to availability. Not available to groups.

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FRIDAY NIGHT SPECIAL
Surf 'N Turf Package.

\$89 per couple per night

12 What to do

Weekend Plus, February 21-23

Dance

**ROCKING
USC AND DANCE**
7 p.m. Tuesday, Feb. 27
Tryon Hall, Douglass
College, New Brunswick
(908) 932-9830

Admission: Free

Paul Robeson Cultural Center
Rutgers University, Piscataway
(908) 463-8084

•Music and dance from public school students
in and around Piscataway. Free admission.

NEW JERSEY BALLET

8 p.m. Saturday, Feb. 24
Edward Nash Theatre
Raritan Valley Community
College, North Branch
(908) 725-3420

•A new rendition of Carmen plus works from
the company's repertory. Adults \$15, senior
citizens and students \$12.50.

PANPAM

8 p.m. Saturday, March 2
Hillel Foundation, Rutgers
University, New Brunswick
(908) 545-2407

•Troupe that incorporates Jewish and Israeli
music. Adults \$10, Rutgers students free.

RANGHAKETAN

10 a.m. and 8 p.m. Feb. 23
State Theatre, 19 Livingston Ave., New Brun-
swick
(908) 246-7469
•"The Manipuri Dance Company of India."
Adults \$10, students \$3 for morning perform-
ance; admission \$25-\$16 for evening per-

formance. Related lecture 7 p.m., admission
\$6.

Auditions

ACT IV

First Unitarian Society
724 Park Ave., Plainfield
(908) 474-4725, 757-7707

•For May production of *The Baker's Wife*. Au-
ditions 7:30 p.m. Feb. 25, 28, 29; callbacks
March 3. Prepare a ballad; multicultural cast-
ing encouraged.

ALL CHILDREN'S THEATRE

1180 Route 46, Parsippany

(201) 335-5328

•For spring musicals, *The Middle Nursery
Rhyme Show* and *The Marvelous Clown Kids*.
Registration for girls and boys 4-17 Feb. 24-
March 8. Call for requirements.

TECHNIQUES THEATRE

Middlesex County Vo-Tech

School, 112 Rue Lane

East Brunswick

(908) 521-3158

•For spring production of *The Secret Garden*.
Auditions for the role of Archibald Craven 8
p.m. Feb. 23, 26. Prepare a standard from a
Broadway show not currently running; readings
from the script.

Introductions

To Respond to an ad call,
1-900-370-7446
\$1.99 Per Minute.

To Place your FREE 30-word ad call,
1-800-881-9582
You must be 18 or older.

WOMEN SEEKING MEN

Attractive, good natured, fam-
ily-oriented DWF, 30,
brown/brownish, 5'4", 128 lbs.,
enjoys movies, dining, danc-
ing, reading. ISO attractive,
outgoing B/DWM, 35-45,
drug-free, who likes children,
for friendship first, relation-
ship later. #23285

Attractive DWCF, 50, looks
35, sincere, honest, charis-
matic, 5'5", fit, enjoys plays,
movies, quiet times. Seeks
DWCM, tall, attractive, caring
Gentleman, 40-50, n/a, n/d,
family-oriented. For friend-
ship, committed relationship
#23254

Attractive, intelligent, suc-
cessful DWPF, young 30,
petite, brown/brown, great
sense of humor, many inter-
ests, warmhearted and affec-
tionate. Seeking college edu-
cated B/DWPM, 28-42, with
similar interests. #23247

Attractive, active, slim Lady,
52, loves beach, Atlantic City
and togetherness. Looking for
sincere, humorous
Gentleman 50s, 5'10", nice
looking, with a pulse for seri-
ous relationship. Somerset
County #23100

Attractive DJF, 19, slim,
blonde, blue eyes, warm,
easygoing, likes movies,
walks conversation, dancing
hugs and jokes. Seeks DJM,
36-42, attractive, fit, non-
smoker. #23304

Attractive, sincere, honest,
fun-loving SWF, 27, 5'4",
brown/blue. Enjoys movies,
the shore, some sports, get-
away weekends, appreciate
quiet evenings at home.
Seeking SWM, 25-35, good
communicator, similar inter-
ests, for relationship. #23118

Born again Christian DWF,
very attractive, tall, slim,
blonde with MBA. Looking for
tall, handsome WCPM, 37-
48, with Godly and traditional
values. #23270

DWF, 38, 5'2", green eyed
blonde, very attractive, n/a,
educated. Looking for my
"total package", beauty,
brains and personality, for
long term relationship.
#23282

Energetic DWCF, 45, but
looks 35, very pretty (really!),
slim, vivacious, educated,
articulate, upbeat, romantic,
nonsmoker. ISO DWCPM,
40-50, attractive, fit, educat-
ed, outgoing, sincere, non-
smoker. #23248

Fun loving, very attractive
DWF, 30, into sports, skiing,
romantic dinners and getting
together with good friends.
ISO good looking SWM, 29-
38, with similar interests, who
can make me laugh. #23284

Good person, no children,
never married, pretty SWF,
30s, petite, reddish
brown/brown. Seeking SWM,
29-38, emotionally secure,
unselfish, mature enough to
deal with commitment, capa-
ble of respecting another
human being. #23236

Health professional, SWF, 50
ish, 5'4", 120 lbs., trim, slim,
upbeat. Enjoys theater, din-
ing, dancing, etc. You
neededly attractive SWM,
5'9". Must have sense of
humor, be stable, normal, 50-
60, similar interests. #23249

Honest SWF, 15, with good
personality, enjoys line danc-
ing, movies, dining and
watching football. Seeking
honest SWM, 37-39, for seri-
ous relationship. #23288

Hugs, smiles, conversation,
best friend sought by special
SWF, 47, who's self-reliant,
smart, sensible and child-
free. Seeking tall, unattached
Gentleman, mid 40s to 50s,
nonsmoker, who values hon-
esty, caring, sincerity, diver-
sity and commitment. #23117

Intermediate female snow
skier seeks green/blue down-
hill or cross country, non-
smoking Male skier, 50+, also
interested in dancing, com-
puters, movies, and has a
conservative background.
#23119

You might find
someone else who
likes bananas,
pickles and mayo
on rye!

(Are we talking exclamation or what!)



AUDIOINTERVIEW

Learn more about someone before you meet

Loving, sensitive DWPF, 43,
Catholic, joyful, ISO emotion-
ally secure DWPM, Catholic,
educated, sensitive, up to 52
years. Hunterdon County
#23301

Petite, attractive, fit, profes-
sional DWPF, 37, reddish
brown/brown, no children.
ISO good Man, SWM, 35-42,
nonsmoker, who enjoys work-
ing out, dining, culture, laugh-
ing and having fun. #23280

Pretty DWF, 44, 5'5", medium
build, blonde, secretary, intel-
ligent, caring, good values.
Seeking strong, sensitive
Man, 44-54, with average
plus looks, for possible rela-
tionship. Smoker. OK
Somerset County. #23295

Pretty, outgoing SWF, 24, 5'2",
130 lbs. Seeking honest,
good looking SWM, 24-30,
who's into good times and
fun. Friends first. Must like
children. #23307

Unique, eclectic, multi-
faceted, independent SWPF,
52, nonsmoker, nondrinker,
positive attitude, humor and
integrity balanced, loves life,
kids, pets, nature, camping,
traveling, reading, writing,
talking. Seeks second half life
partner. #23297

Vivacious SWF, 5'2", 106
lbs., mid 40s, honest, fun,
genuine, caring, affectionate.
Loves to laugh and travel.
Seeks professional WM, suc-
cessful, fun loving, generous,
kind, compassionate. Boasting
a plus. #23287

WWWF, attractive, sincere,
ISO intelligent, financially
secure, nonsmoking, 5'10",
60-72, White Gentleman, to
share a fulfilling lifestyle and
friendship. Morris County
#23279

**RESPOND TO YOUR
FAVORITE AD TODAY!**

Young, petite, energetic
teacher, 28, searching for a
marriage-minded Man with
traditional values. #23293

MEN SEEKING WOMEN

50 years old, DWPM, enjoys
all traditional things, always
looking for new adventures.
Seeks Female, 35+, for casu-
al dating. #23312

Affirmative DWM, 46, 5'10",
175 lbs. Seeking pretty, affec-
tionate Female, 35-55, with
caring personality. #23302

Amorous, warm, sincere
WWWPM, 51, 5'11", 175 lbs.,
n/a, brown/blue. ISO 46+,
medium build Lady, 5'6", for
dating, sharing, future.
#23245

Attractive SWM, 33, 5'10",
175, intelligent, creative, sec-
ond shift worker, seeks
Female for possible relation-
ship. #23252

Attractive, Oriental or
Hispanic Woman, 25-35,
sought by SWM, honest, sin-
cere, hardworking, physically
fit. Seeks one on one rela-
tionship. #23253

Attractive Italian SWM, 25,
5'10", nonsmoker, nondrinker,
enjoys sports, music, and
more. Seeks SWF, 19+,
who's fun, romantic, with sim-
ilar interests for long term
relationship. #23243

Attractive, diverse SWPM, 29,
easygoing, enjoys NYC, the
shore, movies, getaway
weekends. ISO SWPF, 22-32,
who has the same above
qualities and interests.
#23250

Attractive, rugged SWM, 35,
intelligent and interesting.
Seeks an old fashioned SWF,
23-32, who values honesty
and communication, for long
term relationship. #23286

Attractive, athletic SWM,
seeking attractive SF, 21-30,
to have fun and, hopefully, a
serious relationship. Must be
fit and sincere. #28289

Attractive SWM, 24, 6',
brown/brown, smoker with
unique personality and
diverse interests in art, music
and nature. ISO smart,
uncommon SWF, 19-24, for a
long term relationship. No
drugs. #23278

Attractive, bright, Union
County DWPM, 46, 5'7", trim,
personable, passionate.
Enjoys dancing, movies and
hiking. ISO attractive, non-
smoking Female, 36-45, who
is warm, easygoing and
upbeat. #23314

Bam Bam looking for
Pebbles. Average looking,
fun, outgoing BM, 21, looking
for adventurous WF who likes
eating, walks on sandy
beaches, bowling, golf, tennis
and star gazing. #23309

Be my valentine DWM, 36,
6'2", nonsmoker, good look-
ing, fit, family-oriented, edu-
cated, Dutch/Norwegian
descent, enjoys Jersey shore,
romance, outdoors and
movies. ISO B/DWF, 27-35,
warm, charming, honest and
affectionate. #23303

Be my valentine! SWPM, 35,
5'9", 175, attractive, degreeed,
values, romantic,
respectable, sincere. Seeking
Lady, 18-40, shapely, attrac-
tive, plump ok, for loving ten-
der care and romance.
#23305

Catholic SWM, 50 plus, n/a,
n/d, health conscious, ISO
honest, open, sincere, prac-
ticing Catholic Woman, 30-
40, with like qualities, for
long term relationship.
#23235

DWJM, successful, normal
type Guy, 54, but looks and
acts younger. Looking for an
attractive, n/a, outgoing Lady,
5'5" or shorter, 45-50, to help
share the good life with him.
#23277

DWM, mid 50s, gray/blue,
tall, trim, looking for caring,
considerate D/WWWF, who
enjoys outdoors, will ski and
bike in exchange for theater,
dancing, and dining. Possible
long term relationship.
#23298

DWPM, Man of compliance
and devotion, gentle, laid
back, unselfish, seeking PF,
assertive, strong willed, cre-
ative, enterprising, for a com-
mitted relationship. Place
unimportant. #23291

Fantastic body! Upbeat per-
sonality, successful SWPM,
39, athletic, fit, handsome,
n/a, caring, romantic, respect-
ful, affectionate, intelligent,
funny, understanding. Seeks
slender, honest, pretty, affec-
tionate WF, 25-35, n/a.
#23289

14 What to do

Weekend Plus, February 21-23

MUSEUMS

THE ART MUSEUM

Princeton University
(909) 258-3788
Open Tuesday-Sunday; call for each day's hours. Tours of the collection 2 p.m. Saturday. Free admission.
• "The Olmec World: Ritual and Rulership," to Feb. 26.

BUNKER HILL ENVIRONMENTAL CENTER

287 Bunker Hill Rd.
Oradell
(908) 281-5431
1-5 p.m. the first Sunday of each month.

DRAKE HOUSE MUSEUM

802 West Front St., Plainfield
(908) 755-5831
Colonial home built in 1746 and chronicling New Jersey history from before independence to after the Civil War. 2-4 p.m. Sunday. Free admission for members. Non-member admission: adults \$1, children free.
• "History in the Making: Honoring Achievement in Plainfield," to March 31.

DUKE GARDENS

Route 206, Hillsborough
(908) 722-3700
Gardens open noon-4 p.m. every day to May 31. Adults \$5, senior citizens and children \$2.50; wear comfortable walking shoes. Reservations required. Cameras not permitted.

EAST JERSEY OLDE TOWNE

Johnson Park
River Rd., Piscataway
(908) 463-9077
Village composed of relocated 18th century structures set near the headquarters of the county park police. No tours offered at present. Gift shop closed until further notice.

ENVIRONMENTAL EDUCATION CENTER

190 Lord Stirling Rd.
Basking Ridge
(908) 766-2489
9 a.m.-4:30 p.m. every day. Free admission.
• "Nature Through a Child's Eyes," to March 17.

POSTERFIELDS

Kahena Rd., Morristown
(201) 326-7645
Historical farm showing how life was at the turn of the century. Open 1-4 p.m. Saturday (weather permitting) to Feb. 24. Free admission.

GREAT SWAMP OUTDOOR EDUCATION CENTER

247 Southern Blvd., Chatham
(201) 636-6629
9 a.m.-4:30 p.m. every day. Registration required for programs.
• Watercolor workshop, 9 a.m. Feb. 24.
• How maple sugar is gathered, 2 p.m. Feb. 24, 25.
• Walk in the swamp, 1 p.m. March 2.
• Open house, 1-4 p.m. March 2.
• "Magnify the Natural World," 10 a.m. Feb. 23.
• Photographs by Harriet Kalem, to March 1.

LIBERTY SCIENCE CENTER

N.J. Turnpike Exit 14B
Jersey City
(201) 200-1000
"Where Science - Fun" 9:30 a.m.-5:30 p.m. Tuesday-Sunday. Science Center. Adults \$9, senior citizens and students \$6, children 2-12 \$6, children under 2 free. Omni Theater. Adults \$7, senior citizens and students \$6, children 12 under \$5. Combination: adults \$13, senior citizens and students \$11, children 2-12 \$9, children under 2 \$5.
• "Leap Into Astronomy," Feb. 24.
• "Monsters of the Deep," to March 17.
• "Black Achievers in Science," to April 12.
• "Balancing Acts," to April 28.
• "Special Effects: The Science Behind the Magic," to May.

MACGILLICHOUGH HALL

48 Macgillichough Ave.
Morristown
(201) 836-2404
Gardens open until dusk every day. Museum open 1-4 p.m. Thursday and Sunday. Adults \$3, senior citizens and students \$2.
• "Thomas Nast and the Glorious Cause," to May 5.
• "Undley Hoffman Miller: A Noble Cause and Tragic Ending," to May 19.

MIDDLESEX COUNTY MUSEUM

Cornelius Law House
1225 River Rd., Piscataway
(908) 745-4177
Closed for renovations.

MILLER-CORY HOUSE

614 Mountain Ave., Westfield
(908) 232-1776
Built on the West Fields of Elizabethtown in

the 17th century. 2-5 p.m. Sunday. Adults \$2, children 6-over 50 cents, children under 6 free.

MONMOUTH COUNTY HISTORICAL SOCIETY

70 Court St., Freehold
(908) 462-1468
10 a.m.-4 p.m. Tuesday-Saturday, 1-4 p.m. Sunday. Free for members. Non-member admission: adults \$2, senior citizens \$1.50, children 6-18 \$1, children under 6 free.
• "Summer at the Shore," Freehold Gallery, to March 17.

MONMOUTH MUSEUM

Route 520, Lincoln
(908) 747-2268
10 a.m.-4:30 p.m. Tuesday-Saturday, 1-5 p.m. Sunday. Adults \$3, senior citizens and students \$2.50.
• Monmouth County Arts Council joint show, to Feb. 25.

MONTCLAIR ART MUSEUM

3 South Mountain Ave.
Montclair
(201) 746-5555
11 a.m.-5 p.m. Tuesday, Wednesday, Friday, Saturday; 1-5 p.m. Thursday, Sunday. Free admission for members. Non-member admission: adults \$4, senior citizens and students \$3, children under 12 free. Free admission for all Saturday until 2 p.m.
• James Lane Bear Revoy on the Lenape Indians, 3 p.m. March 3.
• "Framing the Future" in recent acquisitions, to March 17.
• "Public Monuments: New Jersey's Outdoor Sculpture," to March 31. Related symposium March 2, registration required.
• "Laws Dotted: Silence and Shadows," to May 12.
• "Kachina Dolls: Sculpture of the Spirits," to May 19.
• "Lynch Fragments" by Melvin Edwards, to May 26. Gallery talk by the artist 3 p.m. Feb. 25.
• "Spatial Matters" in sculpture, to Aug. 4.

MORRIS MUSEUM
6 Normandy Heights Rd.
Morristown
(201) 838-0454
Free admission for members. Non-member admission: adults \$4, senior citizens and students \$2. Free admission for all Thursday after 1 p.m. Call for each day's hours.
• Teapots from the Norwich Castle Museum, to March 17.
• "These Are a Few of My Favorite Things," to April 28.

MUSEUM AT NEW HAMPTON

57 Musconetcong River Rd.
Hampton
(908) 637-6464
9:30 a.m.-5 p.m. Tuesday, Thursday; 1-5 p.m. Saturday.
• Dolls from the collections of Maria and Renee Sakoe, to March 28.

MUSEUM OF EARLY TRADES AND CRAFTS

Route 124, Madison
(201) 377-2082
Showing the role of crafts people in the 18th and 19th centuries. 10 a.m.-4 p.m. Tuesday-Saturday, 2-5 p.m. Sunday to Feb. 29. Closed for renovations beginning March 1. Free admission for members. Non-member admission: adults \$2, children \$1.
• Personal collections, to Feb. 29.

N.J. HISTORICAL SOCIETY

230 Broadway, Newark
(201) 483-3939
10 a.m.-4 p.m. Tuesday-Friday, plus the first and third Saturday of each month. Free admission.
• Moving through Memory: Caribbean Folk Arts in New Jersey, to April.
• Personal collections, to Feb. 29.

N.J. HISTORICAL SOCIETY

230 Broadway, Newark
(201) 483-3939
10 a.m.-4 p.m. Tuesday-Friday, plus the first and third Saturday of each month. Free admission.
• Moving through Memory: Caribbean Folk Arts in New Jersey, to April.
• Personal collections, to Feb. 29.

NEW JERSEY MUSEUM OF AGRICULTURE

Cook College
Route 1, New Brunswick
(908) 249-2077
10 a.m.-5 p.m. Wednesday-Saturday, noon-5 p.m. Sunday. Free admission for members. Non-member admission: adults \$3, senior citizens \$2, children 5 and older \$1.

NEW JERSEY STATE MUSEUM

205 West State St., Trenton
(609) 292-6464
9 a.m.-4:45 p.m. Tuesday-Saturday, noon-5 p.m. Sunday. Free admission.
• Hallelujah Kids Family Day, March 1. Admission \$3.
• Works by Gerald Wolfe, to March 24.
• Joe (Newstreet) retrospective, to April 7.
• Fulper pottery and watercolors by John O.W. Kugler, to June 30.
• "The Last Dinosaurs," to July 13.
• Works by African-American artists, to February 1997.

NEWARK MUSEUM

49 Washington St., Newark
(201) 506-6550
Largest museum in the Garden State. Noon-5 p.m. Wednesday-Sunday. Free admission.
• "Art Together" for parent and child (3-7), Feb. 24, 25.
• "Mini-Zoo Matters," 1 p.m. Feb. 24, 25.
• "Abbe Wilson the 'Urban Griot,'" 2 p.m. Feb. 24.
• "Papa Susso (griot and kora musician), 3 p.m. Feb. 25.
• "Fathers in Prison" (discussion), 5:30 p.m. Feb. 28.
• "Romare Bearden-Inspired Collage" for children, to Feb. 23.
• "Contemporary Medallion Sculpture," to Feb. 25.
• "Project 5: Pepon Osorio - A Badge of Honor," to March 10.
• "African Design: Hens to the Trans-Saharan Trade," to June.
• "Cooking for the Gods" in Bengal, to June 30.
• Religious themes in the art of Coptic Egypt, to December.
• "Explore Korea: A Visit to Grandfather's House," to January 1997.

TRAILSIDE NATURE AND SCIENCE CENTER

452 New Providence Rd.
Mountainside
(908) 789-3670
• "Winter Wonders," 1:45 p.m. Feb. 25. Adults \$3, senior citizens \$2.55; children under 6 not admitted.
• "Rodney the Rocket," 3 p.m. Feb. 25. Adults \$3, senior citizens \$2.55; children under 4 not admitted.
• "Laser Cadence," 4 p.m. Feb. 25. Adults \$3.25, senior citizens \$2.75; children under 10 not admitted.

• "Papa Susso (griot and kora musician), 3 p.m. Feb. 25.
• "Fathers in Prison" (discussion), 5:30 p.m. Feb. 28.
• "Romare Bearden-Inspired Collage" for children, to Feb. 23.
• "Contemporary Medallion Sculpture," to Feb. 25.
• "Project 5: Pepon Osorio - A Badge of Honor," to March 10.
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NORTH PLAINFIELD EXEMPT FIRE MUSEUM

300 Somerset St.
North Plainfield
(908) 757-5720
History of the North Plainfield and Plainfield fire departments, plus antique fire apparatus from the mid-19th century. 10 a.m.-3 p.m. Sunday, by appointment other days. Donation.

RUTGERS GEOLOGY MUSEUM

Rutgers University
Geology Hall, New Brunswick
(908) 932-7243
1-4 p.m. Monday, 9 a.m.-noon Tuesday-Friday. Enter via university's main gate on George Street. Free admission.
• Meteorites, to March.

TRAILSIDE NATURE AND SCIENCE CENTER

452 New Providence Rd.
Mountainside
(908) 789-3670
1-5 p.m. every day. Registration required for programs.
• "A 'Winter Wonderland' hike, 10 a.m. Feb. 23. Cost \$7 per family.
• Astronomy Sunday, Feb. 25. Admission \$1.

WALLACE HOUSE & OLD DUTCH PARSONAGE

38 Washington Pl., Somerville
(908) 725-1015
George Washington's headquarters when he was stationed in Somerville in 1778. 10 a.m.-noon and 1-5 p.m. Wednesday-Saturday, 1-5 p.m. Sunday. Free admission.

JANE VOORHEES ZIMMERLI ART MUSEUM

Hamilton St., New Brunswick
(908) 932-7237
10 a.m.-4:30 p.m. Tuesday-Friday; noon-5 p.m. Saturday, Sunday. Free admission. Registration required for programs.
• Nonconformist art from the former Soviet Union, to March 3. Related symposium Feb. 24 (see Happenings listings).
• Original illustrations for children's literature, to March 3.
• "Prints and Processes" from the Rutgers Archives for Printmaking, to March 3.
• "Flora and Fauna" in Western art, to May 26.



Planetariums

DREYFUSS PLANETARIUM

Newark Museum
40 Washington St., Newark
(201) 506-6011
Adults \$2, senior citizens and children under 12 \$1.
• "Mother Earth/Father Sky," 1 and 3 p.m. Feb. 24, 25; also 2 p.m. Wednesday-Friday to Feb. 29. Children under 6 not admitted.
• "Galaxies," 2 and 4 p.m. Feb. 24, 25. Children under 10 not admitted.

NEW JERSEY STATE MUSEUM

205 West State St., Trenton
(609) 292-6464
Adults \$1, children under 2 free.
• "Follow the Drinking Gourd," 1 and 3 p.m. Feb. 24, 25.
• "Just Imagine," 2 p.m. Saturday and Sunday to March 31. Children under 4 not admitted.
• "Our Place in Space," 1 and 3 p.m. Saturday and Sunday, March 2-11.

RAINY VALLEY COMMUNITY COLLEGE

Route 28, North Branch
(908) 231-8805
• "Follow the Drinking Gourd," 1:30 and 3 p.m. Feb. 24. Admission \$4.50; group rates available.
• "Rock of Ages," Feb. 23, 24. Adults \$6.50. RVCC students \$5; call for showtimes.

Leon's Catering Service

135 Somerset Street, North Plainfield, NJ 07060

(908) 757-5473 • 757-9110 • Fax 757-9118

(1/4 mile for Rt. 22 East) 8AM-6:30PM Daily

NOTICE

DUE TO POPULAR REQUEST YOU CAN PICK UP DINNER FOR TWO OR MORE PEOPLE - JUST HEAT & SERVE

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• House Parties • Office Parties • Receptions
• Hawaiian Luau • Cocktail Parties • Weddings • Banquets

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Chicken Francisee with Rice Pilaf	Dinner for 2-3 people only	\$10.00
Meat Loaf with Mashed Potatoes and Mixed Vegetables	Dinner for 2-3 people only	\$9.00
Roast Turkey with Stuffing and Sweet Potatoes	Dinner for 2-3 people only	\$9.00
Pasta - Chicken, Shrimp, Clams, Sausage		
Mussels, Spanish Rice	Dinner for 2-3 people only	\$13.00
BBQ Pork Spare Ribs over Rice	Dinner for 2 people only	\$12.00
Delicious Beef Stew with Potatoes		
Vegetables, Egg Noodles	Dinner for 2 people only	\$8.00
Italian Sausage, Meat Balls, Ziti, Onions & Peppers	Dinner for 2-3 people only	\$8.00
Baked Virginia Ham with Raisin Sauce		
Peaches, Sweet Potatoes	Dinner for 2-3 people only	\$8.00
Swedish Meat Balls with Rice	Dinner for 2 people only	\$7.00
Prime Rib with Mashed Potatoes	Dinner for 2 people only	\$14.00
Veal Cutlet with Spaghetti	Dinner for 2 people only	\$14.00
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RANDALL MILLER/WEKEND PLUS

Get away from it all at the homey Roost

BY PHYLLIS RECKEL

Weekend Plus culinary correspondent

There is a charming retreat nestled behind the Main Street of Chester, a comfortable place to enjoy an exotic yet downhome meal.

The Roost, once truly a home for chickens, now is reminiscent of a huge farm kitchen with red tile floor, an eclectic assortment of antiques, old-fashioned kitchen gadgets, dried herbs hanging from the rafters, and an array of jelly and relish jars.

It's the perfect refuge for a weekend dinner, where the food is hearty, yet surprisingly romantic. The soups on the menu are baked French onion (\$2.95) and home-made lobster bisque (\$4.50), a sweet, creamy soup filled with lots of lobster. The soup du jour (\$2.95) was carrot/fennel, a light, well-blended delight.

There are just a few appetizers: mozzarella and spinach (\$5.95), shrimp tortillas with mild sauce (\$7.95), the special hot antipasto (\$8.50) and our choices, lobster stuffed mushrooms (\$7.95), a creamy treat with lobster, and spicy black bean potato skins (\$5.95), a deliciously novel way to serve an old favorite.

Pot pies are a specialty of the house: chicken, beef and stout, and veggie (\$12.95), Manhattan fish pie and smoked fish pie, (\$13.95) and fresh oyster pie (\$14.95). We sampled the latter and it was a sophisticated surprise with lots of luscious lobster in a creamy sauce, topped not with a soggy baked-on crust, but with a huge, incredibly flaky biscuit atop a ramekin. There are several pasta dishes available (\$13.95-\$15.95)

with all sorts of fresh vegetable combinations, including fresh broccoli, asparagus, portabella mushrooms plus shrimp, and chicken plus a marsala and a vodka sauce.

Another house special are "melts": seafood (\$13.95), pesto, tomato and mozzarella (\$12.95) and our choice, sausage and eggplant Roosty (\$13.50), a delicious delight of chunks of sausage, eggplant and tomatoes bound together with melted cheese atop homemade focaccia. It's pizza-like, but heartier, a most interesting fare that requires a knife and fork.

Both our dishes were served with a house salad, a tasty, unusual combination of lettuce, three beans, and sprouts with a dill dressing. We added the "hot crusty garlic bread" (\$1.75) and found it really was a crusty French bread treat. The menu includes steak, Diane or pan fried with onions (\$18.95), twin pork chops (\$14.94) and chicken breast with Caesar salad and focaccia (\$12.95). The specials added shrimp with linguine (\$14.95), pork merengo (\$14.50), chicken with portabella mushrooms and roasted peppers (\$15.95), and a vegetable paella (\$10.95) we saw served at a neighboring table and made a mental note to try the next time we came.

Diners are allowed a tour of the dessert case, which includes a myriad of mouth-watering choices: layer cakes with apricots, oranges and clotted cream, or strawberries and custard, chocolate/raspberry cake, chocolate chocolate crunch with nuts, berries and brandy, Caribbean banana pie with raisins and syrup, apple caramel cake (a warm caramel sauce melted over apple

cobbler served with fresh cream, mmm, mmm) and lots more.

A BYOB place, The Roost offers lemonade (\$1.75), Perrier \$2, soda (\$1.50) and ice tea of various flavors, changing each day. Our tea was a perfume sweet mix of cranberry and black currant.

What is unusual about the fare at The Roost is its heartiness and hearth-type recipes, but everything is elegantly presented with the most unpretentious garnishes. It's a genteel way to dine in an informal manner, a nice retreat after a busy week since dinner is served only Thursday-Saturday.

The lunch menu includes soup, a variety of pot pies, melts, salad, interesting sandwiches and desserts.

Chef/owner Carrie Tennick (a former Manhattan singer who had owned a band and production company, plus a poet, musician and author) also owns the place next door, a former farmhouse, now Sally Lann's Tea Room and Antiques (15 Perry St.), serving light fare, desserts and High Tea (10:30 a.m. 5:30 p.m.) at small tables covered with lace cloths, a very English-type respite.

Ms. Tennick has a way with decorating, with providing atmosphere, and most especially with presenting meals as beautiful as they are tasty.

The Roost, 44 Main St., Chester; (908) 879-8820. Open 11 a.m.-3 p.m. Tuesday-Saturday, 5:30-9:30 p.m. Thursday-Saturday, Sunday brunch menu 10:30 a.m.-4:30 p.m. BYOB. Catering, private parties, take-out, delivery available. Visa, American Express, MasterCard accepted.

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- Flounder Florentine 9⁹⁵
- Veal Saltimboca 11⁹⁵
- Chicken Alfredo 9⁹⁵

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tax included

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Meals to Go

Menu for the Week of February 26, 1996

- Mon. Chicken Lyonesse (or)
Baked Cod
- Tues. Stuffed Cabbage (or)
Fettuccini Alfredo
- Wed. Meatloaf and Mashed Potatoes (or)
Grilled Gingered Salmon
- Thurs. Veal w/Peppers, Tomatoes & Onions (or)
Hoisin Shrimp
- Fri. Mac-n-Cheese w/Grilled Beef Sausage (or)
Veggie Stuffed Peppers

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Feb. 23rd

Gary Ross Trio

March 1st

Chet Varner

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Brooklyn
Bridge

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"SIXTEEN CANDLES"
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1st Show 4:30
2nd Show 7:30

SATURDAY MARCH 31

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NIGHT



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Sunday 11:30am-9pm
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COSTA DEL SOL

800 W. UNION AVE.
BOUND BROOK, 1-800-274-5805

Open Tues-Fri Lunch 11:30-2:30, Tues-Thurs Dinner 5:00-11, Fri & Sat Dinner 5:00-11, Sun dinner 4-9. Closed Mon. Monday dance classes private & semi-private groups 12-7pm. Call for information. Visa, MC, Amex, Discover, Diners.

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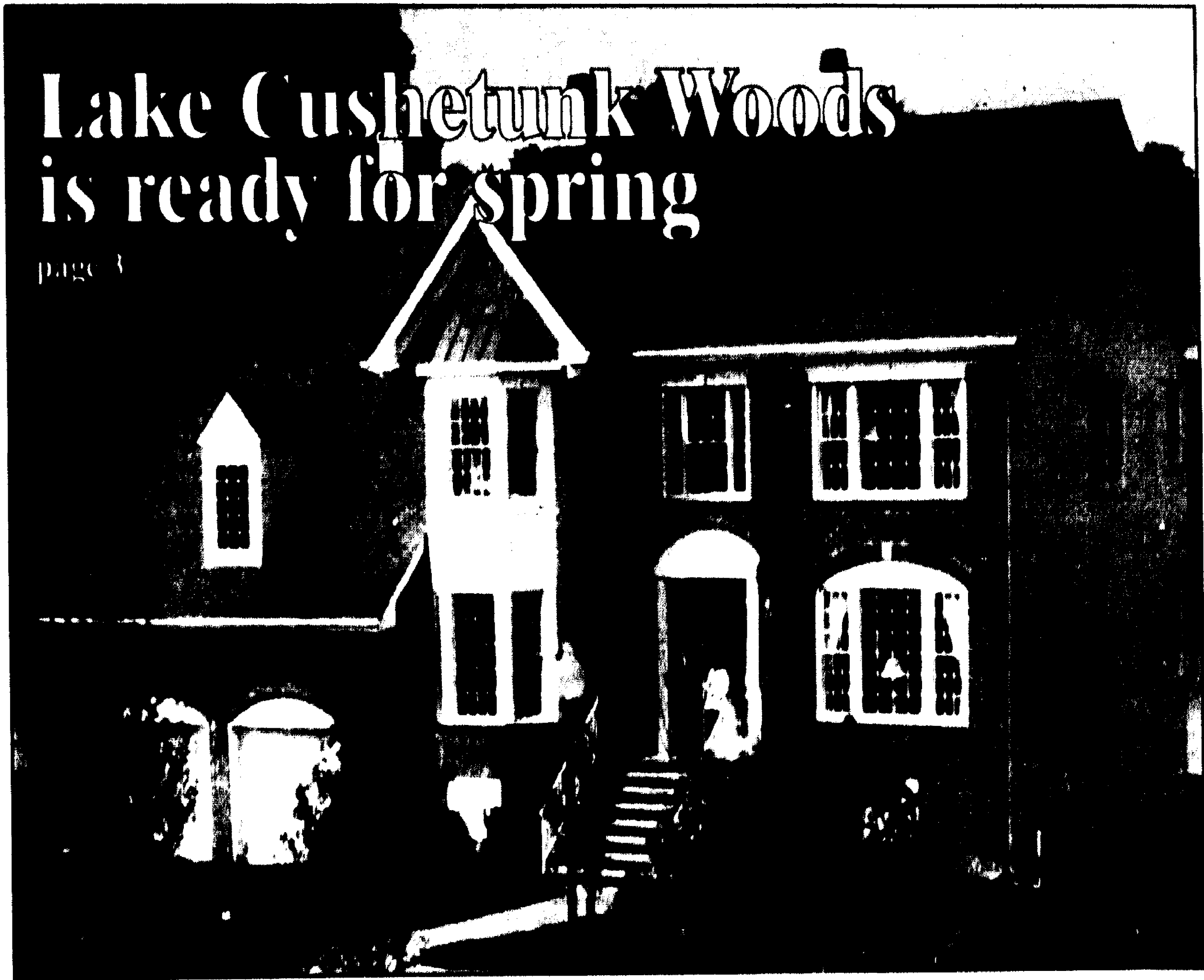
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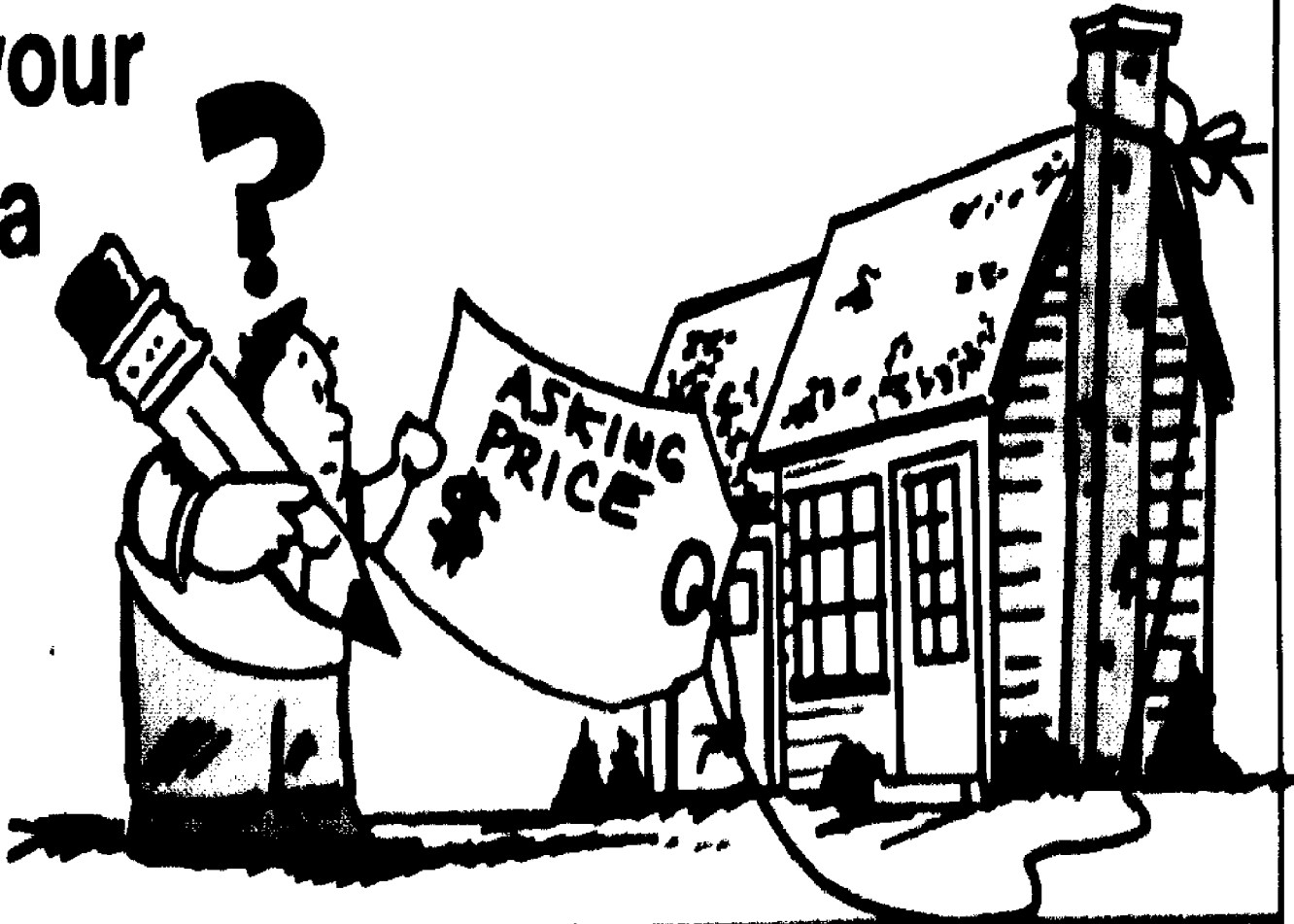
Lake Cushetunk Woods is ready for spring

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Pricing your home is a tough decision

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Pricing your home for the market is a tough decision

One of the most difficult decisions in selling a home is determining the proper asking price. A number of factors should be considered to arrive at a realistic price attractive to prospective buyers, yet fair to the seller, according to Joe Gorsky, President of ERA Van Syckel Realty in Bound Brook.

"In most cases, a fair price is essential for attracting buyers, especially in the winter months when fewer consumers are shopping for homes," Mr. Gorsky said. "One of the primary considerations in setting an asking price is the selling prices of comparable homes sold in the same or similar neighborhoods. The listing agent should provide the seller with a competitive market analysis containing this information to begin the process of determining the asking price."

Information on asking and selling prices

Cover Story

can come from a variety of sources, including multiple listing services, tax records, broker records and even housing directories for a particular community.

In determining a competitive price, agents should consider local market conditions, such as the average days on market for homes in the area, local demand and current mortgage interest rates. The financial history of the house also will play a role in determining the asking price. According to Mr. Gorsky, important factors include:

• original cost of construction;

- most recent purchase price;
- assessed value at time of purchase;
- recent tax evaluation;
- replacement cost of house;
- value of land, without improvements;
- the amount invested in improvements to the property.

"The seller can be of great assistance by providing the listing agent with a documented history of improvements to the property," Mr. Gorsky said. "This will help support the asking price they select."

Other factors considered in setting an asking price are based on the needs of the seller:

- How quickly does the house need to sell?
- Is a sale needed to finance the purchase of another home?
- Are two mortgages being paid off?

- Is the house being sold for an estate?
- Can the seller afford to hold out for an above-average price?
- Is the seller interested in providing self-financing?

Experience and common sense also are used to modify the proposed asking price. For instance, a location on a busy street may reduce the value of a home. A magnificent view will increase the value of some properties. Proximity to, and ease of access to shopping, schools, churches and recreational facilities also may have a dollar value to some buyers. Naturally, condition and appearance of the property will influence the suggested asking price.

"Asking prices should not be pulled out of thin air," Mr. Gorsky said. "The goal is to set a price that is satisfactory to both buyer and the seller, and ultimately results in a quick sale."

RE/MAX Bridgewater associates become 'Miracle Agents' for pediatric patients

Two associates from RE/MAX Preferred Professionals in Bridgewater are participating in a unique program, "Miracle Home," which benefits the NJ/NY Metro Children's Miracle Network (CMN) and its affiliated hospitals, Children's Specialized Hospital in Mountainside and Toms River, Children's Hospital of New Jersey in Newark and the Children's Aid Society in New York.

Associate brokers Pat Kelly and Claudia Elliott are each contributing a portion of their income from the sale of every home to the NJ/

NY Metro Children's Miracle Network.

The Miracle Home program, exclusive to RE/MAX International, began in 1991 as a vehicle for sales associates to give back to the children and families in the communities in which they live and serve. RE/MAX International has contributed more than \$7.9 million, since its partnership with CMN was established, through this and other fundraising programs.

Children's Miracle Network is an international non-profit organization, which culminates in an annual 21-hour broadcast. CMN's mission is to generate funds and awareness to benefit children and 160 associated hospitals for children in the United States, Canada and Mexico. CMN's hallmark is that 100 percent of locally generated donations stay in the community in which they were made to benefit participating hospitals. The hospitals associated with CMN treat children with all types of afflictions and render services based on need, not a family's ability to pay.



Claudia Elliott and Pat Kelly kick off their 1996 "Miracle Home" Campaign with a visit to 10-year-old Kenyah Richardson, a patient at the Children's Hospital of New Jersey in Newark.

Lake Cushetunk Woods homes attract buyers to Readington

At K. Hovnanian's Lake Cushetunk Woods, the swimming pool is in and just waiting for spring to grace rural Hunterdon County, when it will be joined by the tennis courts, playground and clubhouse, all for the private use of community residents. The dam is already restored and the water of Lake Cushetunk ripples in the breezes.

Your opportunity to share in the beauty, activities and special lifestyle at Lake Cushetunk Woods will soon also be history.

Set on prime home sites, only nine townhomes-with-garages and the final group of single-family designs remain for sale at the new community, which homebuyers have made Hunterdon County's clear sales leader.

"We're told time and again that there are no other comparable homes in this area," said Ara Hovnanian, president of K. Hovnanian. "At Lake Cushetunk Woods, we've linked our traditional value pricing with an exceptional site, modern homes evolved to suit their rustic setting and recreational and social amenities that offer each family true resort-style living. Visitors recognize that."

In little more than a year, the 182 townhomes available at the community have been whittled down to nine, and families have purchased all but the final group of homes in the executive and estate-home

neighborhoods. Even two of the community's model homes have been bought.

Lake Cushetunk Woods offers both townhomes with garages priced from \$160,000 and up, and other single-family detached designs from \$204,950 and up.

"These townhomes are large enough for younger families and have proven attractive to others moving from older houses," Mr. Hovnanian said.

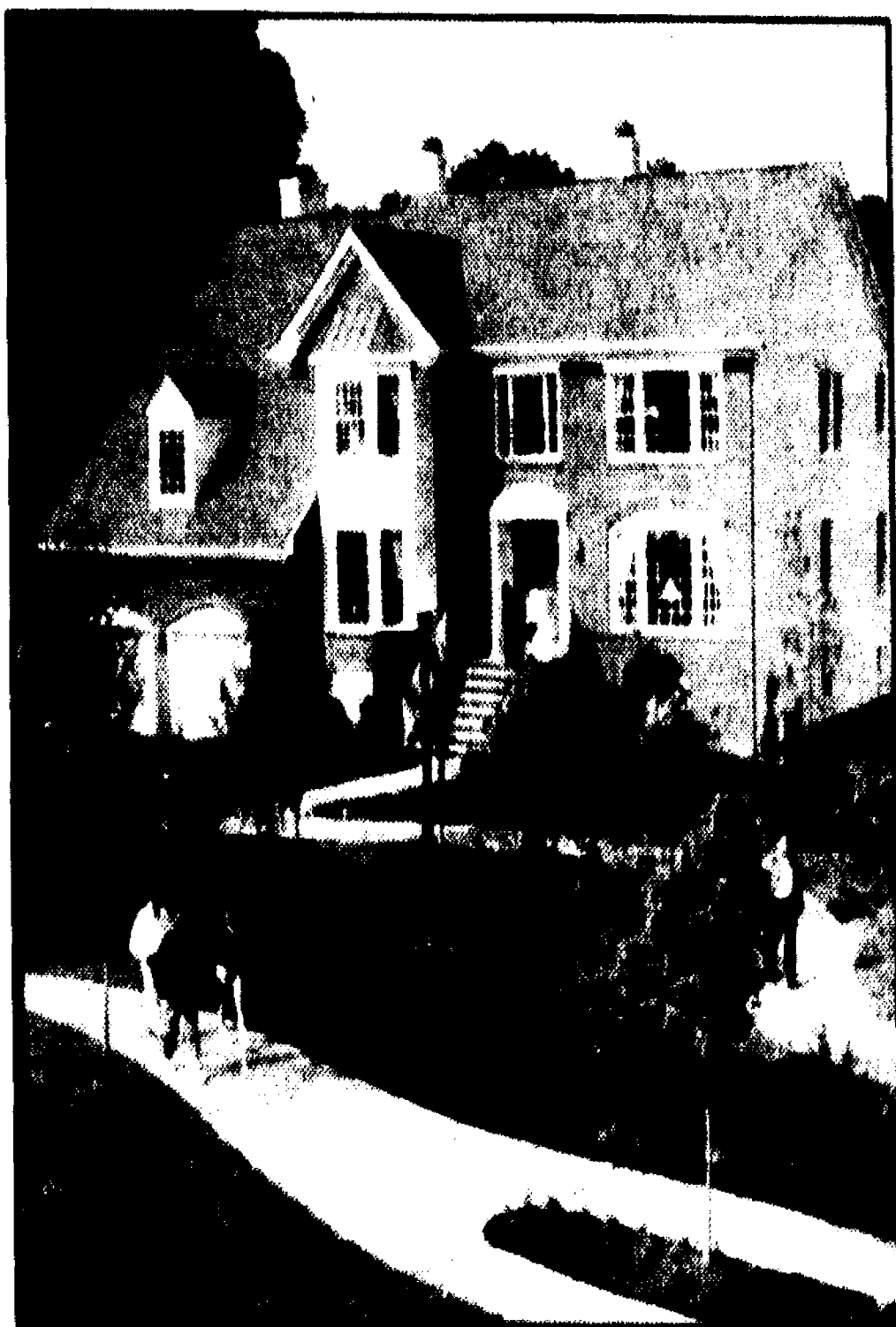
"Our designs can feature soaring vertical spaces, huge windows that bring in views, luxurious and private master suites, first-floor offices, more formal dining and living rooms plus gourmet kitchens adjacent to double-height family rooms," he said.

Lake Cushetunk Woods has attracted a following from more crowded areas to the east.

"Readington Township, with its ease of commuting, excellent school district and rural charm is a perfect place to raise a family, and this new community allows its residents to buy an exceptional lifestyle for a value price," Mr. Hovnanian said.

Lake Cushetunk Woods was crafted with a resort in mind: residents will enjoy a 40-acre lake with a private park sculpted along its shores, a gazebo and playground, a swimming pool, tennis courts, a clubhouse and acres of meadow with mountain views.

For more information on single-family homes at Lake Cushetunk Woods, call 534-0392. For information on townhomes in the development, call 534-6697.



You could be walking the sidewalks of Lake Cushetunk Woods this spring.

SOMERSET SOMERVILLE

21 MASTOGEN DRIVE SOLD TO BERIANO, MAYNOR & JUDITH FOR \$134,500 ON 10-04-95 BY BRUNN, MICHAEL & PAULA

85-87 FAIRVIEW AVE. SOLD TO ALTER NATIVE INC. FOR \$190,000 ON 10-12-95 BY LEAF INC

SOUTH BOUND BROOK

214 ELIZABETH ST. SOLD TO SARA, KETH D. FOR \$60,000 ON 08-23-95 BY SARA MARTHA C

WARREN

88 MORNING GLORY ROAD SOLD TO GREEN, SHEEN, FOR \$215,000 ON 09-05-95 BY BEST, JACOB & KELLY

18 MITCHELL AVE. SOLD TO MAUREN, WAYNE P. FOR \$274,000 ON 08-31-95 BY GANZ, ROBERT

31 LIVINGSTON AVE. SOLD TO HAMAL, HILF, MANUEL & MARIA, FOR \$300,000 ON 08-31-95 BY FERRIS, LEWIS T & FREDAC

25 LENAPE TRAIL SOLD TO BANKERS TRUST CO. FOR \$200,000 ON 09-28-95 BY SHERIFF OF MIDDLESEX

1 MANOR DRIVE SOLD TO SOLD TO CITICORP MFG. INC. FOR \$312,100 ON 10-11-95 BY SHERIFF OF SOMERSET CTY

25 LENAPE TRAIL SOLD TO BANKERS TRUST CO. FOR \$200,000 ON 09-28-95 BY SHERIFF OF MIDDLESEX CTY

289 KING GEORGE ROAD SOLD TO ATAT RESOURCE MGMT. CORP. FOR \$160,000 ON 09-27-95 BY REIS, ALBERT & NANCY

8 ARVIDALE ROAD SOLD TO BASTIAN, RAUL FOR \$135,000 ON 09-28-95 BY SEVERNS, GLENN W

13 WHISPERING WAY SOLD TO GOLD, STEIN, RONALD M. FOR \$895,000 ON 09-28-95 BY WILANT, CORP

1 MANOR DRIVE SOLD TO CITICORP MFG. INC. FOR \$312,100 ON 10-13-95 BY SHERIFF OF SOMERSET CTY

181 MOUNTAINVIEW ROAD SOLD TO MCHILTY, GREGG M & DENALISA FOR \$305,000 ON 09-27-95 BY FALZARANO, DARIENE

1 MANOR DRIVE SOLD TO CITICORP MFG. INC. FOR \$312,100 ON SHERIFF

Property Sales

OF SOMERSET CTY

37 MITCHELL AVE. SOLD TO PEARSON, JOHN A. & LYNETTE M. FOR \$185,000 ON 10-23-95 BY DELGLEIZE, CHRISTIANE

12 BIRCHMONT LANE SOLD TO HERRO, LYNN M. FOR \$275,000 ON 10-27-95 BY RICHISKI, RICHARD L. & NANCY

15 DOCK WATCH HOLLOW ROAD SOLD TO D'ANGELO, DOROTHY, FOR \$70,000 ON 10-31-95 BY DOCK WATCH QUARRY PIT INC

WATCHUNG

352 BIRLING ROAD SOLD TO SAKOWSKI, CHRISTOPHER, FOR \$150,000 ON 10-23-95 BY BURDICK, ABRAHAM A. & ZELDA

80 BAYBERRY LANE SOLD TO MAJOR, TIMOTHY G. & DENISE L. FOR \$285,000 ON 09-08-95 BY FAUST, RICHARD F. & JOAN A

89 STANIE BRAE DRIVE SOLD TO REAGAN, BRIAN, FOR \$315,000 ON 09-19-95 BY PIERSON, NANCY LEE

108 BROOKDALE ROAD SOLD TO O'BRIEN, ROBERT T. & ELLEN F. FOR \$182,000 ON 09-19-95 BY REAGAN, BRIAN P

418 RIDGE ROAD SOLD TO COCHRANE, JAMES I. & DONNA H. FOR \$530,000 ON 09-15-95 BY HENRY, TIMOTHY G

87 KNOWLEDGE DRIVE SOLD TO PATEL, RAJNIKANT & DAKSHA FOR \$280,000 ON 09-28-95 BY JABLON, MITCHELL & RAFFILE

121 OLD SOMERSET ROAD SOLD TO PERONE, FRED N. & ANNE M. FOR \$310,000 ON 09-27-95 BY PERONE, FRED N. & ANNE M

11 FOXMONT ROAD SOLD TO IAN NIELLO, JOYCE L. FOR \$187,000 ON 09-28-95 BY FED. HOME LOAN MFG. CORP

25 STONEGATE DRIVE SOLD TO LEBONAT, GLORIA, FOR \$319,900 ON 10-12-95 BY GAVIN, WILLIAM A. & EILEEN

CENTRAL JERSEY MORTGAGE RATES

Lender, City, Phone	APP FEE	30 YR FIXED			15 YR FIXED			OTHER				
		RATE	PTS	APR	RATE	PTS	APR	RATE	PTS	APR		
Amboy National Bank, Old Bridge	600-942-8200	200	6.75	3.00	7.10	6.00	3.00	6.65	4.00	2.50	7.32	A
Axa Fed'l Sav Bk, Wobrdg Tnshp	600-400-7200	350	6.65	3.00	6.92	6.68	0.00	6.68	6.68	1.00	7.26	H
Capital Financial Corp, Bernards	600-224-4848	300	7.25	0.00	7.30	6.68	0.00	6.68	6.68	0.00	6.68	O
Center Federal Savings, Trenton	600-882-8244	375	6.75	3.00	7.06	6.25	3.00	6.75	7.00	3.00	7.32	B
Charter Fed'l Savings, Randolph	301-206-8000	395	6.65	3.00	6.92	6.25	3.00	6.72	6.00	3.00	7.26	O
Chatham Savings	600-678-8800	300	6.50	3.50	6.85	6.68	3.50	6.43	6.25	2.00	6.44	C
Corestates Mortgage Services	600-900-3888	325	6.55	3.00	6.90	6.99	3.00	6.64	4.25	3.25	6.12	A
First Advantage Mtgs, Raritan	600-878-0400	295	6.65	3.00	6.95	6.00	3.00	6.40	7.00	3.00	7.32	B
First Savings Bank BLA, Edison	600-226-4400	850	7.38	0.00	7.38	6.75	0.00	6.75	6.50	0.00	7.17	C
First United Mortgage Co	600-347-6777	3151	6.50	2.50	6.82	6.00	2.50	6.52	4.38	1.75	6.48	A
Freedom Mortgage Corp.	600-220-6700	350	6.38	3.00	6.65	6.75	3.00	6.52	N/P	N/P	N/P	
Hudson City Savings Bank	600-640-4848	375	7.38	0.00	7.40	6.75	0.00	6.79	6.65	0.00	7.38	C
Intercounty Mortgage	600-640-6700	325	7.00	3.00	7.32	6.25	3.00	6.75	N/P	N/P	N/P	O
Ivy Mortgage Corp	600-400-8200	325	6.50	3.00	6.79	6.13	3.00	6.61	4.13	3.00	6.41	A
Kentwood Financial Services	600-300-6000	150	6.66	1.00	7.10	6.38	1.00	6.60	N/P	N/P	N/P	
Manor Mortgage	201-244-0000	125	7.38	0.00	7.38	6.50	1.00	6.68	7.75	0.00	7.75	B
Melton Bank FSB	600-287-0001	380	6.99	1.00	7.09	6.63	1.00	6.79	6.75	2.00	7.68	O
Morgan Carlton Fin'l, Matawan	600-382-6710	0	6.50	2.88	6.71	6.00	2.88	6.21	3.75	2.88	6.75	A
Natwest Home Mortgage	600-600-6701	375	6.68	2.00	7.10	6.38	2.00	6.74	6.00	2.00	N/P	A
New Century Mtgs, E. Brunswick	600-300-4000	370	7.00	1.50	7.15	6.38	1.50	6.61	6.00	1.50	6.15	A
NJ Home Funding Grp, Keyport	600-300-0000	0	6.50	3.00	6.84	6.13	3.00	6.68	4.50	3.00	4.80	A
Peapack-Gladstone Bank	600-224-6700	200	N/P	N/P	N/P	7.50	0.00	7.50	7.50	0.00	7.48	D
Source One Mtgs Svcs, Cranford	600-670-4007	300	6.65	3.00	7.01	6.00	3.00	6.61	6.65	3.00	7.22	E
Sovereign Bank-New Jersey	600-810-6700	300	7.25	0.00	7.25	6.75	0.00	6.79	6.50	0.00	6.57	C
United National Bank, Plainfield	600-420-2200	400	6.66	3.00	7.18	6.50	3.00	6.99	4.75	3.00	7.07	A
Valley National Bank, Wayne	600-622-4100	450	7.50	0.00	7.44	6.68	0.00	6.97	7.25	0.00	7.31	D
W.F.B. Mortgage, Warren	600-664-1004	0	7.15	0.00	7.15	6.75	0.00	6.75	7.50	0.00	7.50	I

(A) 1 Yr Arm (B) 30 Yr Jumbo (C) 5/1 Arm (D) 30 Yr Biweekly (E) 5/2 (F) 7/1 Arm (G) NJHMFA (H) 10/1 Arm
(I) 1 Yr Jumbo (J) 30 Yr Home Prog (K) Const Loan (L) 5 Yr Balloon (M) 3/1 Arm (N) Eq Line (O) 7/23 Balloon (P) 1% An Fred P 1A
(a) includes appraisal & credit rep (b) 150 app fee/5 yr Bal (c) pts ref at closing (d) 75 day lock (e) free first down
(f) app fee ref at closing (g) \$175 credit at closing

APP FEE single family homes APP contact lenders for calculated Annual Percentage Rates Minimum 45 60 day rate lock

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Castle Gate brings European grandeur to Watchung

Custom builder Jonathan Rocker of J. Rocker Associates, Inc., will offer elegant European style manor homes on a newly approved cul-de-sac of six estate sites in Watchung. Castle Gate at Watchung, according to marketing agents Eileen Bradbury and Paul Stillwaggon of the Watchung Office of Weichert Realtors, will bring "Old European" grandeur to the heart of the borough.

Known for its many million-dollar-plus homes, the affluent Somerset County community of Watchung is a prized place to live, desired for its semi-rural atmosphere and excellent schools.

Prices for the Castle Gate custom homes will be in the \$750,000 to \$1-million-dollar-plus range, and

**New
Homes**

buyers may expect such luxury home features as gated estate entries and front courtyards, three- or four-car garages, classic libraries, and staff quarters. True to European tradition, stone and other natural materials will be important architectural elements, used not only for their endurance and stately beauty, but also to unite the Castle Gate manor homes with their physical surroundings. Homesites average an acre-plus and are lightly wooded.

According to the Weichert agents, Castle Gate is perfectly situated in the heart of the borough where new homes are scarce and much sought after. The agents expect a strong response both from in-town buyers thinking of trading up and out-of-area buyers eager to purchase here and build from new custom plans.

For area residents, the Weichert agents said, interest in Castle Gate is heightened by the fact that the builder has a growing following locally, based on a notable collection of work in the Watchung/Warren Township/Basking Ridge area. Mr. Rocker's talent for highly original designs, interpreted with consummate craftsmanship, is seen in such recent custom homes located on Stoningham Drive in Warren Township and Sequoia Drive in Watchung. An ecologically concerned builder, Mr. Rocker emphasizes building homes in harmony with their environment and the landscape's natural aesthetics.

At Castle Gate at Watchung, each residence will be a custom



Builder Jon Rocker and Eileen Bradbury of Weichert Realtors shake hands in front of one of Mr. Rocker's custom-built homes at Castle Gate in Watchung.

ERA Real Estate introduces electronic referral network

One of the most stressful aspects for families relocating to a new community is finding a real estate specialist who can meet their needs and wants in a new home. Electronic Realty Associates (ERA Real Estate) has introduced a new relocation software program designed to make the process faster, easier and more comfortable for relocating families.

Managed through a Windows based software called the Electronic Referral Network (ERN), the system assists clients in selecting appropriate real estate and provides market and historical data and other significant information about their requested city.

Through ERN, relocating clients have access to referral office profiles, market data and historical data from communities across the country. Via the ERA member broker's computer, color photos of relocation specialists can be accessed along with their personal profiles

and specialties, including languages spoken and professional designations. Detailed maps of 25 major metropolitan areas, included in the program, are separated into suburban and regional zones which allows for easy selection of the specific areas which meet the prospect's requirements. A cross section of homes in the low, median and high price levels may be viewed to help families get acquainted with the architectural style and prices of homes common to each zone.

Another significant feature of the ERN program is the comparison Places Rated Almanac, which ranks and compares 340 major metropolitan areas in the United States. Information such as cost of living, housing, climate, education, transportation, job growth, health care costs, recreational opportunities and crime statistics may be compared among cities at the click of a button.

original. The Weichert agents have

a sampling of magnificent, European inspired home plans, which can be used as starting points for the buyer's new custom home at

Castle Gate.

For more information, call Ms. Bradbury or Mr. Stillwaggon at the Watchung office of Weichert Realtors at 561-5400.



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Broker/associate Lana Schervinsky of RE/MAX Advantage in Whitehouse attended the 1996 RE/MAX International Convention in San Diego Feb. 18-22. The convention featured the real estate industry's top speakers and a special session with gymnast Mary Lou Retton.

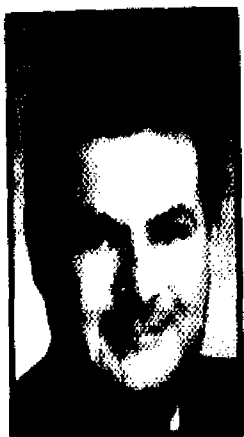
Mrs. Schervinsky ranked in RE/MAX of New Jersey's Top 50 list for highest dollar volume during December. Her outstanding performance places her at the top of a list of 745 RE/MAX professionals throughout the state.

Find out how to begin a new career in real estate by attending a free seminar at Weichert Realtors' Bedminster office 7:30 p.m. Tuesday.

Anyone interested in obtaining a real estate sales license or exploring the benefits and rewards of a career in real estate is invited to meet office manager Adele Zielinski. Featured topics at the seminar will include: how to get started in real estate; how experienced salespeople can increase their earnings, and how Weichert's training and marketing programs can open the door to success.

Kevin Bamrick has joined Coldwell Banker Schlott Realtors' Westfield office as a full-time sales associate.

Mr. Bamrick's many years of sales experience began in the luxury car industry. He consistently achieved high customer satisfaction ratings in that field and his attention to clients will be a valuable asset that will continue in his real estate career.



Bamrick

John H. Brady has joined Coldwell Banker Schlott Realtors' Westfield office as a sales associate. Before beginning his real estate career, he was an engineer, supervisor and manager for AT&T.

Since joining Coldwell Banker Schlott, Mr. Brady has completed Technical Skills and Fast Start comprehensive courses in the company's professional education program.



Brady

Debbie Kerr, a sales associate with Weichert Realtors' Metuchen office, has been recognized as the office's top producer for selling the most homes in December.

A licensed broker, Ms. Kerr has been listing and selling homes for 18 years. Her outstanding sales performance has earned her numerous honors throughout her career. Ms. Kerr was recently named

RealEstate Notes

to the New Jersey Association of Realtors Distinguished Sales Club, an honor that recognizes consistent top performance.

Heather O'Donnell, a sales associate with Weichert Realtors' Bedminster office, has won the December regional award for the greatest number of resale home listings.

Ms. O'Donnell's accomplishment also earned her the Bedminster office award for most listings. A consistent top producer, Ms. O'Donnell is a repeat member of the New Jersey State Million Dollar Club and the company's Ambassador's Club, an honor awarded to the top two percent of Weichert sales associates.



O'Donnell

Jean Jenkins, a sales associate with Weichert Realtors' Bedminster office, has won the office top sales award for November.

A seasoned real estate professional, Ms. Jenkins was honored by the New Jersey Association of Realtors as an inaugural member of its Distinguished Sales Club. She has also earned many company honors.



Jenkins

Paul Stillwaggon, a sales associate with Weichert Realtors' Watchung office, won office top listing, top sales and top producer awards for August.

Mr. Stillwaggon, a 13-year veteran of real estate, is a member of the Somerset County Board of Realtors and the Garden State Multiple Listing Service. He earned membership in the 1994 New Jersey State Million Dollar Club at the silver level.

Linda Romano has been installed as Sales Director at Weichert Realtors' Hillsborough/Montgomery office. A licensed real estate agent since 1984 and a member of New Jersey's Million Dollar Club, Mrs. Romano brings with her a strong background in business and real estate.

Lenore Hager, a sales associate with Weichert Realtors' Hillsborough office, has been recognized as the office's top producer for securing the most combined units in De-

cember. A seasoned real estate veteran and licensed broker, Ms. Hager has been listing and selling homes for more than 20 years.

Mary Lee Cullen, a sales associate in Weichert Realtors' Bernardsville office, has won two office sales awards for December, including top dollar volume and most revenue units.

Ms. Cullen has been a licensed real estate professional for 13 years, including experience as a senior relocation specialist with Weichert Relocation Services. She is a member of the Somerset, Morris and Hunterdon County Boards of Realtors.



Cullen

Ruth Tate is celebrating her 10th anniversary with Coldwell Banker Schlott's Westfield office. Over the last 10 years, she has attained the number one annual ranking more than any other sales associate in the company.

Her induction into New Jersey's Distinguished Sales Club earlier this year was another milestone in a brilliant real estate career. The club acknowledges the record of those Realtors who have earned membership in the state's Million Dollar Sales Club for ten consecutive years.



Tate

Robert Denney has been named director of property management for central and southern New Jersey at CB Commercial's CBC/Hampshire division.

Mr. Denney was employed by Bender and Company, a firm rep-

resenting institutional owners in all facets of the real estate industry. Before that, he managed a portfolio of 26 buildings for Federal Business Centers.

Broker/Associate Georgean Babey of RE/MAX Advantage in Branchburg has ranked first on RE/MAX of New Jersey's Top 5 list for highest dollar volume during December. Her outstanding performance places her at the top of a list of 745 RE/MAX professionals throughout the state.

With 25 years of real estate experience, Ms. Babey is a certified real estate broker and relocation specialist in Hunterdon and Somerset counties. She has been a consistent member of the New Jersey Association of Realtors Million Dollar Club from 1974-1994, achieving the silver level from 1989-1993 and the gold level in 1988 and 1994.

Kim Cook, a sales associate in Weichert Realtors' Warren office, has won the office top listings award for December.

Ms. Cook has been a licensed real estate professional for five years. She is a member of the Somerset Board of Realtors and serves on its Million Dollar Club and Legislation Committees. She is also a member of the Community Builders Association.

A specialist in new home sales, Ms. Cook said she enjoys working with homebuyers to purchase land, select an architect and hire a qualified contractor to build their home.

Gerri Falcone, a sales associate with Weichert Realtors' Watchung office, won the office top sales award for November.

Mrs. Falcone is a licensed real estate profes-

sional with 10 years of experience. She is a member of the Somerset, Summit and Middlesex County Boards of Realtors. During her career, she has earned numerous sales awards, including membership in the New Jersey State Million Dollar Club and Weichert's Million Dollar Sales Club.

Biren Jhaevers has joined Weichert Realtors' Edison office as a sales associate. Before entering real estate sales, he was the owner and operator of Natraj Jewelers.

Andy Wawrzyniak has joined Weichert Realtors' Branchburg office as a sales associate. Mr. Wawrzyniak is a 17-year Branchburg resident. Before entering real estate sales, he was in restaurant management.

Elaine Vogelbach has joined Weichert Realtors' Branchburg office as a sales associate. An experienced real estate professional, Ms. Vogelbach has been selling homes for more than 18 years. She is a member of the Somerset County Board of Realtors.

(Continued on page 6)

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(Continued from page 5)

The Fifth Annual First Time Homebuyer's Workshop and Homebuyer's Fair, sponsored by the Somerset County Coalition on Affordable Housing (SCCOAH), is scheduled for March 16 at the Marriott Hotel on Davidson Avenue in Somerset.

The Homebuyer's Workshop, which includes information on mortgage financing, budget planning, real estate, home inspections and legal questions, begins 8:30 a.m. The Homebuyer's Fair will be held 12:30-3 p.m., immediately following the seminar. The fair will allow realtors and other service providers to meet the program participants and talk with them about what they have to offer.

The Homebuyer's Fair will provide exhibit space adjacent to the seminar room for local realtors and other first time homebuyer services. The cost for renting a booth is \$225. Realtors who are interested in exhibiting at the fair should call Sharon Clark at SCCOAH at 356-8879.

Last year, more than 400 people attended the event, which targets families with incomes of \$70,000 or less. All interested first time buyers are welcome to attend, however.

Diane Wigbers, a sales associate with Weichert Realtors' Banking Ridge office, has won the office top sales award for December.

A licensed real estate professional for more than one year, Ms. Wigbers is a member of the Somerset County Board of Realtors.

JGT closes Route 22 transactions

As 1995 reached its close, Jacobson, Goldfarb & Tanzman Associates, L.L.C. (JGT), the full-service commercial real estate firm, arranged two office transactions in Somerset County.

The firm arranged leases for space in two office buildings on Route 22 in Bridgewater. JGT negotiated a lease of 11,502 square feet at 1005 Route 22 West to the law firm of Stier, Anderson & Malone; and a lease of space in Bridgewater Plaza II at 245 Route 22 to Marino and Maurice, P.C.

JGT Vice Presidents Jim Beaton and Doug Hanabach arranged for Stier, Anderson & Malone to sublease space at the 35,000-square-foot Route 22 West building. The newly leased space will be used as the firm's headquarters.

JGT represented the lessee, Stier, Anderson & Malone, while Gale & Wentworth represented the sublessor, Summit Bank.

In the Bridgewater Plaza II transaction, JGT Vice President Marc Sheln arranged for the law firm of Marino and Maurice to lease space in the building.

Realty Notes

Before entering real estate sales, she was a sales representative for Universal Interlock, a kitchen, bath and cabinet distributor.

The highly accomplished duo of Kate Lund and Mary Lupini has joined the successful team at the Metuchen/Edison office of Coldwell Banker Schlott Realtors in a move that should bolster the productivity of all parties involved, according to District Manager Honey Levine.

Mrs. Lund and Mrs. Lupini both have more than a decade of real estate sales experience. They have been working as a team since 1988, when they joined forces as brokers/owners of a RE/MAX Realty Center. They sold their business last year and joined the Coldwell Banker team at the close of the year.

Bob Del Russo, a sales associate with Weichert Realtors' Westfield office, has won the office top listing award for December.

Mr. Del Russo has 20 years of real estate experience, earning numerous sales awards during his career, including membership in the 1994 New Jersey State Million Dollar Club. He is licensed in New Jersey and New York and is a member of the Westfield, Summit, Garden State, Somerset and Mid-



McCarthy

dlex Boards of Realtors.

Barbara A. McCarthy, a sales associate with Weichert Realtors' Westfield office, has won an office top listing award for November.

During her more than 20 years in real estate, Mrs. McCarthy has earned numerous distinctions, including membership in Weichert's Ambassador's Club, comprising the top two percent of the company's 7,500 sales associates. She is also a member of the company's Million Dollar Sales and Marketed Clubs.

Barbara Wyciskala, a sales associate with Weichert Realtors' Westfield office, has won office top sales and top marketing awards for November.

Mrs. Wyciskala is a seasoned real estate professional with seven years of experience. She is a member of Weichert's Historic Homes



Del Russo

Division, which specializes in marketing vintage homes. She has earned numerous awards during her career, including membership in Weichert's Million Dollar Sales and Marketed Clubs every year since 1990.

Rosie Cohen, a sales associate in Burgdorff Realtors' Westfield office, qualified for membership in the company's Winner's Circle for the months of August and September. In order to gain this designation, Mrs. Cohen excelled in dollar volume of sales and listings in each month. This ranking places her in the top 10 percent of Burgdorff's more than 500 sales associates.



Broker Associate Allen G. Gabrielski of Weidel Realtors recently was named the top selling agent for the Bridgewater office. As a seven year veteran of Weidel Real-




Lund and Lupini

tors, Mr. Gabrielski can add this distinctive honor to his list of ever-growing accolades, including being a member of the NJAR Multi-Million Dollar Club and Master Sales Academy Alumni Club since 1990 and being selected to become a member of Prolix, the International Realty Professional Network. Mr. Gabrielski services the Somerset, Hunterdon, Bridgewater, Branchburg, Bedminster and Hillsborough areas.

Sales associate John Bendall of Weidel Realtors' Bridgewater office ranked as the number one Realtor for listings sold in 1995, according to the Somerset County Multiple Listing Service. He also is one of the leading Realtors for dollar volume in Somerset County, recording an unprecedented \$14.2 million in sales for 1995.

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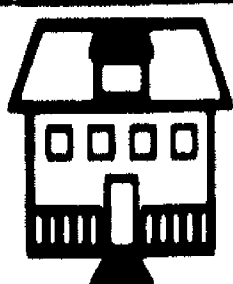
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☐ **MONDAYS - 4:00 PM**



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9060 - Waterfront Property
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9090 - Multi-Family
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9140 - Misc Real Estate

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**9020
Homes for Sale**

AFFORDABLE, MODULAR, CUSTOM HOMES—ERIC Assoc. offers high quality customized homes on your lot or ours. (908) 466-1817

BRANCHBURG Best Buy: great curb appeal, park like 1.4 acres. Vinyl siding, 3 car gar., 3-4 bdrms, 3 full BAs, (22x16 master) cth ceiling, Jacuzzi, C/A, P.R., w/wood stove, scr. porch, oversized deck. First time on market! \$230,000. Want more?



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**9030
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CRAWFORD BY OWNER 4 BRs, 2 BAs, DR, LR, Kit, Farm Rm, HW flrs, 12x28 deck, new roof, lg. lot, asking \$230,000. 908-766-1466

FREE COPY OF "HOME PREVIEW"—See hundreds of homes for sale in Monmouth, Ocean & Middlesex Counties. Call PRESTO 908-818-1000. touch 'star' 9080, leave name, address.

MIDDLESEX BORO—Recently renovated, EIK w/modern appliances, 3 bdrms 2 full bths, gas heat extra large family rm, full bmt. E-Z commute anywhere, close to Rt 22 & 287. Not listed in MLS \$159,900. Fischer Realtors 908-534-4025

PISCATAWAY—2 family home, 9/3 BRs each, located on 1/4 AC, financing avail. \$168,000. Call owner 908-968-7940.

**9040
Homes for Sale**

South Plainfield—Must sell Super Starter Colonial—3 BR, 1 Bath, New EIK, Large LR, DR, Farm Rm., Walk-out Basement, Main. Free Ext. \$119,900. Call Rose 908-9595 Prudential Pioneer

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Condominiums**

BEDMINSTER Delightful, bright & sunny. Large 1BR Condo features vaulted ceilings, loft w/skylights and 1 car garage.

BRN 3066 \$133,900
COLDWELL BANKER
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REALTORS 908-766-2900

Ads in Classified
don't cost —
They pay!

**9070
Condominiums**

BEDMINSTER "THE MILLS" 5 rm Condo—1BR + loft suitable for 2nd BR, LR, DR, Kit, FP, gar. \$122,000

Condo—1BR + spacious loft overlooking 2-story LR w/FP, DR, kit, gar. \$134,000

Condo—2BR, LR, DR, Kit, FP, gar. \$134,900
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Realtor 908-958-4300

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NO. BRUNSWICK—2 BR, mod. income, low maint. fees, CAC, Pool, tennis. \$77,500. 422-1563

**9080
Townhouses**

CRAWFORD—By owner 2 bdr. Townhouse ideal for young couple \$93,900 908-278-0158

**9100
Lots and Acreage**

COLONIA ESTATE AREA (2) 1 acre beautiful street, ready to build! \$299,000.
La Prairie Agency,
Broker 908-361-9561

**9110
Out of Area Property**

SOUTH CAROLINA—LAKEVIEW BARGAIN! \$19,900 Free Boat Slip! Beautifully wooded lot w/ free private boat slip in spectacular waterfront community abutting golf course. Paved roads, water, sewer, more! Excellent financing. Waterfront also available. Call now 800-704-3154. Timberlake Estates

**9120
Wanted to Buy**

I'LL BUY ON LEASE Your house, make your payments, do repairs, close quickly, any area, any price, any condition. 908-937-6004

**9130
Mortgages and Financing**



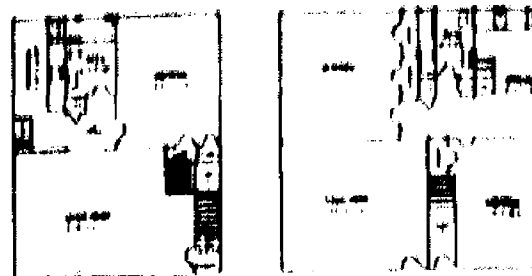
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WE PAY CASH—for sell-financed mortgages, trust deeds, land contracts, & other debt instruments 908-322-9252



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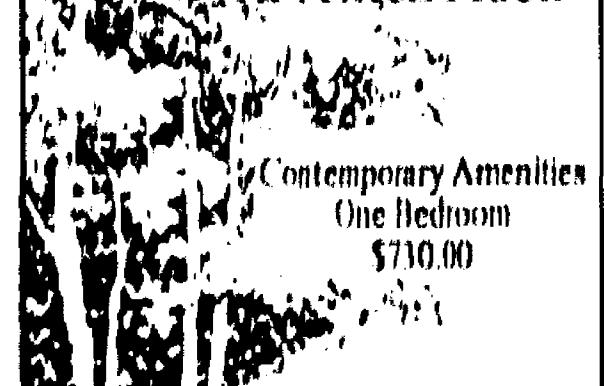
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HILLSBOROUGH

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Over-sized Luxurious Garden Apartments

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• Largest Swim Club in Area at Nominal Fee

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Mortgages and
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Miscellaneous
Real Estate

GOVERNMENT FORECLOSED HOMES—for pennies on \$1. Delinquent Tax, Repro's, REO's, FDIC, RTC, IRS. Your area. Toll free 1-800-998-9778 Ext. H-5139 for current listings.

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VACATION
PROPERTIES

9210 - Homes For Sale
9220 - Picores
9230 - Resorts
9240 - Waterfront
9250 - Lots/Acreage
9260 - Time Shares
9270 - Vacation Rentals
9280 - Weekend Rentals

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Time Shares

TIME SHARE UNITS—and Campground Memberships. Distress Sales. Cheap!! Worldwide Selections. Call VACATION NETWORK U.S. and Canada 1-800-543-6173. Free Rental Information 305-863-8588

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MYRTLE BEACH OCEANFRONT REBORT—Spring from \$55 daily-\$298 weekly. Centrally located. Indoor/outdoor pools, whirlpools, saunas, attium, tennis, playground, game rooms. Sales 2 bedrooms \$88,000. 800-238-1181

POCONO—1 bdr. Den 2 bth, on site amenities. Include asking \$100 wkend. Call 767-6849

9400

RENTALS

9410 - Homes
9420 - Multi-Family
9430 - Townhouses and Condominiums

9440 - Apartments
9450 - Rooms
9460 - Boarding
9470 - Apartments to Share

9480 - Homes to Share
9490 - Wanted to Rent
9500 - Misc Rentals

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Homes

BERNARDSVILLE Carriage House with garage, w/w carpet. Light & Bright! **WICKERT REALTORS** 908-786-4180

CRANFORD—Indian Village, 4 BR, cape, 1 1/2 baths, CAC, quiet area. Close to park \$1400/mo plus utility. 908-772-9528

EDISON—4 BR, 2 bath, CAC, 8 appl. W/W carpet, mirror wall, mirrored closet, FR, DR, LR, attached gar. 1 min to train. \$1450, plus utility. 1-800-998-9778

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Homes

HILLSBOROUGH SOUTHLAND MTS. 3200 sq ft. Exec. home. 8 yrs. new. 4 star Kit, 4BR, 2 1/2 BA, private wooded acre lot. \$2250/mo

CENTURY 21 Worden & Green Realtors 908-874-4700 ext. 231 ask for T.C.

MANVILLE—3 bdr. lr, din. rm. 2 bth. kit. full bath. no pets. \$1000 per mth plus util. 908-725-1434, 526-4383

PHILLIPSBURG—totally remodeled home, 2BRs + Den, attic, basement, no pets, 1 1/2 mo security + 1 mo. rent, credit check \$700/mo + utility 1 yr lease. 908-998-4758

PISCATAWAY/DUNELLEN—Ranch, 1 bdr, 1 bth, eat in kit. no pets. \$675 plus util. 1 1/2 mth sec. 908-988-4280

SOMERVILLE—5 bdr, 2 bth, Victorian, Lg Kit/yard/lam. Rm 3 car garage, Balcony Walk up attic. Wk to downtown \$1650 per mth plus util. Dan 234-0500

SUMMIT—Nice area, Brick Ranch, furnished, 3 BR, LR, DR, lg. EIK w/ terrace, storage, CAC. No pets. Avail. now \$1750 utility included. 668-0634 or 273-3038

WARREN—2 BR, hamt. W/O hook-up, lawncare included. No pets. Avail. 3-1 \$825/mo 757-8414

9430

Townhouses
and Condominiums

BEDMINSTER TH, fully furnished, 2 story, 2BR, tpic. Just bring your toothbrush. **WICKERT REALTORS** 908-786-4180

BEDMINSTER/HILLS 2BRs, 1 1/2 BAs, gar, prof. decor, no pets. Sec 1 yr lease. March \$1400/mo. 908-781-8648

Bedminster—The Hills, 2 BRs, 2 BAs, gar, W/O pool, tennis \$1250/mo. Back to Green Acres. No pets. 908-851-8119

FRANKLIN PK—Fully furnished, 3 bth, ac, dw, mw, short term ok. 1 mth sec. sec. from \$1127. 800-915-5224. owner

HILLSBORO—Most Seat. Lovely, 2 bdr. end unit. 1m. hamt. lg. pvt. btry. deck 2 1/2 bth. 1 wk in chd. Pool. No pets. \$1200/mo. 389-0522. Hols

PISCATAWAY—Society Hill Condo, 2 bdr, 2 bth. 1st flr. car, \$1050 plus util. 908-722-5248

PISCATAWAY—Society Hill Condo, 2 bdr, 2 bth. 1st flr. car, \$1050 plus util. 908-722-5248

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Apartments

NORTH PLAINFIELD NEW TOWNHSE, 2BR, 2 1/2 BTHS, CAC, ALL NEW APPL, W/O, DISH WASH, FR, REFRIG, OFF SHR. PKG, REC A RTFS. **REQUIRE \$995/MTH** 11119, AFTER 7PM CALL 885-8891

ROUND BROOK—1 bdr, 2nd flr. \$625 per mth. heat/bldg sec. required. 180 RRIN

BOUND BROOK—1 BR, close to transp. private parking. For more info. 760-9615 map

BOUND BROOK—1 BR, close to transp. private parking. For more info. 760-9615 map

BOUND BROOK—1 BR, close to transp. private parking. For more info. 760-9615 map

9440

Apartments

BOUND BROOK—4 rm apt. 1st flr. 1 1/2 mo security & references required. No pets. 908-271-0780

BOUND BROOK—Large 1 BR Apt. Off St. Parking. Storage space. No pets. 1 1/2 mo sec. Avail. imm. \$300 + utility. Call 469-1364

BOUND BROOK—1st floor, bdrm, LR, eat in Kit, Bath, wall to wall carpeting, private entrance, off street parking, excellent cond. no pets. \$630/mo plus utility, credit ref. Call 469-5320 after 10am

BRANCHBURG—1br, no, modern, new carpet, all utility, avail. imm. no pets. \$425 908-704-9054

CRANFORD—lovely 2 BR apt. 1st flr. duplex, new carpeting, off St. parking. Yard W/O hook-up. \$850/mo. 1 1/2 mo sec. Heat incl. Avail. 3/1/96. Convenient to bus, train, shopping, schools. Call Office number 908-382-2434

DORCHESTER
HOUSE

Somerville

Luxury High Rise Elevator Apartments

722-9177

Studio 1 & 2 Bedrooms

DUNELLEN—1BR—Den. nicely decorated. Lg. Kit, 1 person or couple. \$775 HAW. 213-2918

DUNELLEN—2 BR apt. 1st flr. remodeled. 1 1/2 mo sec. No pets. 908-752-1996

DUNELLEN—2 family duplex, 3 bdr, 1 1/2 baths, finished hamt, fenced yard. \$1000/mo plus utility 1 1/2 mo sec. No pets. Avail. 1/1/96. 920-0573

DUNELLEN—4 1/2 rms, wall/wall, w/d hook-up. \$750 + utility & sec. 988-5783

DUNELLEN—large 1 BR LR DR. 1st flr. hamt. storage. Convenient to shopping & trains. \$750 1 1/2 mo sec. 752-4290. 815

DUNELLEN—Lg 2BRs, 2nd flr. No pets. newly painted w/w carpet. \$740/mo. 847-8202. even

Advertise in the Classified

DUNELLEN—Remodeled 2BR apt. 1st flr. 2 family home. \$725 + utility. No pets. 888-3416

EDISON—Nice area. A location. 2 bth. Heat & Hot water. Included. \$760 per mth. 1 mth sec. 908-390-0884. Ask for Henry

EDISON—Margate 1 large BR, balcony, fan, etc. pool, FR, near transp. \$725. 461-0886

HILLSBOROUGH—for nished condo, 2 1/2 bth, 2br, finished hamt, \$1100 + utility 358-5451 after 8

HILLSBOROUGH—Affordable housing rental units. NOW AVAILABLE. For qualified moderate income households. If your gross income is: 1 person 22,000 35,000 2 persons 25,000 40,000 3 persons 28,000 45,000 4 persons 31,000 50,000 5 persons 34,000 54,000 Your household may qualify for a moderate income 1, 2 or 3 bedroom apt. For interview info. please call (908) 389-7400. 9615 map

HILLSBOROUGH—Affordable housing rental units. NOW AVAILABLE. For qualified moderate income households. If your gross income is: 1 person 22,000 35,000 2 persons 25,000 40,000 3 persons 28,000 45,000 4 persons 31,000 50,000 5 persons 34,000 54,000 Your household may qualify for a moderate income 1, 2 or 3 bedroom apt. For interview info. please call (908) 389-7400. 9615 map

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Apartments

KENILWORTH—4 spacious rooms lots of closets, all util. paid, use of laundry room. no smokers, no pets. street parking. Avail. after March 1st. 272-4354

MANVILLE—2 BRs, 1 1/2 BAs, LR, Kit, hamt, 1 prkg/2 cars. Avail. 3/1. Sec. \$200/mo. 583-8034

MANVILLE—3 rooms, near town. No pets. 11/2 mo sec. req. \$550. 908-218-0527

MANVILLE—4 rooms \$725/mo. Well maintained, 11/2 mo sec. + utility. 908-722-7766

MANVILLE—Lg 3BRs, 1st flr, newly painted w/w carpet. No pets. \$895/mo. 847-5202. even

MANVILLE—Small 2 bdr, LR, kit, 1 bth. Heat not included. \$550 per mth. 1 1/2 mo sec. 722-2773

MIDDLESEX—2 fl 1 BR, newly renovated, carpeted, big yard, & storage space. NO PETS. \$675 plus 1 1/2 mo sec. 908-2153 or 908-1131

N. PLAINFIELD—Spacious 1 br w/c & Tree. 1 1/2 mo incl. \$750 1 1/2 sec. 908-968-7261

NO. PLAINFIELD—1 Bedroom apt. \$525/mo + utility. 908-561-1288

NORTH PLAINFIELD—In quiet neighborhood. utility incl. 908-766-8805, 908-766-7338

PHILLIPSBURG—33 Sitgreaves St. 1BR \$450/mo incl. Heat & HW, 11/2 mo sec. No Pets. 810-559-8897 OR 908-722-2864

PISCATAWAY—4 rm 2nd floor, utility 1 1/2 mth sec. No pets. \$750. 908-358-0402

PLAINFIELD—2 bdr above offices. \$680 1 1/2 mth sec. includes water. Call 908-756-8274

PLAINFIELD—Lg roomy apt. for rent in restored Victorian home. located in the historic dist. 2 bdr. 1 bth. eat in kit. private parking space. \$700 per mth. 9 deposit. 228-0307

RARITAN BORO—Well priced 2 & 3 BRs. Off street parking. **WICKERT REALTORS** 908-786-4180

RARITAN—1rm apartment \$800/mo + utilities. Call between 7pm 908-231-9425

RARITAN—Lg 2 BR, 2 bath. 1st flr. pkg. laundry hamt. No pets. \$850 + utility & sec. 349-6740

RARITAN—Private Entrance 1 bdr. \$820 per month. 1 mth security 1 pot. oil. avail Feb. 5th. 908-211-1047

SO. PLAINFIELD—2 bdr. 1st flr. eat in kit. pet bth. 1 1/2 sec. \$700 per mth. 581-8231. (Charlotte or Marie)

SOMERVILLE—1st floor 4 rms & bth. \$700 per mth. 9 util. 1 mth sec. 725-7238

SOMERVILLE—3 1/2 rooms, 2nd flr. clean, cozy, conven. H & HW incl. Avail. imm. \$700/mo. Hall 1st mo sec. pt. 810-354-0655

SOMERVILLE—Beautiful location, lovely 4 rms w/ carpeting, AC, 1 BR, new kit, w/ apple hamt. \$800 + utility. Sec. & state. no pets. 725-8470. 815

SOMERVILLE—Beautiful location, lovely 4 rms w/ carpeting, AC, 1 BR, new kit, w/ apple hamt. \$800 + utility. Sec. & state. no pets. 725-8470. 815

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SOMERVILLE—Beautiful location, lovely 4 rms w/ carpeting, AC, 1 BR, new kit, w/ apple hamt. \$800 + utility. Sec. & state. no pets. 725-8470. 815

9440

Apartments

SOMERVILLE—In Town, totally renovated, lrg 2BR, w/w carpet. Heat incl. \$850/mo. Refs. 908-428-3167

SOUTH PLD/PLD BORDER—2br, very clean, off str. pkg. \$925 incl. utility. 908-753-0439

WARREN—Great location, great price, skylights, 2 BRs. **WICKERT REALTORS** 908-786-4180

9490

Rooms

VERY NICE FURN. BR—Share Kit, bath, LR with 1 person. Cable. Exc. loc. Pkg. \$400/mo. Older person preferred. 722-2035

BEDMINSTER—Bed/bath in lovely Hills home. Kd. priv. laundry. tennis & pool. \$600 all utility. Call Ann 201-299-1620 days. 908-781-9587. even

BRIDGEWATER—Non-smoker. Pvt. ent. off St. pkg. Cable TV. phone kit. pvt. 526-1068 or 526-6405

PISCATAWAY—OH 287 turn or unfurn. Private bth. entrance & deck. Sec. \$110 per week. 484-6687

RARITAN ROOM FOR RENT—CALL 926-2970

SOMERVILLE—Gentle man furn. rm, residential, ref. N.S. \$85/wk. sec. 725-8470. 815

9470

Apartments to
Share

SO. PLAINFIELD—\$275/mo. + PSEI 1 mo sec. cable pkg. w/d. no pets. Call even. 1 aigh 757-2128

9480

Homes to Share

NOTICE: ALL HOMES TO SHARE—advertisements are PAYABLE IN ADVANCE by cash, check, VISA or MasterCard. For a quote on cost, please call 1-800-559-9495

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Wanted to Rent

NOTICE: ALL WANTED TO RENT—advertisements are PAYABLE IN ADVANCE by cash, check, VISA or MasterCard. For a quote on cost, please call 1-800-559-9495

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Miscellaneous

RETIRED CONTRACTOR—Wants house this area for 1 or 2 years. Can do any repairs/alterations for part rental. Responsible senior, no pets. Mr. Cooper. 885-8761

9500

Miscellaneous

NOTICE: ALL MISCELLANEOUS RENTALS—advertisements are PAYABLE IN ADVANCE by cash, check, VISA or MasterCard. For a quote on cost, please call 1-800-559-9495

DUNELLEN—fenced in yard space with office or storage area. Ideal for small contractor. 908-271-9525

SOMERVILLE—Garage for rent. \$100/mo. 908-786-0186

TRENTON, STATE HOUSE LOCATION—offering 4,692 +/- SF with 2,500 +/- on the first two floors for lease. Ideal for the lobbyists, lawyer, professional with immediate State House access. Call for additional information. **Richardson Commercial** 908-984-1800

9600

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REAL ESTATE

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9640 - Warehouse Properties
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9670 - Retail Rentals
9680 - Warehouse Rentals
9690 - Commercial Real Estate Wanted

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