



## LONG ISLAND INC.

### Local Bank to Acquire Insurance Company

In a deal that joins a local banking company with an insurance company, Haven Bancorp Inc., yesterday announced it is acquiring Century Insurance Agency for about \$1.2 million.

Haven, which moved its headquarters last summer from Queens to Westbury and is the holding company for Columbia Federal Savings Bank, said Century Insurance would operate as a subsidiary of Haven.

Century Insurance, based in Centereach, provides automobile, homeowners and casualty insurance to individuals and certain lines of commercial insurance to businesses. It had about \$6 million in premiums last year and represents more than 12 insurance companies as an independent agency.

The transaction is expected to close in the fourth quarter.

Philip S. Messina, chairman and chief executive of Haven, said Century's executive management team would be retained to continue running the company. He said he expects to expand Century Insurance's business base through direct mail advertising to the bank's customers.

Haven has made its local mark since 1996 by installing Columbia Federal Savings branches in area supermarkets. It now has branches in 42 stores.

Messina indicated the insurance business would be available at those branches. "We're eager for our branch sales force to have the resulting expanded product line . . ." he said. Haven's shares closed at \$15.74 yesterday, up 25 cents in trading on the NASDAQ.

### Income Rises For Security Company

Amityville-based Napco Security System, Inc., a maker of electronic alarm systems, yesterday announced its quarterly financial results that showed a 24 percent rise in net in-

come for the fiscal year ended June 30, 1998.

Net income for the year was \$2,038,000, up from \$1,639,000 during fiscal 1997, the company said. Per share earnings increased 30 percent, to 48 per share in 1998 versus 37 cents in 1997. The company said it was able to generate the profit increase despite a decrease in revenue of 5.8 percent, to \$50.2 million in 1998, compared to \$53.3 million in 1997. Napco's president Richard Soloway said that sales in international markets were particularly strong, up 17 percent in 1998 compared to the previous year.

Napco shares closed yesterday at \$4.25, down about 9 1/4 cents on trading on the NASDAQ.

### Electronics Corp. Reports Growth

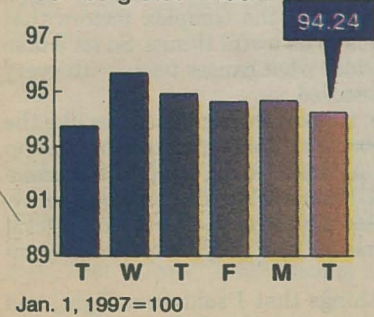
Nu Horizons Electronics Corp. says revenues in its second quarter grew 10.6 percent to \$62.8 million. The company reported net income, or profits, increased 14.9 percent to \$1.23 million. Earnings per share were 14 cents, up from 12 cents in the same three months in 1997.

Sales for the first half of the year were up almost 11 percent to \$112.3 million. Net income was down 8.6 percent to \$2.35 million, or 27 cents a share.

Melville-based Nu Horizons, a distributor of high-tech components, said even though its earnings suffer from margin pressure and higher expenses, the company believes its increased staffing levels are giving it an advantage in a down market. Nu Horizon shares closed at \$4.97 yesterday, up about 21 1/4 cents on the NASDAQ. — Pradnya Joshi

### The Top 100

The Newsday Top 100/  
Bloomberg Stock Index:



### Stock Watch

How Long Island's 10 largest stocks, based on market value, fared yesterday.

	Close	Change
Computer Assoc	37 1/4	+1 1/16
Cablevision Sys	44 9/16	+1/16
Marketspan Corp	29 1/16	+1 1/4
Symbol Technol	51	+1
Pall Corp	23 1/16	-1/8
Kimco Rlty	37 9/16	-1/4
North Fork Bcp	20 3/16	
Comvrse	43	-1/2
Arrow EI	13 1/4	-1/8
Henry Schein Inc	34	-1

## Yankee Keepsake Priceless to Fans

### Souvenirs going for big bucks at sports memorabilia stores

By Rafael Gerena-Morales  
STAFF WRITER

Yankee playoff fever is exciting millions of fans.

It's also thrilling area retailers and sports shops whose cash registers are ringing up sales of Yankee memorabilia and new merchandise as the New York team begins its march toward a championship in what has been a magical season for baseball.

Signed baseballs. Bats. Posters. You name it.

Anything connected to the Yankees — who this year set the American League record for most victories in the regular season — is selling faster than beer at a ballgame. Fans are even paying \$100 to buy ticket stubs from the game when David Wells pitched a perfect game.

"Anything and everything that has to do with the Yankees is selling fast," said Patrick Kenneally, manager of the Hall of Heroes, a sports memorabilia store in Garden City. "It's been like this all season."

Yankees merchandise has scored for Hall of Heroes, where total sales are up 25 percent over last year. Sales are so brisk, the shop next week will begin selling 600 team-autographed baseballs for \$1,000 each.

The store's owner, Brandon Steiner, said he was able to get the baseballs signed because he has contractual agreements with several Yankees, including manager Joe Torre.

Bookmarx Collectibles, a sports shop in Roslyn Heights, recently sold a team-autographed ball for \$750 to a customer who two years ago bought a 1996 baseball signed by the championship Yankee team for \$800. If the Yankees win the World Series, team balls from this year's squad will sell for as much as \$2,000, predicts Evan Marx, the shop's owner.

"You've got to root for the Yanks," Marx said.

His only complaints: Hideki "Irabu doesn't sign" a lot of memorabilia, he said. "Paul O'Neill is hard to get. David Wells only signs for money."

The legendary home-run race between Mark McGwire and Sammy Sosa has also injected lots of fun — and some sales — into the baseball season, luring

new and old fans alike.

"The hysteria surrounding McGwire and Sosa brought magic to the game," said Stewart Rand, owner of Art of the Game, a sports collector's shop in Great Neck. "People that haven't been interested in baseball in a long time have started watching again."

Sales of baseball collectibles are up 25 percent at Art of the Game, as renewed interest in the sport has also prompted fans to buy memorabilia related to Yankee heroes of the past such



Newsday Photo / David L. Pokress

Yankee memorabilia is big business this year for Evan Marx, owner of Bookmarx Collectibles in Roslyn Heights.

as Reggie Jackson, Mickey Mantle and former home-run king, Roger Maris.

"This season has fans looking into history," Rand said. "People are looking back and buying memorabilia about their childhood heroes."

To cater to shoppers eager to buy clothing with the names or faces of current stars such as Bernie Williams, Derek Jeter or Paul O'Neill, Modell's Sporting Goods now dedicates 1,500 square feet of retail space in most stores to Yankee wear, more than double the usual.

"This is the biggest sale of Yankee goods in the history of the company," said Mitchell Modell, president of the chain, which operates 15 stores in Long Island and Queens. "If the Yankees don't win the championship, I'm running out of town."