

Managed Care Debuts at Lehigh Valley Hospital

(EDITOR'S NOTE: In the following interview, Gregory G. Kile, discusses the formation of the Lehigh Valley Physician Hospital Organization, Inc. (LVPHO). Kile serves as Executive Director of the LVPHO which administers Valley Preferred, a managed care network for employers seeking a high-quality, cost-effective healthcare plan for their employees. A glossary of the most common managed care terms accompany the interview.)

Q: How is Lehigh Valley Hospital involved in delivering managed care to our service area?

A: The hospital has always been dedicated to providing a broad spectrum of healthcare, including preventive, diagnostic, acute care and rehabilitative services, to our community. Over the last two years we studied how to develop and implement a managed care plan. LVPHO, a not-for-profit organization, was created to better serve the needs of area healthcare purchasers in this new healthcare environment.

Q: What role will physicians have in the Lehigh Valley Physician Hospital Organization?

A: Over 450 physicians on the medical staff of LVH interested in participating in the delivery of managed care, having met established criteria, formed an organization called the Greater Lehigh Valley Independent Practice Association (GLVIPA). Chaired by John S. Jaffe, MD, GLVIPA is an equal partner with the hospital in the operation of LVPHO.

As a provider-driven healthcare network, our physician members play a significant role in establishing appropriate clinical pathways and protocols that are both medically appropriate as well as cost effective.

Through LVPHO, the hospital and GLVIPA form an extensive provider network able to

provide a seamless continuum of care to employers seeking a healthcare program that will reduce costs without sacrificing quality of care.

Q: What was the initial objective of the LVPHO?

A: We sought to develop, market and administer a Preferred Provider Organization (PPO) managed care network that we could offer to employers in our service area. It is a managed care program that focuses on care management as the essential component to achieving optimum health status.

Q: What will this PPO managed care network be called?

A: *Valley Preferred.*

Q: What are the main features of Valley Preferred?

A: *Valley Preferred* provides employees with high quality healthcare at costs their employers can afford. We will work with companies to design individualized health benefit plans to meet their cost and coverage needs. Employees will be free to select from the physicians participating in *Valley Preferred*.

A variety of health promotion programs are offered including annual physicals, fitness, women's care programs, nutritional counseling, smoking cessation, weight control, prenatal and postnatal maternity care and well baby visits, including immunizations. *Valley Preferred* provides employers with comprehensive reports about employee participation in these programs.

I'd like to emphasize again that a critical component of the network is care management. It has been proven to be the single most important element in controlling the rate of increase in healthcare costs for employers.

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Valley Preferred (from page 1)

Through this program, which includes case management coordination, quality assurance and utilization review, we will ensure that patients receive maximum benefit and value from the healthcare dollars expended on their behalf while maintaining the quality of care received.

Q: If other organizations are developing similar healthcare plans, what makes this program unique?

A: First of all, we're providing the Valley's first provider-sponsored PPO. It represents a proactive step on the part of Lehigh Valley Hospital and GLVIPA. Our participation in this process will help better prepare us for whatever results from healthcare reform efforts.

Also, our Care Management Program will surpass programs offered by competing plans in terms of quality of care and overall value. Our strength is in our strong commitment to care management.

Finally, patients will benefit from the changes brought about by the establishment of *Valley Preferred*. Through this process, we have integrated and strengthened our diverse system of healthcare delivery and expanded our ability to meet the region's needs.

Q: Who will your customers be?

A: At present we can market to employers who are self-insured; that is, employers who pay directly for actual incurred healthcare services for covered employees as opposed to paying premiums to an insurance company. Within six months, we are going to offer an insured product to those employers who are not self-insured. Typically, this group comprises businesses with three or more employees.

Q: Have any employers already contracted with *Valley Preferred*?

A: I'm extremely excited about the initial response to *Valley Preferred*. Given that we had a target date of July 1, 1994 to begin to aggressively market *Valley Preferred* network, I'm delighted to say we already have contracts with several businesses in the Lehigh Valley.

Q: How will delivering managed care affect my job?

A: In developing LVPHO and its network, *Valley Preferred*, we, the providers, are becoming a part of a more integrated system of care. We are discovering new ways to work together as one efficient unit capable of improving and maintaining the health status of the community we serve.

Glossary Of Terms

Managed Care-

Use of a planned and coordinated approach to providing healthcare with goal of quality care at a lower cost. Usually emphasizes preventive care.

Network-

Selected hospital(s), physicians and other medical providers who have agreed to participate in an organized system. In joining the network, healthcare providers must meet standards for quality and efficiency and must demonstrate a commitment to providing appropriate care at a reasonable cost.

Physician Hospital Organization-

A collaborative arrangement between a hospital and representatives of its medical staff to offer a managed health benefit program to a range of constituents.

Preferred Provider Organization-

A group of physicians and/or hospitals who contract with an employer to provide services to their employees. In a PPO the patient may go to the physician of his/her choice. If that physician does not participate in the PPO, the patient will incur a higher cost sharing for the service.

Just a reminder The Lehigh Valley Physician Hospital Organization (PHO) is now located at the 2166 S. 12th Street building. You can reach Greg Kile's office by calling ex. 7485; the fax number is 402-7439. ■

CheckUp is a biweekly employee publication of Lehigh Valley Hospital, Public Relations, 1243 S. Cedar Crest Blvd., Allentown, PA 18103. Interoffice mail submissions should be addressed to 1243SCC-PR. For additional information, call extension 3000. Lehigh Valley Hospital is an equal opportunity employer. M/F/D/V

About Our People

Fluent in 23 Languages

Inhouse Interpreters Facilitate Patient/Staff Communication

As a regional healthcare provider, Lehigh Valley Hospital serves residents of 22 counties in two states.

Yet the hospital often seems international in scope given the influx of Asian, European and Latino peoples seeking its services.

Sometimes, these patients know little or no English, a situation that could complicate the delivery of services were it not for the 100 employees and physicians who volunteer their times as interpreters.

"This is a valuable service because it's so essential," observes Maryanne Falcone, a patient representative whose office coordinates requests for the service. "By facilitating communication between patients and staff, our translators remove language as a barrier to care."

Falcone says that her office routinely receives requests for staff interpreters fluent in languages ranging from Arabic and Italian to Polish and Thai.

"In those instances where different dialects hinder communication or staff are unavailable, we can access the AT&T language line," she says. As a subscriber to this line, the hospital can secure an interpreter for 140 languages.

"We then set up a conference call between the patient, the staff member and the translator," Falcone says.

While staff members can call the patient representative office (or nursing coordinators during evening or weekend hours) to request this service, they can also refer to a new bulletin board on Email that lists all LVH interpreters and can be accessed as follows:

- At main menu, type B for Bulletin Boards.
- Tab down to /LVH-Interpreter List and press the Enter key
- Type R for Read next to Interpreter List and press the Enter key.

Falcone notes that all hospital personnel fluent in foreign languages as well as sign language are encouraged to join the hospital's team of translators.

"It's not only a service that our patients appreciate, but also one that our staff interpreters find rewarding," she says. ■



The Delaware Valley Transplant Program recently recognized staff members of Lehigh Valley Hospital for their commitment to saving lives through organ and tissue donation. Last year, 38 families consented to organ and tissue donations which benefitted area patients through kidney, heart, liver, pancreas, cornea, bone and skin transplants.

Health Promotion & Disease Prevention

Exercise and Fitness Class Schedules effective June 1, 1994

■ Human Performance Center (1243 S. Cedar Crest Blvd.)

	MON	TUES	WED	THU	FRI
7 - 7:45 a.m.	Step	Low Impact	Low Impact	Step	Low Impact
7:45 - 8:30 a.m.	Step		Low Impact		Low Impact
8:30 - 9:15 a.m.	Step	Low Impact	Low Impact	Step	Low Impact
9:15 - 10 a.m.	Step	Low Impact	Low Impact	Step	Low Impact
12:15 - 12:45 p.m.	Low Impact	Low Impact	Low Impact	Step	Low Impact
4 - 4:45 p.m.	Step	Low Impact	Low Impact	Step	Low Impact
4:45 - 5:30	Step		Low Impact		Low Impact
5 - 5:45 p.m.		Low Impact		Step	
5:30 - 6:30 p.m.	Step	Low Impact			Low Impact
5:45 - 6:30 p.m.		Low Impact		Step	
6:30 - 7:15 p.m.	Step	Low Impact	Low Impact	Step	Low Impact
SATURDAY 9:30 - 10:30 a.m. Low Impact					

■ School of Nursing (17th & Chew)

	MON	TUES	WED	THU	FRI
3:45 - 4:30 p.m.	Step	Low Impact		Step	
5:15 - 6 p.m.	Step	Low Impact		Step	

■ Wellness Center (Fish Hatchery Road)

	MON	TUES	WED	THU	FRI
10:30 - 11:15 a.m.	Forever Fit	Forever Fit	Forever Fit	Forever Fit	Forever Fit

Class Descriptions

Low Impact: Exercise without jumping. Provides a total body workout for the heart and lungs as well as specific exercises for those hard-to-get areas — abdominals, legs and buttocks.

Step: Cross training is one of the most powerful techniques available to achieve optimal health and fitness benefits. An adjustable step platform is used for aerobic, strength and flexibility training.

All classes provide enough variety and energy to meet all fitness and skill levels!

Health Promotion & Disease Prevention

Aerobic Classes Get a New Home!

On June 1, we piloted a relationship between Lehigh Valley Hospital and Allentown Sports Medicine to utilize the aerobic room at the Human Performance Center for our group exercise classes. Allentown Sports Medicine has designed a state-of-the art aerobics room beyond compare — resilient wooden flooring, mirrored walls and a high tech “surround” sound system. And, the best news is that it’s less than 5 minutes away at 1243 South Cedar Crest Boulevard. The Human Performance Center is located on the lower level.

Summer Fitness Promotion Filled with Prizes & Surprises

With more than 45, 45-minute weekly aerobic classes held at all of our satellite locations, we are celebrating this summer with our “Summer of Forty-5’s” fitness promotion. When you participate in a total of 45 aerobic classes at any of our locations between June 20 and September 30, 1994, you will be rewarded with a commemorative tee-shirt. Our “aerobics only” participants can participate in our new Saturday morning class at no extra charge!

New “aerobics only” participants that are sponsored by a current participant can receive an AVIA footwear discount certificate to purchase cross trainer footwear at huge savings. If you have never exercised before, come participate in our “Fitness Without Fear” clinics. Pre-registration is necessary — see attached schedule.

For more information and reduced hospital employee participation fees, contact the Health Promotion and Disease Prevention Department at 821-2150.

“Fitness Without Fear” Exercise Clinics

Exercise is for all of us. These clinics will teach you about the benefits of exercise, shape your beliefs and attitudes about exercise, and provide suggestions on how to integrate exercise into your busy lifestyles. Also, we’ll learn the moves behind the popular Step and Low Impact workouts that will keep you motivated and injury-free. Class sizes are limited and pre-registration is necessary. Classes will be conducted at either the Wellness Center or the Human Performance Center location. There is no fee for these clinics and all participants will receive a free one-time incentive gift.

DATE	TIME
Thursday, June 16	7:15 - 8 p.m.
Monday, June 20	7:15 - 8 p.m.
Tuesday, June 28	10 - 10:45 a.m.
Monday, July 11	7:15 - 8 p.m.
Wednesday, July 13	1- 10:45 a.m.
Thursday, July 21	7:15 - 8 p.m.
Monday, August 1	7:15 - 8 p.m.
Wednesday, August 10	10 - 10:45 a.m.
Thursday, August 11	7:15 - 8 p.m.
Monday, August 23	7:15 - 8 p.m.

Bulletin Board

■ *Tournament Seeking Sponsors, Patrons*

The 6th Annual Kelly Gallagher Memorial Golf Tournament and Dinner, which benefits the John and Dorothy Morgan Cancer Center and the Dream Come True Foundation, will be held Saturday, June 18 at the Golf Club at Shepherd Hills. Individuals or businesses interested in supporting this special event can do so by sponsoring a personalized tee (\$125), participating in the tournament (\$50 per person), attending the dinner (\$30 per person), and/or offering a donation. For more information and to register, please call Mary Sabo at (610) 437-0928 (home), ext. 1423 (office) or at 307-5526 (beeper) or forward your donations to her at 39 S. 16th Street, Allentown, PA 18102. You can also contact Mr. and Mrs. Thomas Gallagher at (610) 821-1430.

■ *Race To Benefit Marrow Donor Registry*

The second annual "Miles for Matt" relay race will be held Saturday, June 18 from 8 a.m. - 8 p.m. at the Moravian College Track, Bethlehem. During the race, runners from teams of ten will run one mile each in succession for 12 consecutive hours. The team running the most total miles wins the race. In addition to open, club, women's and mixed running categories, walkers can also participate in the event on an individual basis. The race was conceived and organized by the family and friends of Matthew J. Worman, an avid middle and long distance runner, who who died on August 21, 1992 of lymphoma. Lehigh Valley Hospital is the principal sponsor of the relay which is designed to identify prospective donors for the National Marrow Donor Registry. The Human Leukocyte Antigen Registry Foundation will conduct a marrow donor drive at the race site from 11 a.m. - 3 p.m. The race will be preceded by a benefit dinner on Friday, June 17 at 6:30 p.m. at the Northampton Memorial Community Center. For more information and to make reservations for the dinner, please call (610) 865-5341 or 861-9258; for the race, call (610) 759-7025 or 837-8464.

■ *Recreation Committee Sponsoring Festival*

The Fourth Annual Great Tastes of Pennsylvania Wine and Food Festival, sponsored by the Lehigh Valley Hospital Recreation Committee, will be held Saturday, June 25 and Sunday, June 26 at Split Rock Resort in Lake Harmony. Tickets purchased in advance are \$9 for adults (\$13 at the festival gate) and \$2 for anyone under the age of 21. Children two years of age and younger will be admitted free-of-charge. The price of admission includes a festival wine glass, free wine tastings (adults only), wine and food seminars and musical entertainment. Tickets are available through the Office of Education by calling Helga Klemp at ext. 5243. Checks are payable to LVH Recreation Committee.

■ *Accessorize and Save*

Nurses and other hospital employees can derive double the benefits from a new program launched by the Lehigh Valley Hospital Trust Fund. Through a special arrangement with National Footwear of Allentown and Nurse Mates Company, the entire line of Nurse Mates shoes, stethoscopes, hosiery and other products is available to hospital personnel at 10 percent off already discounted prices. In addition, five percent of each employee purchase of Nurse Mates products at National Footwear will be earmarked for continuing staff education.

National Footwear is located at 4571 Tilghman Street, Allentown. Hours are 9:30 a.m. - 8 p.m., weekdays; 9:30 a.m. - 4 p.m., Saturday; and noon to 4 p.m. Sunday. There are no Sunday hours in July and August.

■ *Photocopy Request Form On Email*

The photocopy request form for forms is now available on Email. To access this form, select Bulletin Boards on the main menu, type "L" at /LVH-Forms, and type "U" at Request for Photocopying. Then, fill out all the areas and press F4. This form can only be used to order forms produced in the print shop with form numbers on them (for example, MM 10, HR 03, NSG 58.) If there is no form number, please send a copy of the

Bulletin Board

form with a request through interoffice mail to the attention of Will Mest, Mailroom, CC.

■ *Walk Around The Block*

Celebrate Spring and get into STEP with lunch-time group walks led by a certified aerobic instructor. Walking-Out-Workout Club (WOW) members and other interested employees are invited to participate. Employees currently enrolled in the WOW program can record their minutes of walking on their monthly logs. Walkers will meet at the entrance of each hospital site from noon - 12:30 p.m. on June 6, 13 & 20 at 17th & Chew; and June 8, 15 & 22 at CC&I-78.

■ *Quit Smoking Through Hypnosis*

Smokers who want to quit smoking can overcome their craving for cigarettes through hypnosis. A group smoking cessation program, led by Kenneth Graham, PhD, a licensed psychologist, will be held Wednesday, June 15 from 7 - 8 p.m. in the auditorium, 17th & Chew. For more information and to register for the program, which is free-of-charge for hospital employees, please call the Health Promotion and Disease Prevention Department at 821-2150.

■ *Diabetes Center Offering Course*

The Helwig Diabetes Center is offering a four-part course for people interested in learning how their diabetes can be controlled and how to interpret monitoring results. "Diabetes: Taking Control" is scheduled for Monday, June 20; Wednesday, June 22; Monday, June 27; and Wednesday, June 29 from 7 - 9 p.m. in Suite 2700 at 1243 South Cedar Crest Blvd., Allentown. Registrants must have a basic understanding of diabetes management skills including a method of testing blood glucose. Attendance is required at all four sessions. Tuition is \$80 for the course. Registrants may be accompanied by a family member or significant other at no additional cost.

■ *ID Badge Required For Discount*

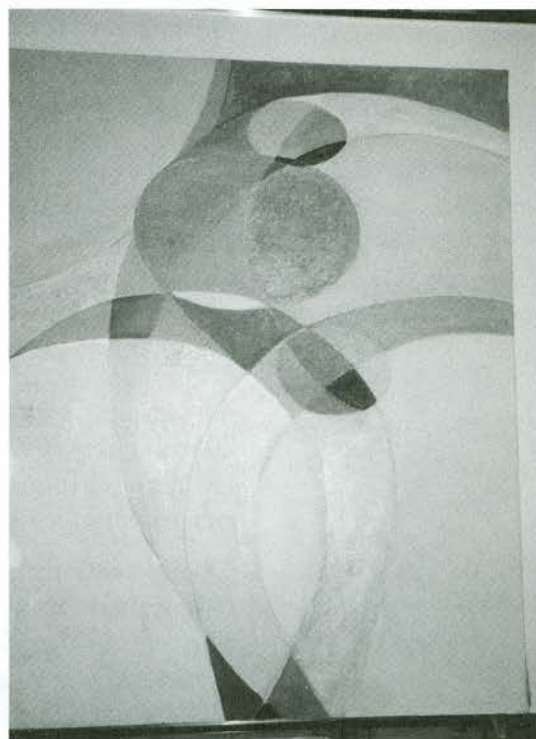
In order to receive a 20 percent discount on cafeteria purchases, employees are required to show their ID badges to cashiers at the check-out counters. Please be courteous and comply with this policy.

■ *Spend A Day With A Nurse*

The roles and responsibilities of nurses throughout the hospital will be highlighted, for the third consecutive year, during "Spend A Day With A Nurse" on Monday, October 24. This is an ideal opportunity for hospital personnel to "shadow" their colleagues and get a better understanding of the integral role of nursing in an ever-changing healthcare environment. More information will be featured in CheckUp as the annual event approaches.

■ *Temporary Parking Lot to Close at CC&I-78*

On June 21, the temporary (unpaved) lot at the west end of the CC&I-78 complex will close permanently. Additional day shift parking will be available in lot #7 on a first come, first serve basis. Middle shift employees will continue to use lots #4 and #5 ■



Perhaps you can help solve a mystery regarding the disappearance of a painting by the late Dr. Samuel J. Silberg which graced the walls of the original doctor's lounge at 17th & Chew. (The painting is similar to the one pictured.) If you have any idea regarding the whereabouts of the painting, please call the Lehigh Valley Hospital Trust Fund at ext. 3031.

HR Development Information

Hospital Orientation

The next hospital orientation will begin at 8 a.m. at CC&I-78 on Monday, June 20. An optional tour of both sites will be held on Wednesday, June 22 beginning at 1 p.m. at 17th & Chew and 2:30 p.m. at CC&I-78. Reservations are required for the tour. To register, call ext. 4761.

CPR Certification

CPR Certification will be held in two parts and attendance is required at both. Part I will be held Tuesday, July 12 from 9 a.m. to noon in room 900, School of Nursing, 17th & Chew. Part II will be held Tuesday, July 19 from 9 a.m. to noon, also in room 900, School of Nursing. To register, complete and return the appropriate form on the monthly HRD calendar, outside HRD, room 1914, School of Nursing, 17th & Chew, or outside the HR benefits area at CC&I-78.

CPR Recertification

CPR Recertification will be held in the 24-hour period beginning at 10 a.m. on Wednesday, June 22 at 17th & Chew, 5th floor, Pediatric Classroom.

AHA Teleconferences Available

Issues relevant to healthcare providers are addressed in American Hospital Association teleconferences available through HR Development. Dates and topics of the teleconferences, which can be viewed live or taped, include:

- June 2** Coding For ICD9-CM Physician Demonstrations
- June 30** Assessing Community Health Needs; Models, Cases, Data Collection (HRET)
- July 21** Hospital Engineering Controls for Tuberculosis
- Aug. 4** Toward A Seamless Continuum of Care
- Aug. 18** Legal Issues Of Forming Community Care Networks
- Sept. 8** Performance Indicators for Materials Management
- Sept. 22** Strategies For Creating Physician/Hospital Alliances for the Development of Community Care Networks

The teleconferences are usually approved for CEUs by a professional organization. Cost per program is \$367. For more information, please call Jack Dunleavy at ext. 4761 or via Email. ■

Ceremony to Mark Second Phase Of Campaign

An additional 645 engraved bricks have been installed in the exterior patio of the John and Dorothy Morgan Cancer Center, completing the second phase of the "Pave the Way for Life Campaign." To mark the occasion, hospital officials will host a reception for all donors to the campaign on Wednesday, June 22.

All told, more than 1,400 individuals, businesses and organizations have participated in the unique fund-raising effort which was initiated by the Lehigh Valley Hospital Trust Fund to augment the capital campaign for the Cancer Center. For a \$100 donation, donors have had the opportunity to have a brick inscribed in honor or memory of a family, member, friend or business associate. Initially, 777 inscribed bricks were installed in the patio which was unveiled with a ribbon-cutting ceremony during the formal dedication of the Morgan Cancer Center. The campaign has now entered a third phase with a mailing to more than 4,000 businesses in the Lehigh Valley.

Of course, individuals who would like to order an engraved brick can still do so by calling the Trust Fund at ext. 3031. Since the campaign is ongoing, the bricks will be installed periodically as sufficient orders are received.



CheckUp Extra!

Site & Facilities

June 10, 1994

17th & Chew

Open House Set for M/BU

Painted and papered in shades of plum and gray and furnished and trimmed in cherry wood, the new Mother-Baby Unit at Lehigh Valley Hospital is, in a word, gorgeous!

To mark the opening of the new unit, Carol Diehl, director of patient care services, and the staff of the MBU invite all hospital personnel to visit and tour the unit at its new location on 4T on Monday, June 20 from 11 a.m. - 3 p.m.

The new unit features accommodations for patients in 16 single and four semi-private rooms. The unit also includes a nursery next to the nurse's station, convenient to the staff for monitoring infants and for mothers who want to look in on their little ones.

New Location for Dental Service

On June 13, renovations will begin on 1N for the Dental Service's new dental clinic, laboratories and administrative functions.

Renovations to Begin for Ambulatory Surgery

Renovations to the 2nd floor Tower will begin in late June for an ambulatory surgery suite that will adjoin the Operating Room suites. The OR suites are also scheduled for renovations during the same time frame.

Rehabilitative Services to Relocate

Physical and occupational therapy will relocate to the 5th floor tower in late June, following inspection by the Division of Hospitals and the Life Safety Division of the State Department of Health on June 17. These rehabilitative services will adjoin the transitional, or sub-acute care unit now under review by the Pennsylvania Department of Health.

Upgrades

The installation of a new cooling system is among the electrical, plumbing and other upgrades to the 2nd - 6th floors, T Wing.



CheckUp Extra!

Site & Facilities

June 10, 1994

CheckUp Extra is a publication that focuses on site and facilities changes at Lehigh Valley Hospital. To provide hospital personnel with timely information about the renovation and relocation of various services, and the employees affected by those changes, CheckUp Extra will appear as a supplement in the regular CheckUp newsletter and as a separate publication on alternate weeks.

Cedar Crest & I-78

Emergency Department to Offer ExpressCare

Beginning in July, Lehigh Valley Hospital will provide emergency treatment for minor illness or injury in a new division of the Emergency Department.

ExpressCare will be available from 11 a.m. - 9 p.m., 7-days a week, in a four-bay treatment setting that will adjoin the registration area for ambulatory patients. ExpressCare will occupy space that previously housed offices for medical staff services. Renovations are proceeding on schedule to convert the former offices into the new treatment area.

Cancer Center to House Offices

In accordance with the hospital's original plans for the facility, the fourth floor of the John and Dorothy Morgan Cancer Center will house new offices for Human Resources, Legal Services/Risk Management, Integrated Quality Assessment/Resource Utility Management (IQA/RUM), the Information Services Training Room and the Credit

Union. In addition, the third floor of the center will be occupied by new physician offices. The offices will be ready for occupancy in early August. Eventually, the center will house many of the departments which now occupy the trailers at CC&I-78 as well as other consolidated departments.

Administrative Services Relocation

Administrative offices adjacent to the lobby will be relocated to an administrative suite for senior management on the third floor of the Anderson Wing. The administrative suite is now under construction and scheduled for completion in mid-July. The Board of Trustees conference room will be relocated to this area as well.

MARKETPLACE

Items for Sale

Sofa, Traditional, neutral color in excellent condition, \$350; Upholstered chairs, \$125; AM-FM Hi-Fi and record player in excellent cherry cabinet, \$100; Misc. cherry end tables, lamps, bookcase, head board, bed frame, and dresser - ranch oak, \$100. Please call 395-0233.

Bird Cage, like new, \$35. Mini trampoline, \$10. Call 434-6264 or ext. 1455 days.

4 Poster Queen Size Bed, solid cherry, S&F imperial mattress, box spring, bed spread, 2 blankets, 3 years old, \$400. Please call 437-4719.

Sofa — Beige, excellent condition, \$375; Queen size waterbed w/out frame, \$35 or best offer; Set of patio style curtains w/rods and pins, \$35; Technique stereo speakers, turntable, receiver, and tape deck, all for \$350. Please call 434-2282 after 5 p.m. or call ext. 8218, ask for Dan.

386 SX Computer, 16 Mhz., 52 Mb harddrive with co-processor, 2 Mb RAM, 14" SUGA color monitor, 3.5" floppy drive with keyboard and mouse, \$650; PREVUE Dog Crate, 3" legs, removable pan, large breed size, model 405, \$50 or best offer. Please call 966-2797 after 6 p.m. or ext. 3058, days.

Two Lamps, Tiffany-like, Rower Machine, Tread Mill and Humidifier, best offer. Please call 740-9646.

FOLEY BELSAW - saw sharpening equipment, automatic saw sharpener, do-all grinding machine, auto saw setter, spring loaded saw setter, auto saw retoucher, plus acc. - grinding wheels, files, etc. Manuals included, \$2,000. Please call 377-0472.

Woman's 10 Speed Bike, excellent condition, \$200. Call 367-4963.

Stationary Exercise Bike, \$25. Call 966-4463.

Westinghouse Electric Stove, very clean, \$175 or best offer. Call 435-1721.

"Rainbow" Cleaning Unit with all attachments, two years old, excellent condition, \$600. Please call 398-1583 after 3:30 p.m.

New Solar Pool Cover, approx. 20' x 40', \$100; Antique Wooden Slot Machine, constructed in 1905, \$3,000 or best offer; One Antique Brass Sleigh Bell Strap - 36 bells, \$175; Collection of Fleetwood First Day Covers - Stamps, Make offer. Please call 395-0194.

Commodore C64 Computer, 1541 disk drive; 14" color monitor; supergraphic jr. printer interface; voice messenger synthesizer w/easy speech 64; software: Paperback Database, Paperback Writer, Stickybear Reading and Spellgrabber, Fancy Face, Number Builder, Land, Sea & Air Adventures, Impossible Mission, and blank floppy disks. Excellent condition, complete with manuals on all above, \$295. Please call 965-8763.

Recliners, two, brand new, blue. Must sell, \$100 each; Computer stands, excellent condition, 65 & \$50; Pink Heart Day Bed, complete with frame, spring & mattress, excellent condition, \$95. Call 965-8763.

Men's Racing Bike, excellent condition, 25" frame, airobars with shifter, mirror, pumps, water cages, tools, computer for training, many extras, best offer. Please leave message at 391-1277.

"Realistic" 200 Channel Programmable Scanner, like new, \$175 or best offer; Green Striped Hammock with green metal stand w/ pillow, brand new in box, cost \$350, asking \$300 or best offer; "Lifecycle 1500", like new, cost \$1500, asking \$1000 or best offer. Please call 434-1795.

Matching Sofa, Loveseat and Chair - beige, good condition, \$125; Gold Sofa, good condition, \$75. Call 261-9234.

King Size Waterbed, nice headboard, \$80. Call 791-3575.

Home raised Bunnies: Purebred Netherland Dwarfs with pedigree papers, starter food and care instructions, \$25. Cages and supplies available. Please call 965-8763.

Speed Roller Skates; top of the line Leather Boots, Light Weight Plates; Speed Wheels - like new, size 9 1/2 men's, asking \$115. Call 965-8186.

Vehicles for Sale

1985 Plymouth Horizon, 5 speed, 100k miles, good condition, current inspection, \$900 or best offer. Call 966-2797 after 6 p.m. or ext. 3058 days.

1985 Red Chevy Camaro Z-28, 88k miles, V-8, A/C, One owner, well maintained with extras, \$4300. Please call 253-9756.

1989 Kawasaki Ninja 600R, good condition, \$4600. Call 837-9076.

1986 Honda Rebel "Limited Edition", black & gold, good starter bike, \$1000 or best offer, 250 cc, excellent condition! Call 366-1235.

1979 Black Corvette, doe skin leather interior, PS, PB, PW, PD, AT, AC, cruise, tilt/telescopic steering, glass t-tops, 350 V-8, 64,500 original miles. All numbers match, chrome hooker headers, side pipes, 4 new tires, just inspected. Must see! Asking \$8000. Call 682-0646, ask for Pete.

1987 Chevy Spectrum Express, white, 1.5 L/4 cylinder, 5 speed, AC, new brakes and tune-up, 114,800 miles. Asking \$1000 or best offer. Call 682-0646, ask for Pete.

1987 BMW 325E, silver, loaded and alarm, 67K miles, good condition. Please call 398-7966, leave message.

1989 Chevy S-10, P/U 4.3, V-6 automatic, AM-FM stereo, power steering and brakes, rear sliding window, 61k miles, excellent condition, \$6500 or best offer. Please call 261-0906.

1993 Ford Aerostar Van, 6k miles, excellent condition, AT, AC, crusic, privacy glass, air bag, AM-FM cassette stereo, \$14,000 or best offer. Please call 767-2406 after 5 p.m.

1981 Kawasaki 650SCR, 8k miles, excellent condition, garage kept. \$1150 or best offer. Call 797-0487 after 4pm.

Real Estate for Rent

Large Victorian Apartment (currently being remodeled), spacious living room and kitchen, master bedroom suite. Has AC, huge driveway, yard, full basement with washer/dryer, available 7/1. \$695/mo. includes heat and cable. Call 770-1945.

West End 2nd floor apartment for rent, near Muhlenberg College. 2 BR, one car attached garage, heat included. Call John after 6 p.m. at 797-1321.

Ocean City, NJ Condo - 2nd floor, 3 BR, 2 BA. Two blocks from the beach. Call 965-5055, leave message.

Stone Harbor, NJ Beach House for rent. Ranch duplex, 3 BR, newly furnished, wall to wall carpet, full deck, laundry room, charcoal grill, two blocks from the beach, three blocks to town. Full tile bath, outdoor shower. Call 439-0911.

Wildwood, NJ, Fun in the Sun! Stay at Anita's Family Place - 1, 2 & 3 BR apartments in a home located at the southern end of Wildwood. Only 1 1/2 blocks to the beach. Call for low rates, 395-0010.

Myrtle Beach Condo - 2 BR, 2 BA, washer/dryer, tennis, sauna, 2 pools. Located one block from the beach. Call for rates, (803) 438-9678.

Garage for Rent - Emmaus, 10' x 27', perfect for car, boat or RV. \$30/month. Please call 965-9631.

Real Estate for Sale

Charming 3 BR Single - lovely fireplace, original random width walnut peg floors, 1 car detached garage with remote, additional off-street parking available. Slate roof, oil/hot water heater, great buy at \$69,000. Call 767-8978.

Northampton Twin - 4 BR, 1 1/2 BA, finished basement, IR, DR with hardwood floors, kitchen with 2 tier deck off back, fenced yard with pool. Conveniently located to schools and shopping. Asking \$102,000. Please call 262-8741, leave message.

ASSUME OUR MORTGAGE! Only \$400/month, beautifully remodeled 2 BR twin, partial basement, yard, Low Taxes, a must see! Our expanded family is forcing us to move. Please call 826-4149 and leave message.

Fabulous Macungie Townhome, 3 BR, many upgrades! Move-in condition, w/walk-out finished basement family room, 1 1/2 new baths, hardwood floors, eat in kitchen, entrance foyer, picket fence front yard. Please call 967-3706.

Well-maintained 3 BR Twin in South Allentown. Many updates including, vinyl siding, tilt-in windows, 2 year old gas furnace & hot water heater, new roof, modern kitchen and bath, deck, above ground pool, fenced yard and 2 car parking pad. Recently painted and wall to wall carpet throughout. Close to school and park, \$69,900. Call 791-4836.

Allentown Three Unit Apartment Building - 1/2 Twin, brick, good condition and great location. One car garage & driveway, street parking, appraised \$100,000, asking \$95,000. Please call 434-5284.

South Allentown 3 BR Ranch - large lot, 2 car attached garage, full basement, large patio, new roof and spouting, oil/hot water heat, sunken LR, unique "U" shaped bathroom, quiet neighborhood. Asking \$110,000. Call 791-1766.

Charming 3 BR Ranch in Neffs area - large country kitchen, with breakfast bar, hardwood floors, 1 car attached garage - plus 3 car detached garage, beautiful area, full basement and attic. Priced to sell at \$109,000. Call 767-7274.

Ready to move in - 4 BR Stone Colonial in West End, newly renovated with 5 yr. old heating and central air systems. Hardwood floors, country kitchen, marble fireplace in LR, 2 1/2 baths, corner lot, attached garage, screened porch. Listed at \$189,000. Call Peggy at ext. 5950.

Wanted

Commuting partner(s) wanted - along PA turnpikes northeast extension from the blue route & E-W turnpike interchange. Needed for days M-F. Call Rob ext. 3059 or 527-5069.

Housemate Wanted - beautiful 2 story, 4 BR Colonial with many amenities including, finished basement, bar, pool table, piano, Florida room, yard, etc. Applicant preferably female and willing to do some shopping, cleaning, etc. in exchange for great monthly rate. Only 1 min. to CC & I-78 site! Call 434-1795, leave message.

Child care needed - to care for 2 children (ages 5 years & 6 months) in my home, 3 days a week. References required, call 966-3501.

WANTED—Home for Free Kittens - 3 gray tigers, 1 black, 1 white, very friendly and cute, call 756-4260

Babysitter/afternoon day care needed for boy attending St. Ann morning kindergarten. Must reside in East Penn School District. Call 965-0111 after 5 p.m.

Grandmother wishes to babysit occasional evenings and or weekends - Emmaus area, near community park. Call Jean 965-7670.

Babysitter wanted for 3 children ages 5, 7 & 11 - needed overnight. Experience required, transportation desired, flexible scheduling. Call 967-5096, leave message.

Marketplace Submission

Send to Marketplace, Public Relations, 1243SCC.

Check Category

- ☐ Items for Sale
- ☐ Vehicles for Sale
- ☐ Real Estate for Sale
- ☐ Real Estate for Rent
- ☐ Wanted

Copy (please print or type)

Home Phone (will appear in ad) _____

Submitted by _____

Department _____

Daytime Ext. _____

Marketplace is provided as a free service to employees of Lehigh Valley Hospital and is published in the first edition of **CheckUp** each month. All submissions must be on the attached form and must include the employee's name, department and a daytime telephone number. Submissions without this information will be discarded. **Only employees, volunteers and staff physicians may submit items for publication.** **Marketplace** ads may be run for only two consecutive months, and must be submitted for each edition of **Marketplace**. We reserve the right to reject, revise or edit submissions and publication does not constitute an endorsement of product or service. Deadline for submissions is the last day of the month preceding publication.

St. Leon's Day Sale



Friday, June 24
at
The Alcove Shop
17th & Chew



Come celebrate with us as we take
20 percent off all merchandise!
(Except food and magazines)
Special sale hours — 7 a.m to 8 p.m.
The sale is open to employees and the public,
so come early for the best selections!

(Leon is N-O-E-L spelled backwards)