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WESTFIELD AREA CHAMBER OF COMMERCE
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 Diction Deception

Networking for Success

The many reasons that people join the Westfield Area Chamber of Commerce (WACC) and other organizations include making new business connections and discovering new business opportunities. In the last 10 years this has become known as "networking." It is the new 21st century's buzzword for developing business.

Most of us aren't taught how to effectively network. It's a skill, like everything else that we do, and it can be learned. It's tempting to believe that if we just show up at a networking event we'll meet others who want to do business with us. It could happen that quickly and easily, but it would be a rare occurrence. Networking is about building relationships and then getting referrals. It takes time and energy.

WACC to provide as many as possible networking events. Not everyone can make a morning meeting, or a lunch meeting, or an evening event. That is why we are developing many different types of events. That is also why we are asking you to respond to the Needs Assessment that you will receive soon via e-mail or that is available on the WACC website - www.westfieldareachamber.com. We need to know what you need.

Here are two ways to start 2010 off networking successfully. First: Meet The Members Breakfast on Wednesday, February 3, 8 a.m. at the WACC office at 173 Elm Street in Westfield. This is a free, WACC member's only, event.

Below are four arcane words, each with four definitions - only one is correct. The others are made up. Are you sharp enough to discern this deception of diction?

If you can guess one correctly - good guess. If you get two - well-read individual. If you get three - word expert. If you get all four - you must have a lot of free time!

All words and correct definitions come from the board game Diction Deception.

Answers to last week's arcane words.
 1. Jadish - Tired, mean or worn out
 2. Posnet - A little basin or saucerpan
 3. Pathetist - A hypnotist
 4. Peba - A small armadillo found from Texas to South America

SAKEEN

1. A nectarine
2. A grain plant of Abyssinia from which flour is made
3. A wild goat of the Himalayas
4. Discolored or blackened

TENTATION

1. Experimental adjustment
2. The shattering effect of a sudden burst of energy, as in an explosion
3. Spontaneous subdivision
4. Temporary loss of memory

TEMULENTIVE

1. Somewhat intoxicated
2. Distressing; perplexing
3. Stern; grim
4. Tentative; timid

MIFF

1. To take offense or quarrel
2. Utter dismay; astonishment
3. To beat or slap
4. To ignore or overlook

See more letters on page 5

Letters to the Editor

Letters to the Editor

Police Lt. Moore is Example Of Westfield's 'Very Best'

On Thursday, January 28, Westfield was caught off guard by a surprise snowstorm during school rush hour. While driving my six-year-old twins to Franklin, I momentarily lost my breaks on the corner of Prospect Street and Coperthwaite. By a stroke of luck, no cars were coming as I slid through the stop sign.

I was shaken and unsure of how to proceed. I called the Westfield Police Department. In moments, I was taken under the firm and friendly care of Lt. Gary Moore.

Within minutes he had my car safely parked and gave my children quite a thrill when he moved their booster seats into his Dare Truck and escorted them to first grade.

Lt. Moore then helped me back to my home and waited while I called AAA. His warm and confident manner had both me and the children feeling at ease after a stressful and potentially dangerous ride to school.

This officer is an example of the very best Westfield has to offer. He went above and beyond the call of duty and made me feel that I could indeed count on the department in a time of need. The force would do well to use him as an example of what the rookies should strive for in the way of serving the community.

Thank you Lt. Moore and the Westfield Police Department.

Dawn Mackey
 Westfield

Mr. President, Seventh District Residents Are Not 'Super Rich'

Editor's note: The following is a copy of a letter sent by Rep. Leonard Lance (R-7) to President Barack Obama. The letter was dated January 29, 2010.

Dear Mr. President:
 I hope that the State of the Union address to the Nation is the beginning of a new direction in Washington.

Following years of runaway spending and record deficits and debt I believe we must immediately begin to work together and make tough and common-sense decisions that will help strengthen our economy and put people back to work.

I ask that you consider the following concerning health care reform, taxes and debt reduction:

HEALTHCARE
 During your State of the Union you said, "...if anyone from either party has a better approach that will bring down premiums, bring down the deficit, cover the uninsured, strengthen Medicare for seniors, and stop insurance company abuses, let me know."

Mr. President, Republicans in Congress do have a better approach. The "Medical Rights and Reform Act" introduced by Rep. Kirk (IL) and me is fiscally responsible legislation that reduces costs and expands insurance coverage without raising taxes, cutting Medicare or putting the government between patient and doctor.

Our legislation puts forth common-sense reforms, like letting families and businesses buy health insurance policies across state lines, letting small businesses pool together and ending frivolous lawsuits against doctors and hospitals that drive up the cost of healthcare. And our bill allows young adults to remain on their parents' health plan.

I urge you and your staff to work with Republicans toward passage of the Medical Rights and Reform Act.

TAXES
 While I support your call to "eliminate all capital gains taxes on small business investment; and provide a tax incentive for all businesses, large and small, to invest in new plants and equipment." I ask that you strongly reconsider your call for higher taxes for families making more than \$250,000 a year.

In New Jersey, this policy would have a disastrous effect on our fragile economy. Garden State residents have one of the highest costs of living in the country -

including skyrocketing federal, state and local taxes.

Specifically in New Jersey's Seventh Congressional District constituents are not "super rich." They are hard-working, middle-class families whose household finances are being squeezed through higher taxes and rising interest payments on their debt.

The Administration and Congress should extend the 2001 and 2003 tax cuts for all taxpayers.

And you should strongly reconsider the so-called "bank tax" that will stunt economic growth and job creation, impose a huge burden on consumers and hurt American competitiveness.

Our economy will be strengthened greatly by these actions.

SPENDING AND DEBT
 I certainly appreciate your call to freeze government spending for three years beginning in 2011. However, freezing federal spending at last year's spending levels - the nation's highest levels in history - is simply not enough to get our fiscal house in order.

In addition to your spending freeze I call on the Administration to work with Congress to pass a legislative package of bills I have introduced to control runaway federal spending and limit our Nation's ever-growing debt and deficits.

The "Pay It Back Act" would apply unspent funds from the federal stimulus law as well as the TARP directly to debt reduction. We must not use TARP for additional federal spending.

The "Deficit Reduction Act" would apply fiscally responsible caps on annual congressional spending and debt.

Finally, we must not raise the debt ceiling without first achieving meaningful action on reducing federal spending. Let us work together to identify wasteful and duplicative federal spending and show the American people that we can make tough fiscal decisions necessary to stay within the debt ceiling.

House Republicans are ready to work with you on the economic challenges facing our country. For the sake of our children's future, let us begin to get our fiscal house in order.

Best personal wishes.
 Leonard Lance
 Member of Congress
 Seventh District, N.J.

Are Rahway Residents the Canaries in the Money Pit?

The Rahway Valley Sewerage Authority (RVSA) serves almost half of Union County's municipalities. These towns are Rahway, Clark, Mountainside, Westfield, Scotch Plains, Cranford, Garwood, Springfield, Kenilworth and Roselle Park. The subject of privatization has come up more than once and the commissioners are divided as to the benefits.

The City of Rahway approved its spending plan for the year. Some fancy footwork in regard to the billing and payment of funds to the RVSA was contained in the budget. Residents of other municipalities in Union County would do well to keep an eye on Rahway as they lead the charge against the sewer authority. Clark, Woodbridge and Rahway are demanding an audit and investigation. However, following in the footsteps of Rahway could ultimately give their residents the short shrift.

If a municipality billed the taxpayers for sewer costs directly and that amount was more than necessary to cover the fees

due to the authority, then the overpayments should go back to the residents - and not just be dumped into the city's general fund.

In a letter sent to Rahway residents just 24 months ago, Mayor Kennedy stated that collecting sewer fees separately from property taxes would be necessary to "plug high sewer costs" and "would save taxpayers money." Now, according to city budget documents, which show almost \$2 million dollars in surplus collections, it is apparent that Rahway's homeowners and small business are being overcharged.

While Mayor Kennedy blames the Rahway Valley Sewerage Authority for breaking the city's budget, this year he will collect enough money to pay the RSV \$3.2 million in sewer assessments for Rahway, and still have \$1.9 million left over to again go toward funding city operations.

Patricia Quattrochi
 Garwood

There Was a Time When Our Nation Had 'The Right Stuff'

Many young people today probably don't realize it, but there was a time when our nation had "the right stuff." Some young people believe that the United States landing on the moon was actually produced behind a Hollywood stage.

And how corny, "Ask not what your nation can do for you, but ask what you can do for your nation." (President John F. Kennedy's 1961 Inaugural Address.)

The fastest jet airplane ever was flown in December 22, 1964. The Blackbird achieved 2,293 mph. The X-15, at 4,520 mph, holds the world speed record as the fastest manned aircraft - and of the highest flying. It was dropped from the belly of a B52 on June 8, 1959.

Ever wonder why today's workhorse, the B52 is called the B52? - It's because that's when it first flew - 1952.

Useful engineering breakthroughs occurred regularly - ion exchange and reverse osmosis were developed that made drinking water from seawater. There was a company called Bell Labs in Murray Hill making discoveries daily, ranging from laser beams to fiber optics.

There was another company in New Jersey called Esso Research and Engineering that led the world with refinery technology.

Do you remember Firestone, the world's second largest tire manufacturer behind Goodyear? They helped out the fledgling Japanese tire industry. The company is now called Bridgestone - owned by the Japanese.

The French company Alcatel now owns Bell Labs. They no longer discover things.

Who can forget the ultimate muscle car, the 1970 Pontiac GTO? There is no Pontiac anymore and there is no General Motors Corp. There is Government Motors Corp.

People were educated and could do math in their head. They could make change at the supermarket. One had to work hard to get a 600 score in their college boards. Just showing up now gamers a student a 480 score. Calculators weren't permitted in the classrooms - even in engineering schools.

Being on the honor roll was limited to the top 10 percent of the class. If a student didn't pass, they failed. This motivated one to learn.

Today we have No Child Left Behind. Few care or are inspired. Greater than 50 percent of students make the honor roll and grades are so inflated that no one has any idea of their knowledge level.

Many receive high school diplomas but are illiterate in English. Regrettably, the European and Asian kids are kicking our kids' Derrières.

"Politically Correct" is sinking us. This is not a good thing and certainly is not the "right stuff."

The "Right Stuff" got this nation to the moon - the last time being 1973. We didn't have a budget deficit or a trade deficit.

So nearly 40 years later, President Barack Obama proposes to cut NASA programs, almost assuredly delaying progress in space and engineering for another 40 years. Granted, the nation has many budget problems and pressing priorities - but we'll never advance, solve our finances and lift everyone up without the "Right Stuff."

Our leaders in Washington, could they be any more wrong?

Do Trenton Legislators Represent 'The People' or Special Interests?

State lawmakers are elected to represent the people of our state, not their own political or business interests. But, unfortunately, that is not the case in Trenton.

One big piece of legislation before Trenton this week would eliminate the Council on Affordable Housing (COAH) and give local towns more say on housing decisions under the guidelines of the existing Planning Commission. While this seems like a good piece of legislation on the surface, we are cautious given that the two primary sponsors of this bill, Senators Ray Lesniak (D-Elizabeth) and Kip Bateman (R-Somerset), are attorneys with two of the most politically influential law firms in New Jersey.

Mr. Lesniak is a partner with Weiner-Lesniak. Their website states: "Our clients range from small local developers to large international companies engaging in real estate development." The law firm currently is counsel to the Rahway Valley Sewerage Authority. Mr. Lesniak is well-known as a political powerbroker in this state.

Mr. Bateman is a partner with DiFrancesco, Bateman, Coley, Yospin, Kunzman, Davis & Lehrer. Donald DiFrancesco was a long-time state senator, senate president and became governor when Christine Todd Whitman resigned.

"Our practice is in touch with state, county and local attitudes and requirements with respect to land use issues, environmental and regulatory concerns, public infrastructure construction and related mat-

ters," according to the DiFrancesco, Bateman website. It lists "Mt. Laurel development litigation" and "development review matters" among its specialties. Mr. Bateman, a municipal prosecutor in Bridgewater, has served as a planning board attorney. The firm represented ShopRite in the 1990s case before the Westfield and Garwood planning boards. The store eventually was built in Garwood.

When Sens. Lesniak and Bateman are talking about changing how the state addresses affordable housing, are they looking out at what is best for the people and taxpayers of this state or their clients and their firm's legal fees?

In our review, legislators should not have connections to businesses or government in their professional life whether it is representing a local planning board, serving on staff at a labor union or being employed in the insurance industry. Come to think of it, that doesn't leave too many lawmakers left. In fact, by our count, out of the 120 lawmakers in the Legislature there are 30 attorneys, seven union officials, 11 government employees (full-time employment) and three persons employed in the insurance business. About a quarter of our lawmakers list the Legislature as their full-time employment.

New Jersey needs to ensure that new rules banning legislators from holding other elected posts extend to these employment areas. We will not have a Legislature of the people if we continue to elect those individuals who represent special interest groups, i.e., unions and developers.



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