

# COST PER PRINT - A4

## FUJI XEROX PRINTERS - COLOUR

### Track Star Natalie Hofmann will Shine at Metro Stadium

**N**atalie Hofmann, junior at Springfield University, is one of the most exciting track stars to come this way in quite some time. Not only because of her speed, determination, and effervescent personality, but also because of how much she has overcome.

A specialist in the 400-meter hurdles, Hofmann has been breaking school and division records for the past two years, mostly her own. "I just want to get my time fast enough to make the national NCAA meet next year," says Hofmann with a big smile, which she is rarely without. "Things are going well, so should be able to get there, barring any injuries."

Injuries, unfortunately, have been her only nemesis. When she was a sophomore at Lincoln High School in Capitol City, she was in a horrific car accident that kept her off the track for close to a year. "I thought it was over for me when the accident happened," recalls Hofmann. "I enjoyed running and competing so much...I was devastated." The doctors told her she had a 50/50 chance of being able to run again. She was actually lucky to be alive.

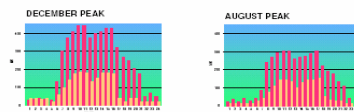
On a clear Saturday night, her father was driving the two of them home when a drunk driver ran a red light and smashed into the passenger side of their car, where Hofmann was sitting. She suffered multiple fractures in her right and left legs, a very badly broken ankle, and numerous cuts and bruises along her 5'8" frame. "They had to insert seven pins in my right ankle," says Hofmann. "My legs were in pretty bad shape, but it was whether those pins in my ankle would do their job or not that would determine if I could compete again." Her father sustained a severe concussion and a broken left arm and wrist.

B/W Business Letter 5% Coverage

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### PEAK ENERGY USE

Current vs. projected after proposed improvements



After meeting with you and your associates this morning, I believe our firm is in a perfect position to help you realize your goals of transforming your corporate headquarters into a model of energy efficiency, both in a manner that is economically feasible and environmentally sound. We've made a preliminary analysis of your needs based on your group's input. As outlined this morning, the elements that would make up your total system include:

- Gas-fired heating and cooling system
- "Heat mirror" windows that reflect summer heat and hold in warmth during the winter
- Wall and roof insulating material of rigid foam insulation (R-16) non-toxic and non-chlorofluorocarbon
- Energy-efficient lighting controlled by sensors that turn off lights when office areas and conference rooms are unoccupied

The charts above project energy savings based on similar systems we've completed, compared to the numbers you provided of your current energy use. The charts sample two months of peak energy use — one in winter and one in summer.

Based on these estimates, we believe that you can realize a savings in energy expenditures of 60 percent. This means the entire system will pay for itself in 3 to 5 years due to lower energy bills! We are very enthusiastic about this project and would like to put together a detailed proposal for you. We're behind you all the way in your commitment to minimizing environmental impact, and believe our experience in environmentally advanced technology offers us unique insight into the possibilities of your system.

Proposal 14% Coverage

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5% cyan  
3% magenta  
3% yellow

**4 Tips**

1. **Check a wire's history** before buying the wire. **Check the wire's history** before buying the wire. **Check the wire's history** before buying the wire.

2. **Make good first impressions.** **Make good first impressions.** **Make good first impressions.**

3. **Fill the air with good smells.** **Fill the air with good smells.** **Fill the air with good smells.**

4. **Clear the clutter.** **Clear the clutter.** **Clear the clutter.**

# REALTY FOCUS

Winter Edition 2000

### Choosing the Right Neighborhood

**N**o single factor affects the value of a home as much as location. But what's good about a location, like any other feature of a home, depends on your own taste. Think about what neighborhood characteristics are important to you.

Drive around the area and get a feel for the character of a neighborhood. Take in the sights and sounds, shop the stores, check out the schools. Consider the types of recreation and entertainment options the surrounding area offers. Try the public transportation system, and do a walk-home practice commute.

Find the location that is the right fit for you, then the home will only be a value.

Find the location that is the right fit for you, then the home will only be a value.

### Have You Heard the Latest Raves?

**O**nly one factor affects the value of a home as much as location. But what's good about a location, like any other feature of a home, depends on your own taste. Think about what neighborhood characteristics are important to you.

Drive around the area and get a feel for the character of a neighborhood. Take in the sights and sounds, shop the stores, check out the schools. Consider the types of recreation and entertainment options the surrounding area offers. Try the public transportation system, and do a walk-home practice commute.

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### AVERAGE SALE PRICE

### Home: The Investment Opportunity

**O**ne featured home this month is a beautiful Victorian in the very desirable Garden Park neighborhood. Low-maintenance architecture, great location, and a completely updated gourmet kitchen with granite, a copper apron sink, and a back-splash for years of beautifully landscaped formal gardens.

A kitchen with a detached granite, granite and picket fence only make this house a dream come true.

If it's holding an open house Sunday, October 8, from noon to 5 pm. Stop by and see this spectacular home.

For more information about this home or any other listing, call me anytime at the office or at home.

Newsletter 15% Coverage

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1% cyan  
2% magenta  
4% yellow