Prime Vendor Project Yields Substantial Savings

Operations improvement and cost containment often go hand-in-hand, but it's still quite an accomplishment to advance in both areas through a singular plan of action.

Yet, in a mere two months, a team of engineering and purchasing personnel (the Prime Vendor Team) at Lehigh Valley Hospital has simplified the procurement process and will dramatically reduce annual spending and inventory costs for maintenance and repair supplies.

Chaired by Sue Toth of Purchasing, the team also included Bill Burgess, Rick Gehman, Mike Hutnick, Jack Mack, Lee Wehr and Jim Zemhelt, all of Engineering; Carl Kent of Materiel Management Systems; Duane Ott of Purchasing; and Fred Coenen of Integrated Supply Management, Inc. (ISM), a facilitating firm that provided the standardized process, instruction and guidance to the team in the course of the project.

Following a reassessment of the Engineering Department's needs and renegotiation with the 20+ vendors who provide "general mill" items, the employee team was able to select one primary vendor that could provide the best value for all of its supplies—from door hinges and drill bits to nuts and bolts.

The team set out with a goal to reduce general mill supply costs by 15 percent and achieved a goal of 25 percent, while reducing inventory costs to almost zero. Only emergency supplies will remain in stock; the vendor has agreed to provide the remaining items on an as-needed basis.

That the department has realized this level of savings in time and money in such a relatively short period is a credit to the team who initiated and completed the reassessment/renegotiation process.

In addition, the work of this team represents the successful piloting of a re-engineered approach to supply management, which will be implemented throughout the hospital, eventually incorporating both clinical and non-clinical supplies and services.

Given their initial success, the team members are now ready to tackle another challenging assignment. Later this month, they will begin a similar assessment of the hospital's electrical, plumbing and heating/air conditioning costs. Further, they are actively evaluating ways to eliminate most of the paperwork associated with procuring supplies.

Look for a report on the results of this "clip and save" venture in an upcoming issue of CheckUp.

For the third consecutive year, Lehigh Valley Health Services and Health Spectrum provided free flu vaccines to area senior citizens. This year, more than 2,000 seniors turned out for the vaccine which was administered at five Lehigh Valley locations.
LVPHO Care Management Committee Establishes Goals

As a critical component of a managed care network, care management has proven to be the single most important element in controlling healthcare costs to participating employers.

To that end, the Care Management Committee of the Lehigh Valley Physician Hospital Organization (LVPHO) has splintered into several subcommittees to focus on the areas of quality improvement, cost containment, utilization of resources, use of guidelines/pathways and primary care coordination.

According to Gregory G. Kile, Executive Director, LVPHO, these efforts will help to ensure that patients receive maximum benefit and value from the healthcare dollars expended on their behalf while maintaining the quality of care received.

Listed below are the chairpeople and priority goals of the Care Management subcommittees.

Quality Improvement: John D. Nuschke, MD

- Encourage the sharing of information and lessons learned from matters brought before the occurrence analysis committee.
- Encourage periodic review, by outside experts, of key hospital laboratories to assure high quality standards.

Cost Containment: David M. Caccese, MD

- Foster an attitude among IPA members to ask, "Will the results of this test or diagnostic procedure influence the management or therapy we are delivering to the patient?"
- Continue to educate attending and house staffs about costs of tests ordered, drugs, supplies, consults and hospital stays.

Utilization of Resources: Vilas K. Deshpande, MD

- Provide physicians with cost and length of stay data, compare with peers locally/nationally and discuss results at department meetings.
- Increase availability in physicians’ offices of results of laboratory tests, radiology services and discharge summaries so recent tests are not repeated. This should include test results at LVDI and LMIC (via PHAMIS).

Guidelines/Clinical Pathways: Thomas D. Meade, MD

- Coordinate the collation of completed pathways onto the PHAMIS system to IPA members, which will be available at a maximum number of locations.

Primary Care Coordination: Donald L. Levick, MD

- Conduct a survey of primary care offices to determine those problems/procedures performed versus those referred out.

Trauma Center Receives Reaccreditation

The Pennsylvania Trauma Systems Foundation has reaccredited Lehigh Valley Hospital as a Regional Resource Trauma Center through September 1997, the highest accreditation awarded by the foundation.

To merit the honor, a hospital must meet standards established by the American College of Surgeons and ensure that trauma surgeons, nurses, support personnel and equipment are immediately available to treat patients with the most serious, life-threatening and disabling injuries. A surgery residency teaching program is also required to support the attending surgeons.

In addition to its accreditation as a Regional Resource Trauma Center, the hospital was awarded additional qualifications in pediatric trauma, a three-year certification.

Lehigh Valley Hospital was named Pennsylvania’s first Level I Trauma Center in 1981. Nearly 1400 critically injured victims of motor vehicle and industrial accidents are treated each year in the trauma center.
(Investment options and services available to employees through the Human Resources Department are outlined in TSA Today, a new column appearing in alternate issues of CheckUp. The Copeland Companies, one of several firms chosen to provide Tax Sheltered Annuities (TSA) to hospital employees, is represented here by Steve Lehman.)

This month’s featured program is CHART, a personal asset diversification plan offered exclusively through The Copeland Companies that helps individuals to learn to balance risk and reward when making investments.

Managing Risk for Greater Investment Rewards

According to Lehman, the Copeland Companies’ representative at the hospital, most people tend to think about only the rewards associated with investing in the stock market. But, since the market moves up and down, he advises individuals to consider the risk involved as well.

“One of the best methods of managing risk is to diversify investments,” Lehman says. “Then, if one turns bad, other investments are not affected. Also, consider making investments that are not related. For example, buy stocks and bonds, or stocks and cash. When stocks lose money, cash generally performs better and vice versa.”

Buying stock in a variety of individual companies or investing in companies representing different industries also reduces risk. For example, utilities are good performers when interest rates are falling while mining and energy stocks benefit from higher inflation.

There are also several types of risk to be managed. “Opportunity risk” refers to holding a particular investment without comparing the rate of return on other investments. “Emotional risk” considers how much risk an individual is willing and able to take to achieve certain financial goals. In addition, there are built-in risk factors that all investors need to understand.

CHART assesses an individual’s risk tolerance and generates a diversified personal investment profile that will balance the “opportunity” and “emotional” risks described above. CHART also automatically rebalances portfolios on an annual basis.

By balancing risk and reward and continually re-evaluating investment strategies, Lehman believes that individuals can have a powerful risk management tool to help them make sound financial decisions.

For more information about CHART or to make an appointment with Lehman to discuss strategies of managing risk for greater reward, contact him at ext. 8801. You may also reach him by interdepartmental mail in care of Human Resources (CC&I-78).
Senior VP, Clinical Services Appointed
Robert J. Laskowski, MD, has been named senior vice president of clinical services at Lehigh Valley Hospital. In this newly-created position, he will coordinate the activities of the hospital's clinical departments, monitor the delivery of medical services and oversee medical education and quality assurance programs. Dr. Laskowski previously served as group medical director and president of Northeast Permanente Medical Group, Farmington, Connecticut. He was also a member of the medical faculty at the University of Connecticut. Laskowski earned his bachelor's, master's and medical degrees at the University of Pennsylvania. He completed an internal medicine residency at University of Chicago Hospitals and Clinics and a fellowship in general internal medicine at the Hospital of the University of Pennsylvania. He was also a Robert Wood Johnson Foundation Clinical Scholar at the University of Pennsylvania, 1981-1983. Laskowski is certified in both internal and geriatric medicine by the American Board of Internal Medicine and is a member of the American College of Physicians, American Medical Association, Society for General Internal Medicine, American Geriatrics Society, Gerontological Society of America, American College of Physician Executives and American Public Health Association.

Administrator Named For Transitional Unit
Terry C. Tressler, Esq., has been appointed administrator of Lehigh Valley Hospital's new transitional skilled unit and will oversee the day-to-day activities of the 52-bed facility which is scheduled to open in February. The subacute care unit will provide short-term care to patients who are medically stable but are not well enough to be discharged home or transferred to another facility. Since 1979, Tressler has held administrative positions in nursing and retirement centers in Philadelphia and southern New Jersey. Most recently, he served as administrator of Bala Nursing and Retirement Center, a 180-bed facility in Philadelphia. Tressler earned a law degree from Temple University School of Law. He also holds a master's degree in public administration and a bachelor's degree in health planning and administration from Pennsylvania State University. A licensed nursing home administrator in New Jersey and Pennsylvania, he is also a member of the Bar in New Jersey, Pennsylvania and the Federal District Courts.

Staff Members Present Posters
Lehigh Valley Hospital's Department of Medicine was well represented at the American Society of Nephrologists' National Meeting in Orlando, Florida. During the meeting, members of the department presented the poster “Microalbuminuria: A Positive Predictive Value for Coronary Heart Disease?” Medical and professional staff members who participated in the project and/or presentation included: David del Rosario, MD; Anthony Purey, DO; Mary Ann Gergits, RN; Nelson Kopyt, DO; Carolyn Peters, RN; and James Reed, PhD. Meanwhile, Rose Ogrodzick, RN, CETN, presented the poster “Cutaneous Manifestations of Vasculitis: A Case Presentation” at the Northeast Region Conference of the Wound, Ostomy and Continence Nurses Society in King of Prussia. Her presentation, which was enhanced by the work of the Biomedical Photography Department, was so well received that she has been encouraged to repeat it at the society's national conference in Denver.

CEO Is Keynote Speaker
"Discovering Your Community's Healthcare Needs" was elaborated by Elliot J. Sussman, MD, in his keynote address at a conference sponsored by the New Jersey Hospital Association and the Health Research and Education Trust of New Jersey. Dr. Sussman described the collaborative efforts of the seven Lehigh Valley hospitals, the Dorothy Rider Pool Health Care Trust and area social service agencies to assess health problems in the Lehigh Valley. This research led to the planning, development and implementation of a strategy for improving the health status of the region's expectant mothers, children and the underprivileged.
About Our People

Engineering Honors Employee
Mike Kemmerer, a zone mechanic at CC&I-78, has been recognized as "Employee of the Quarter" by the Engineering Department. Kemmerer is the first recipient of the award which was established to recognize engineering personnel for continuous exemplary work or outstanding work on a particular project. Candidates for the award are nominated by their peers; the nominations are then reviewed by department supervisors and managers.

What A Difference A Day Makes!
Business people, public officials, community leaders, journalists and healthcare professionals, among others, recently took the opportunity to "Spend A Day With A Nurse" and went away with a greater insight and appreciation of the nursing profession. During the day, guests accompanied the nurses as they assumed their daily roles and responsibilities throughout the hospital. The unique educational program was coordinated by the Professional Nurse Council and Friends of Nursing.

Preceptor Reception A Success
By all accounts, the recent Preceptor Recognition Reception was a success. While much credit belongs to the committee members who planned the event, they express special thanks to everyone who offered their assistance and support including the patient education and nursing education secretaries, the public relations staff and biomedical photographers.

Congratulations! ...
... to Ken Clay, RRT, Advanced Practitioner, on his selection as the Employee of the Month for October by the Respiratory Care Reward and Recognition Committee.
... to Migna Vargas, of the 17th & Chew laboratory, and Fran Worman, of Nursing Education at CC&I-78, who were the lucky winners of the library dinosaurs contest held recently to introduce the new on-line cataloguing system. (see photo caption)
Helping Children Cope With Grief

Coping with grief and bereavement can be particularly painful for children whether they have experienced the sudden or premature loss of a family member or friend. To help bring light back into their lives, consideration is being given to the formation of a "community network" that would provide support groups and camps specifically for bereaved children.

This venture would combine the energy and expertise of individuals from throughout the Lehigh Valley. A preliminary meeting is scheduled for Thursday, Dec. 15 at 9 a.m. at the Camelot House for Children, 2354 W. Emmaus Ave.

Although this is a very busy time of year, if your schedule allows, your participation in developing this program would be most appreciated. If you are unable to attend but would like to be involved, please call Rev. Anne Huey at ext. 7400 or Brenda Rosen, MSW at 740-7668.

Parking Policy

Employees throughout the hospital go to great lengths to provide the best service to patients and their families. This level of care and consideration, however, should not be confined to the building but extend beyond it.

In recent weeks, the Security Department has noted a significant increase in employee use of parking reserved for patients and visitors.

As a result, Security will not be enforcing the parking policy as outlined in the management handbook. The policy applies to parking at both sites.

Effective immediately, employees who do not adhere to parking restrictions will be reported by Security to their department supervisor. The parking violation will result in a disciplinary warning and will become part of the employee's permanent record.

Because parking is limited, please remember to park in the space provided specifically for you. Spaces designated for patient and visitors must be available to them at all times. All of our customer-focused activities will go unnoticed and unappreciated if patients and visitors find it difficult to get to the front door. If you have any questions regarding the policy, please call Security at ext. 2987.

20/20 Segment Rescheduled

A segment of ABC News' 20/20 , featuring Lehigh Valley Hospital's role in a national research study, will not air until sometime in the new year. The exact broadcast will be announced in CheckUp and Email.

Human Resource Reminder:
Status Changes

As a reminder, it is important that you notify Human Resources whenever there is a change in family status such as marriage, birth of a child, the marriage of your dependent children, death of a spouse, divorce, or change of address.

You must remove dependent children who are 19 at the end of the calendar year in which they turn 19. In the case of children who marry prior to age 19 or if they are a full-time student and reach age 23, or graduate, you must notify Human Resources at the end of the month following the event.

When an event occurs notify Human Resources within 60 days of the occurrence to assure the change is made retroactive. If we are notified after 60 days, the change will be effective the first day of the following month.

If you have questions, or changes to report, please contact Gerrianne Keiser, ext. 8839; Maryjane Zanders, ext. 1230 or Ann Fatzinger, ext. 8841.

1995 Mini-Flex Enrollment

We are currently holding open enrollment for Mini-Flex 1995. All employees regularly scheduled to work 16 hours per week should have received an informational packet in the mail. If you haven't received it, please contact your Benefits Counselor either Gerrianne Keiser, ext. 8839 or Maryjane Zander, ext. 1230.

The following plans are being offered on a voluntary basis and are available through a convenient payroll deduction:
• Health Care Flexible Spending Account (HCFSA)
• Dependent/Child Care Flexible Spending Account (DCFSA)
• Supplemental and Dependent Life Insurance
• Voluntary Accidental Death and Dismemberment Insurance

Remember, new participants and employees who are currently enrolled in a Flexible Spending Account (FSA) must complete a new enrollment form for 1995. Participation in the FSAs will not automatically continue from one year to the next.

Employees who are currently enrolled in Supplemental and/or Dependent Life Insurance or the Voluntary AD&D plan will not need to complete a new enrollment form for 1995 unless you wish to make a change.

The deadline for submitting the enrollment form(s) is Dec. 16, 1994. Due to the tight timeframe for processing payroll deductions we cannot make exceptions to the deadline.

Despite an overcast sky, there were more than a few bright moments at the dedication of the Philip and Muriel Berman Sculpture Park at Lehigh Valley Hospital, CC & I-78. Among the guests who gathered for the occasion were children from the hospital’s child care center. In colorful and creative ways, the youngsters expressed their appreciation to the Bermans who are pictured (right) with Elliot J. Sussman, MD.

The sculpture park includes 14 outdoor sculptures that are linked by a walking path. The Bermans also donated 100 pieces of artwork, including original paintings, collector prints and tapestries for display throughout the hospital complex.
Education

HR Development Information

Hospital Orientation
The next hospital orientation will begin at 8 a.m. at CC&I-78 on Monday, Dec. 19. An optional tour of both sites will be held on Wednesday, Dec. 21 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. 1211.

CPR Certification
CPR Certification will be held in two parts and attendance is required at both. Part I will be held Wednesday, Jan. 11 from 9 a.m. to noon in room 900, School of Nursing, 17th & Chew. Part II will be held Wednesday, Jan. 18 from 9 a.m. to noon, also in room 900, School of Nursing. To register, complete and return the appropriate form located on the monthly HRD calendar, outside room 1914, School of Nursing, 17th & Chew, or outside the AV Services area at CC&I-78.

CPR Recertification
CPR Recertification will be held in the 24-hour period beginning at 10 a.m. on Wednesday, Dec. 14 at 17th & Chew, Pediatric Classroom, 5th floor.

Symposia Reminder
The Human Resource Department has announced the next topics of the Regional Symposium Series which will be held in the auditorium at CC&I-78.


Sixth Annual Symposium in Geriatrics will be held Saturday, Jan. 28. Topics will include: “Overview of Geriatrics,” “Medication Issues in the Elderly Related to Compliance, Pharmacokinetics & Pharmacodynamics,” “NEXUS for Geriatric Planning: A Demonstration of the Continuum of Care,” “Management of Ocular Disease in the Elderly,” and “Urinary Incontinence.”

For more information and to register, please call ext. 1210.

AHA Teleconferences Available
Issues relevant to healthcare providers are addressed in American Hospital Association teleconferences available through HR Development. The cost per program is $600 which can be split among interested departments. The teleconferences are usually approved for CEUs by a professional organization. For more information, please call Jack Dunleavy at ext. 1211 or via Email.

Dec. 15 Reporting Performance Information to the Public

“Just Kids Stuff” Coupon Books for Sale

Available at the Alcove Shop and the Tree Top Shop or through the Child Care Center (Linda Mejias, ext. 8842 or Email)

Discounts on clothing, furniture, toys, books, sports, party supplies, entertainment, food at Lehigh Valley stores and local attractions. Books cost $15 and make great holiday gifts!
Hospital Begins Testing Patients for Faulty Devices

On Wednesday, Nov. 30, Lehigh Valley Hospital announced that Abbott Laboratories in Illinois had issued a nationwide product recall of a temporary heart pacing wire after heart specialists at the hospital discovered problems with the device.

Prior to last Wednesday’s announcement, hospital officials had sent letters to 125 patients and their personal physicians about the potential problem. On Saturday, Dec. 3, the hospital began conducting tests to determine if a small piece of wire that’s inserted into the heart muscle to regulate an abnormally slow heart beat temporarily, then removed, may have broken off and remained in the heart wall.

The wire had been implanted in only special circumstances - when medication could not correct an abnormally slow heart beat after a heart attack or during a cardiac catheterization or open-heart surgery.

Of the 47 patients seen by cardiologists last Saturday, seven were determined to contain the wire tip. If tests find a broken wire, heart specialists will either monitor and observe the patient over time, attempt to remove the wire, implant a defibrillator to prevent serious arrhythmias or consider drug therapy. It has been determined that the wire might cause an irregular heart beat.

Tests will continue tomorrow, Dec. 10 and next Saturday, Dec. 17.

The broken pacing wire was first discovered during an angiogram on a patient who had had the temporary pacing wire implanted and removed. The piece of wire would not have been visible on a routine X-ray. At least one other hospital, in the southern United States, has reported the problem also.

In addition to personal notification, the hospital used the 402-CARE line to answer questions and schedule patients’ tests. People who had questions regarding the product recall were advised to call Abbott Customer Service, 1-800-222-6883.

A temporary pacemaker (Abbott Temporary Transluminal RV Pacing Lead), consisting of a lead wire and a battery, is occasionally used in hospital inpatients to maintain a normal beat in an abnormally slow heart.

The lead wire is threaded through an Abbott Swan Ganz catheter and lies against the wall of the patient’s right ventricle and remains there for between one day and several weeks during hospitalization. The wire receives electrical pulses from the battery, causing the heart to beat. The pacemaker is installed by physicians in the cardiac cath lab, the emergency department, or any of the critical care units. Doctors select the type of temporary pacemaker based on clinical indications and preference. The lead wire is removed when the heart can again pace itself normally.

On several occasions, while the lead wire of the Abbott Temporary Transluminal RV Pacing Lead was in place in the right ventricle, a piece of it broke off and remained embedded in the heart wall.
HEALTHPAGE
a component of Lehigh Valley Health Services

Exclusive Cellular Telephone Program

TO: Lehigh Valley Hospital Employees, Medical Staff and Volunteers
FROM: Paul L. Klee
General Manager, HealthPage
DATE: December 9, 1994

HealthPage in conjunction with CELLULAR ONE, is pleased to present a special cellular telephone program exclusively to Lehigh Valley Hospital Employees, Medical Staff Members and Volunteers.

This special program will begin on December 10 and end on January 31. During this program, you will save on airtime rates and equipment pricing. Please refer to the information regarding pricing on the back of this page. We are confident that you will find our rates highly competitive.

For more information, or to obtain a cellular telephone, please contact one of the representatives listed below.

Elizabeth Vought or Lisa Julian
Customer Service
HealthPage
(610) 402-1801

Angela Ferrizzi
Major Account Service Representative
CELLULAR ONE
(215) 390-6124

SEE REVERSE SIDE FOR OUR EXCLUSIVE RATES
THE HEALTHPAGE/CELLULAR ONE  
SPECIAL CELLULAR PROGRAM

Equipment Pricing

Mini-Portable/Handheld Phone ......................... $149.00  
Includes extended life battery, battery charger, cigarette lighter adaptor, memory dialing, signal strength indicator and a one year parts and labor warranty.

Transportable/Bag Phone ............................ $ 79.00  
Includes battery, battery charger, cigarette lighter adaptor, two antennas, and a one year parts and labor warranty.

Installed Model ........................................ $ 99.00  
Includes installation. Features also include handsfree microphone, memory dialing, speed dialing and a three year parts and labor warranty.

* Other phone models are available upon request.

** Minimum 12 month subscription to the program required.

Airtime Rates

Deposit ................................. (WAIVED) $100.00
Administrative Fee ........................... (One time) $ 35.00
Service Charge ............................... (Monthly) $ 11.00
Usage (per minute) for Peak Hours ............... $ .37
Usage (per minute) for Off-Peak Hours ......... $ .18

Peak hours are: 7 a.m. to 9 p.m. Mon.thru Fri.
Off-peak hours are: 9 p.m. to 7 a.m. Mon. thru Fri., weekends and major holidays.

$ 0.10 charge per completed outbound local landline call.

You will receive a monthly call detail report, at no additional charge, which includes all calls made to and from your cellular telephone, with any of the above programs.

**************************************************************************

This offer is not valid with any other promotion or discounts being offered by CELLULAR ONE. All equipment and service pricing is subject to change without written notice.
**Items for Sale**

**Eureka "Corvette" Mini Vac w/ attachments $30; Four 205x60x15 (m/s) tires, $25. Call 262-4099.**

486 DX3 computer w/ 14" SVGA monitor, 250 CMS tape backup, 1.44 floppy, 1.2 floppy, 4 MG Ram, 170 MG hard drive. Call 262-4099.

BATTERY OPERATED MOTORIZED WHEELCHAIR w/battery charger. Good condition, $1,000 OBO. Call 264-3056.

Electric mobility scooter, like new, used one year, solid rubber wheels, special made custom seat. Batteries needed, asking $1,700 OBO. Call 767-0394.

Hedstrom power XS boy's bicycle, 10 spd., red, training wheels optional. Like new, $50 OBO. Call 691-7995, leave message.

Burlington dining room set, table w/ 2 leaves, 4 chairs, plus 2 captain chairs, large, lighted hutch. Very good condition, $395; Bundy clarinet, great shape, $210; Women's size 10 burgundy wine, full-length, down coat, $35; hardwax wood Maple, colonial style, full-sized canopy BR set, chest and desk, $230; 10 cubic ft. upright freezer, $60. Call 432-6936.

Kenmore wall oven, $25; Cooktop, $25; Wanted range hood, $10; Stainless steel double sink w/faucet and spray, $35. Call 256-7435, after 2 p.m.

Drawing table, light and chair, $75 OBO. Call 966-9633.

Early American oak dropleaf dining room set w/6 chairs and buffet serving unit. Table pads included $500 OBO. Call 965-6692.

Boy's 24", 10 spd. bicycle; Girl's 26" 10 spd. bicycle, $35/each; Bundy clarinet, $90. Call 791-3919 after 4 p.m.

Brown/tweed sofa bed. Good condition, $75 OBO. Call 682-4103.

Bicycle racing wheels, rear J disc, free-wheel compatible (new) $379; 18 flat spoke front wheel (new) $100; 2 Victoria CX tubular racing tires (new $45/each); 12/21 free-wheel. Will sell all for $250. Call 965-8166 after 5 p.m.

White fox shrug (new), $350; Mink/leather coat (size 12/14), $1,200. Call (717) 629-3955.

"Tony Little" stepper, w/video, like new, $90 OBO. Call 481-9322.

**Vehicles for Sale**

1993 Mustang GT, black w/ grey interior, 5,900K, 5 spd. 2200 Alpine CD stereo system, PW, PL, loaded, immaculate condition, $15,000 OBO. Call 395-7002.

1989 Dodge Daytona ES, 4 cyl. turbo, auto, AC, AM/FM cassette, loaded, new inspection and battery, 12.5k. Excellent condition, $9,500. Call 262-4409.

1987 Camaro, grey w/ t-top, 5 spd. Good condition, call 837-9076.


1980 L-82 Corvette, $350 (ra re ), black on black. Low, original mileage, 38K, $14,500. Must sell moving! Call 433-5013.


1966 Antique Mercedes 250S, Sedan (Rare), 3 spd., gas, $7,500. Call (717) 646-5145.

**Real Estate for Sale**

It's a steal! Completely remodeled row home close to 17; 2BR, 1 BA, LR, DR, Kitchen, W/D, refir., small yard, off-street parking, full basement, mid $40s. Owner anxious, owner financing a possibility. Call 435-3599 after 6 p.m.


Almost 4,000 sq. ft! Use as 2 rentals or as a single home. Location great for in-home office. Separate 2 story/3 car garage. Asking $119,900. Call 767-2390.


**Wanted**

Adult Shih Tzu dog, white or light colored; Bedroom set in queen or full size; reasonably priced trumpet or trumpet case. Call 432-6936.

Child's car seat in good condition. Call 264-3056, leave message.

Wordprocessor, laptop preferred. Call 434-5828.

Boat of a car sitting in your back yard knowing it will never be sold?! Think again, C&S Racing looking for old, big cars for demo derby. Call 433-2413 after 6 p.m. Will buy in spring, old station wagons preferred.

Little Tykes Country Cottage. Call 760-0708.

Roommate wanted to share 1/2 double. Rent $375/month plus 1/2 utilities. Female only. No pets, non-smoker preferred. Credit references required and 1st month security deposit. Call 252-6242 after 7 p.m.

Child care in my West End home for two children ages 2-1/2 years and 9 months. 2 mornings per week. Must be mature, responsible, non-smoker, have own transportation and references. Call 437-6482.

FREE to a loving home! Gray and white domestic cat. Call 682-4103.
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.

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.

Marketplace Submission
Send to Marketplace, Public Relations, 1243 SCC.

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