



ED HILL/THE RECORD

loss of jobs if Congress doesn't
-Protection Jammer.

on push jammer

In a show of solidarity with ITT management, the union representing employees at the ITT Avionics Division in Clifton is asking New Jersey's congressional delegation to support production of the ASPJ.

Sal Ingrassia, president of the East Rutherford-based district office of the International Union of Electronic, Electrical, Salaried, Machine, and Furniture Workers, sent a letter to the representatives this month asserting that hundreds of defense jobs are at stake.

"The main problem with the program is that it is caught up in a political battle in Congress over the [armed] services' ability to conduct operational tests effectively," he wrote. "The system works and should be supported by our congressional representatives."

The union is still awaiting a response from Washington.

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firm tin cup

f having helped stem the deterioration of American industry, economy, and Jobs," said the ad. The message appeared under a headline borrowed from a Depression-era song: "Buddy, Can You Spare a Dime?"

Not many dimes or dollars have been forthcoming, but initial response has still been positive, said EMD Vice President Frank Allia. Frustration drove the company to take its plight public, he said.

"We are profitable, we are growing," Allia said. "But we're not being supported by the government, the banks are useless, and Wall

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PEN PALS

LITTLE HELPERS



PHOTOS BY STEVE AUCHARD/THE RECORD

"I think it's a stunning tool," Debra L. Morrison says of her pocket-size Wizard organizer. (A close-up is above right.) "I no longer run around with scraps of paper and have notes posted everywhere."

Electronic organizers the big story

By **DUANE STOLTZFUS**
Record Staff Writer

One of Debra L. Morrison's most dependable assistants can remember more than 1,500 phone numbers and knows in a flash what appointments are scheduled between now and the year 2099.

Her "assistant" — a pocket-size electronic organizer — is equipped with a keyboard for taking notes, as well as an alarm to alert her to appointments. The memory stores everything from a bank's drive-in hours to client phone numbers. By popping in a software card, Morrison can look over an amortization schedule and other charts.

"I think it's a stunning tool," the Fairfield financial planner says of her Wizard, which is made by Mahwah-based Sharp Electronics Corp. "I no longer run around with scraps of paper and have notes posted everywhere. The risk is in losing it. Then I'd be ready to jump off of a tall building."

Facing the choice between paper and

electronic organizers, Americans by and large have held to tradition, making Morrison one of the pioneers. But that might change before the decade is over.

When such products are viewed as part of the calculator industry, the U.S. market is relatively small for organizers and other so-called personal productivity products, says BIS Strategic Decisions, a research company based in Norwell, Mass.

The value of calculator shipments in the United States reached \$1.6 billion in 1991, and even though sales are expected to decline slightly this year, sales of organizers and related products trail far behind.

Still, they have a respectable growth rate of 10.5 percent, and sales are expected to increase from \$207 million in 1991 to \$228 million this year.

BIS projects that the personal productivity category's 10.5 percent growth rate will double by 1995. By the year 2000, hardware sales will

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