HOW TO LOOK

## 4000 ON PAPER

and make the **most**of your Print Gear fonts



check it out



## HOW TO LOOK ON PAPER

This is your on-line guide to using the 78 fonts you received with your new PrintGear printer. It introduces you to the PrintGear type capabilities now at your fingertips and shows you how you can use type well to create professional-quality documents that convey your message accurately, persuasively, and effectively.







## HOW TO LOOK GOOG ON PAPER

### CONTENTS

- your Print Gear fonts
- type basics
- creating great-looking documents
- document samples
- qlossary





## YOUR PRINTGEAR TONTS

- the fonts
  - why all these faces?
- which face?





When you purchased your PrintGear printer, you received a collection of 78 fonts to use with it. The following four screens list your new typefaces alphabetically, by family.

**BEHNE )II** 

Arquitectura™

ITC Avant Garde Gothic® Book

ITC Avant Garde Gothic Book Oblique

ITC Avant Garde Gothic Demi

ITC Avant Garde Gothic Demi Oblique

ITC Bauhaus® Light

ITC Bauhaus Demi

**B**lackoak<sup>\*\*</sup>

Bodoni Poster Compressed

ITC Bookman® Light

ITC Bookman Light Italic

ITC Bookman Demi

ITC Bookman Demi Italic

Carpenter ICI

Castle™

(Chiigig™ Dos

COPPERPLATE GOTHIC 32BC

**COPPERPLATE GOTHIC 33BC** 





Refer to this list when you want to choose type for the printed pieces you create.

Courier

Courier Oblique

Courier Bold

Courier Bold Oblique

CRITTER™

FABFEL<sup>™</sup> Felt Tip

Franklin Gothic\* Regular

Franklin Gothic Condensed Regular

Adobe Garamond™ Regular

Adobe Garamond Italic

Adobe Garamond Bold

Adobe Garamond Bold Italic

ADOBE GARAMOND Small Caps

Helvetica\* Regular

Helvetica Oblique

Helvetica Bold

Helvetica Bold Oblique







Helvetica Narrow Regular

Helvetica Narrow Oblique

Helvetica Narrow Bold

Helvetica Narrow Bold Oblique

Lemonade™ Regular

Lemonade Bold

ITC Lubalin Graph® Book

ITC Lubalin Graph Book Oblique

ITC Lubalin Graph Demi

ITC Lubalin Graph Demi Oblique

ITC MACHINE® Bold

MESQUITE™

ITC Mona Lisa® Solid

MYTHOS"

New Century Schoolbook Roman

New Century Schoolbook Italic

New Century Schoolbook Bold

New Century Schoolbook Bold Italic

Palatino\* Roman

Palatino Italic

Palatino Bold

Palatino Bold Italic







Quake™

## STENCIL

Stuyvesant Solid

Tekton™

Tekton Bold

TOOLBOX™

Times\* Roman

Times Italic

Times Bold

Times Bold Italic

 $TRAJAN^{^{\text{\tiny{TM}}}} \, \mathsf{Regular}$ ITC Zapf Chancery® Medium Italic

## Symbol fonts













αβχδεφγηιφ symbol







## WHY ALL THESE

You have something to say—and you want to say it well. These 78 PrintGear typefaces give you the capability to produce great-looking documents that contain the highest quality type available. Your collection includes fonts for professional business documents, for personal projects, and just for fun. Use them in countless combinations to set exactly the right tone for your message.



which face?





As you use your fonts, you'll develop an eye for which ones look best in a specific kind of document. In the meantime, the following screens offer some suggestions.

## MEMOS, FAXES, LETTERS, REPORTS & PROPOSALS

ITC Bookman Light

Adobe Garamond Regular

New Century Schoolbook Roman

Palatino Roman

Times Roman





### PRESENTATIONS: HEADS

ITC Avant Garde Gothic Demi

COPPERPLATE GOTHIC

Franklin Gothic Condensed Regular

ADOBE GARAMOND Small Caps

Helvetica Bold

ITC Lubalin Graph Demi

New Century Schoolbook Bold

Palatino Bold

Times Bold







### PRESENTATIONS: TEXT

ITC Bookman Light

Adobe Garamond Regular

Helvetica Regular

ITC Lubalin Graph Book

New Century Schoolbook Roman

Palatino Roman

Tekton

Times Roman







## **SPREADSHEETS & GRAPHS**

Franklin Gothic Regular

Franklin Gothic Condensed Regular

 $Adobe \ Garamond \ \ \ \, \text{Family: Regular, Italic, Bold, Bold Italic}$ 

Helvetica Family: Regular, Oblique, Bold, Bold Oblique

Helvetica Narrow Family: Regular, Oblique, Bold, Bold Oblique

Tekton Family: Regular, Bold

Times Family: Roman, Italic, Bold, Bold Italic





Command attention with these faces for headlines and key copy in flyers and signs. Pair them with text faces for the remaining copy.

## FLYERS & SIGNS

Arquitectura

ITC Bauhaus Demi

Blackoak

Bodoni Poster Compressed

Childed Dos

Courier Bold

CRITTER

FARFEL FELT TIP

Lemonade Bold

MESQUITE

MYTHOS

Quake

STENCIL

Tekton Bold

TOOLBOX

TRAJAN

more suggestions





## **NEWSLETTERS & BROCHURES:**

HEADS & SUBHEADS

ITC Avant Garde Gothic Demi

Franklin Gothic Condensed Regular

ADOBE GARAMOND Small Caps

Helvetica Bold

ITC Lubalin Graph Demi

New Century Schoolbook Bold

Palatino Bold

Times Bold







## **NEWSLETTERS & BROCHURES:** TEXT

ITC Bookman Light

Adobe Garamond Regular

New Century Schoolbook Roman

Palatino Bold

Tekton

Times Bold







## **CERTIFICATES & INVITATIONS**

TC ANNA

Arquitectura

Carpenter Castle

Stuyvesant Solid

ITC Mona Lisa

ITC Zapf Chancery





Create symbols, bullets, and borders, or add clip art with these faces.

## BORDERS, BULLETS, CLIP ART, & SYMBOLS



For general information about choosing and using type, please go to







## tube BASICS

- types of type
  - type tips
  - type in style





Like people, type comes in all shapes and sizes. Each typeface has its own distinct character, although most type can be classified into one of five broad groups: serif, sans serif, script, display, and symbol.

In early ages, words were carved in stone. The serif of a letter was the means of achieving a clean cut at the end of a chiseled stroke. Serif faces are easy to read, because serifs help to differentiate individual letters and guide the eye from letter to letter and from word to word across a line. Serif faces are excellent for text set in sizes from 8 to 14 points.

8 point text
9 point text
10 point text
12 point text
14 point text





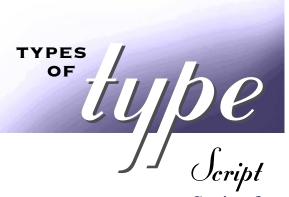


From the French, *sans* means *without*. Sans serif faces lack serifs and are easiest to read at large, or display, sizes. On the other hand, sans serif typefaces also work well wherever space is at a premium, such as in a caption, table, or list.









Script faces typically derive from hand lettering or calligraphy. Many are quite elegant and reminscent of the earliest hand-copied manuscripts. Other scripts are casual and trendy, reflecting a contemporary style. Script faces can add distinction to invitations and certificates. They also work well in headlines, or in small amounts of text.







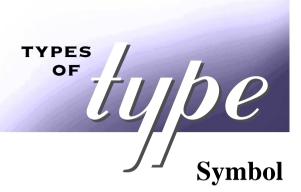
DISPLAY

Display faces stand out in a way—making the best impression when used in headlines, subheads, and titles. In general, display type works best at sizes

of **18** points or **LARGER**, which makes these fonts perfect for titles, signs, flyers, and posters.







Some fonts include no alphabetic characters at all. Symbol faces, which can be both practical and fun, offer everything from scientific and mathematical symbols to cute little creatures that you just can't resist using. Symbol fonts also can add a graphic element—such as an interesting bullet or border—to a page.







Here are a few guidelines to keep in mind when choosing and using type.

## No BAD TYPE

There is no bad type—although some treatments may be questionable. Remember that every typeface has its appropriate setting. Here's the test: Read your page; if your type gets in the way of your message, you need to rethink your type treatment. Consider what you want to say, how you want to say it, who you want to say it to, and the space in which you have to say it. And then choose accordingly.







## TYPE FOR TEXT

For long passages of text, choose a font that's easy on the eye. Typically, serif faces are good, unobtrusive text faces; they don't get in the way of what you want to say. Quirky, condensed, or heavily flourished faces can be difficult on a reader's eyes after a while and can obstruct the flow of your message.

Imagine what you can create; create what you can imagine.

Imagine what you can create; create what you can imagine.







## TYPE FOR HYPE

When you want your audience to sit up and take notice, grab attention with a bold use of type. Consider a sans serif or clisplay face. At large point sizes, both sans serif and unique display faces make a statement that STANDS OUT.

Sans serif faces are versatile; you can set them large or set them small. When you create graphs or tables, sans serif typefaces—especially condensed ones—can be particularly effective.





Using proper punctuation can give your printed piece a truly professional polish.

### "SMART PUNCTUATION"

## MAC

= option [

" = shift option [

' = shift option ]

— = shift option -

= option 8

Instead of straight hash marks for quotation marks and apostrophes, use the typographically correct, curled counterparts, which you can access through keyboard combinations. Do the same to create professional variants of dashes, quotation marks, and bullets.

**PC**—Hold down the ALT key, and type a zero on the numeric keypad followed by the ASCII Character Code.

CHAR	ASCII CHAR CODE	CHAR	ASCII CHAR CODE
"	147*	_	151
"	148*	•	183
,	146*		







## **COMBINING TYPE**

Limit yourself to two or three typefaces in one publication. Too many typefaces can distract your reader and give them a mixed and unclear message. However, you can create variety and interest on your page by using one family for text and a typeface from a distinctly different but complementary family for titles.







## MATCHES MADE IN HEAVEN

How do you choose the winning type combination? Generally, use only one serif and one sans serif type family in a single document. Too many or too similar families can look awkward when they appear on the same page. **Franklin Gothic Condensed** and Times complement each other well, for example.

## **Sales Revenue Up 15%**

At fiscal year close, company sales revenue was five percent higher than analysts predicted

Heading: Franklin Gothic Condensed Text: Times Roman







A type family often includes many variations, or faces. Bold, regular, italic, oblique, condensed, narrow, book, and roman faces all indicate variations on a family's theme.

## CREATE A CALMING EFFECT

Large sections of bold or italic text are hard to read. A regular or roman weight for text lets your reader get the message without working too hard for it. Look for faces called regular, roman, or book.

## New Century Schoolbook, Roman Adobe Garamond, Regular

more about styles





Type variations, sometimes called styles, mix well together and add liveliness and texture to a page.

## **BE BOLD AND DARING**

Put on a bold face when you want readers to take **notice.** Use bold or condensed type for emphasis or to draw attention. Bold faces are typically used in headlines and for **emphasis** in text.

ITC Bookman, Demi
Franklin Gothic Condensed, Regular
ITC Bouhous, Demi
more about styles





Italic—sometimes called *oblique*—faces are excellent for emphasis or for setting off titles of books or periodicals. Italics are effective if used in *moderation*. Large blocks of italic text are difficult to read. Italics replace the underlines once used extensively in typewritten material.





# CREATING OTEQUIT-LOOKING accuments

- a laying out a page
  - elements on a page
- pages with purpose





Page layout strongly influences your audience, sometimes making the difference between a document being read or discarded.

The overall design of a page is called the **layout.** Various elements compose a page layout, including margins, columns, line length, and leading; captions, headlines, and callouts; and indented or blocked paragraphs. Your layout choices vary, depending on your material. Layouts for tabloid newspapers typically *scream* for attention, for example, while layouts for a brochure of services or a price list must be uncluttered to convey information with clarity.

Caffeine linked to performance





### ZEN AND THE ART OF SETTING TYPE

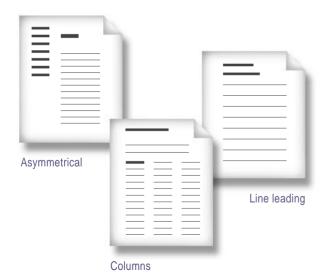
When you choose and use it well, type becomes an element at one with the page layout. It is an integral element—one of several—that reinforces and adds greater depth to your message.

### **MAKING THE HEADLINES**

Remember reading only the photo captions in *National Geographic* and still following the story? Headlines, titles, captions, and callouts give readers additional information and add interest to a page.



# ELEMENTS ON A OUGE

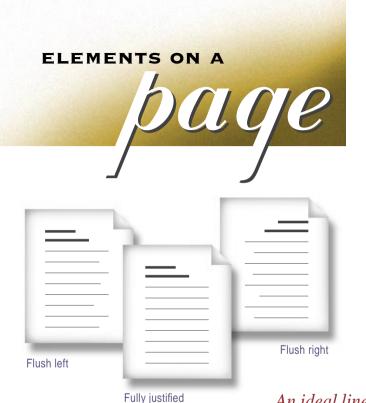


#### GIVE IT SOME SPACE

Space around copy is an important part of the design of a page. This "white space" is an active element, not just a neutral border. Space opens up a page, inviting a reader in. Asymmetrical layouts with varying uses of space appear dynamic and interesting. Explore space. Experiment with margins, column widths, and leading. The only place where space should never vary? After a period; there, be sure to type in only **one** space.







#### **HOW IT ALL LINES UP**

Alignment refers to how type lines up on a margin. Sometimes type is set flush left; sometimes it's flush right; sometimes it's fully justified, aligning on both edges to create a squared-off effect. Text set flush left is easiest to read.

An ideal line length depends on typeface design, type size, leading, and amount of copy. In general, a line should run 55 to 60 characters. Too long a line tires eyes, while too short a line disrupts the flow of text.







#### THE GRAPHIC DETAILS

In life, little touches improve things in a big way. Graphic elements do the same for a page. Add a symbol to your document every so often—in a headline, as a bullet, as part of a border—and add some visual play to your printed piece.









ad layout

#### SINGLE-PAGE LAYOUTS

Your material may require only one page. As you create a single-page document, consider its function. If your document is a fax or a memo, keep it simple, perhaps separating elements with rules, and save it as a template. If your page is a price list, you may want to set the information in multiple columns, using a condensed typeface. This treatment makes dense copy easy to read and to locate.



### OCCOS WITH A PURPOSE



For detailed examples of page layouts, go to



#### MULTIPAGE LAYOUTS

With multiple pages, think in spreads. A spread consists of two pages that are viewed side by side. Visualize a spread as one large page and arrange your elements across it. For example, when you create newsletters and flyers, begin with a multicolumn format. Try setting four or five columns across the page, reserving a column or two of space for graphics or photographs. Vary the layout slightly from spread to spread for added interest.



#### DOCUMENT

## sambles

- memos
- faxes
- invitations in the second of t
- **letters**
- graphs + spreadsheets

- certificates
- presentations
- newsletters
- brochures
- signs + flyers





#### memos

Heading:

ITC Avant Garde Gothic

Text:

To: Joel Stochin

Sevmour Trens

Ivan Waching

Wilhelming

Life in the

May 16, 1995

Honeymoon Suite

From:

Date:

Create a template—a simple, flexible format.

Lois DiNominader

Adobe Garamond

Set headings in large, easy-to-read fonts.

#### memo

As you all know, I am getting married on August 20th. Charles and I will be honeymooning for the **three weeks** subsequent to the Big Day. This means I will be on **vacation**, will not come into the office, and will be unreachable by any form of communication yet devised by man. So says my soon-to-be husband. Call it enforced leave if you must, and I don't know if I'm going to go through phone withdrawal, but needless to say, I am looking forward to it. Hold down the fort till I get back on **September 11th** will you? Ciao, baby.

—WT





### faxes

TO: Rose

COMPANY: Bloomers

FAX: 808-446-0192

FROM: Wilhelmina Trayde

DATE: May 16, 1995

PAGES: 1 of 1

Make address information prominent and easy to read.



Rose-This will confirm our conversation this

morning concerning the flowers for on the 20th of August. My bound white baby roses only. The five brid bouquets are to match the colors i

To maintain fax legibility, set type at 12 or 14 points.

I am sending you under separate cover. I'd like them to be made up of baby roses in matching shades and baby's breath only. Charles (my fiancé) is allergic to everything else. *I cannot overemphasize this point.* This means his boutonniere should also be a baby rose. A carnation will have him sneezing his head off, right through the ceremony.

Once again, thanks so much for your help.

—WT

Title:

Bodoni Poster Compressed Address Headings:

ITC Avant Garde Gothic Text: Adobe Garamond





STOCHIN/TRAYDE

### invitations

## THIS IS ONE TIME YOU WON'T MIND GOING TO THE DOCTOR'S OFFICE.

We're celebrating and you're invited!

We'd be exceptionally pleased to have the pleasure of your company at a party celebrating the opening of our new offices at 30 Tekton Plaza, Suite 330, on Sunday afternoon, October 22nd, from 1 to 4 p.m.

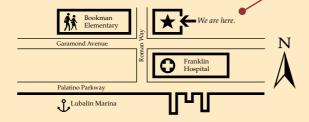
This is one party that's going to be tough to miss. Because even if by chance you do get sick, you can still come anyway.

THINK IT OVER AND CALL ME IN THE MORNING.

Jazz up the page with graphic elements.

Use decorative or

eye-catching fonts.



Headline: Trajan Text: Palatino Symbols: Carta more samples



Charles R. Bills, M.D. 

30 Tekton Plaza, Suite 330, Baltimore, MD 33365 

808-556-5685

### invitations

lt's a



Sunday, December 16, 2p.m.

Jason turns years old!

Come help us celebrate!

Use decorative typefaces.

Keep body text to a minimum.

Print on colored or textured paper for added interest.

Headline and Borders: Chilada Dos Text: Tekton





## letters



#### STOCHIN/TRAYDE 30 Tekton Plaza

16th floor Baltimore, MD 33365

July 13, 1995

PHONE 808.123.4567 Dear Stochin/Trayde Client

FAX 808.765.4321

Here at Stochin/Trayde, we are always searching for promising new companies in which to invest. One such company is *The Corporation for Personal Publishing*.

The Corporation for Personal Publishing is a five-year-old firm in the relatively new and uncrowded field of do-it-yourself book publishing its growth rate, 35% a year, can only be described as phenomenal.

The firm specializes in title categories that research shows generate a great deal of interest. It then engages authors working in the desired category and supports the authors in dealing with printers and typographers. The firm markets its titles through a catalog tha has a mailing list of over 3,750,000 readers.

Here are some vital statistics:

- Assets over \$40 million
- No long-term debt to speak of
- IPO at 10 in October of '94—expected gain in 20s Q4 '95

Please read the enclosed prospectus for details before you invest or send money. The Corporation for Personal Financing is traded on the NASDAQ Exchange and can be found listed under the symbol CPP.

As always, we'll be happy to answer any questions you may have. Thank you,

Joel Stochin President Pick a text format—
block or indented—
and use it consistently.

*Use bullets to draw attention.* 

Logotype:

ITC Avant Garde Gothic

Text: ITC Bookman

Bullets: Carta

Use the same type family throughout, adding emphasis with the bold or italic faces.



## spreadsheets

Use a condensed typeface to fit copy when space is tight.

#### **BLOOMERS**

**First Quarter Sales** 

#### Sales in Dozens: Walk-in

Flower Type	January	February	March	1st Qtr
Roses	80	525	125	730
Tulips	40	58	45	143
Carnations	25	33	34	92
Tropicals	12	12	15	39
Potted Plants	4	7	20	31 /
Total	161	635	239	1035

#### Sales in Dozens: Deliveries

Flower Type	January	February	March	1st Qtr
Roses	122	678	56	856
Tulips	24	36	15	75
Carnations	13	19	27	59
Tropicals	3	5	2	10
Potted Plants	3	4	6	13
Total	165	742	106	1013

Use multiple faces of a single type family to convey various levels of information.

Carnations

Potted Plants
Tropicals
Carnations
Tulips

Headline:
Palatino
Table & Callouts:
Helyetica Narrow

Format columns so that numerals align, making information easy to read.

more samples









Logotype: Quake, Stencil, Text: ITC Zapf Chancery, Border: ITC Zapf Dingbats





## certificates



Border: Stuyvesant Solid Heading: Stuyvesant Solid Text: Copperplate Gothic

THIS IS TO CERIFY THAT

Wilhelmina Trayde

Use decorative typefaces to create borders and headlines.

HAS BEEN HONORED AS

#### **WOMAN OF THE MONTH**

FOR HER OUTSTANDING CONTRIBUTIONS TO THE **BALTIMORE WOMEN IN BUSINESS ASSOCIATION** 

Leave white space for a clean, sophisticated-looking document.

more

PRESIDENT

DATE

## presentations

Only one subject per slide, with as few words and lines as possible.

Headline:

ITC Avant Garde Gothic

Text: Times Roman

Charts and graphics add interest.

### Situation • analysis

Use no more than two typefaces per slide.

- ◆ More readers than ever
  - More popular titles available
  - Economical publishing techniqu are highly profitable

Set text at 24 points or larger to maintain readability when projected.

more samples



E CORPORATION FOR PERSONAL PU



### newsletters

#### Fall 1995 School Days

Masthead: Lemonade Copy: ITC Bookman

Set columns flush left for

easy reading.

Welcome Back!

#### School's Off To **A Sweet Start**

The school year begins, and we start anew-a little older, a little wiser, and hopefully, a little rested. A big welcome to all of our students, especially the new kindergarten classes and any transfer students joining us from other places!

I hope your first week has been a good one. I'm sure things are a little confusing yet, but as we all get into our routines, this is likely to improve. Please talk to your teachers, or ask your parents to talk to your teachers, if you have any questions.

Remember, next Wednesday is our first Ice Cream Social! Bring your families-come eat ice cream and say hello to everyone in your school

#### **Heard Around** Campus:

Principal (visiting new kindergarten class on first day of school):

"Would you like a piece of candy?"

#### Kindergartner:

"No thank you. I only eat food that is good for me and helps me to

#### First-grader (reciting the Allegiance):

"I pledge allegiance to the fla the plates in America. And t republic, for which it sends, one donation, two donations. . .

#### Second-grader #1:

"What do you like best about school so far?"

#### Second-grader #2:

"I like to do math, because it builds uour self-esteem."



*Include graphics for* 

Experiment with various

mastheads and headlines.

fonts for eye-catching

added visual interest.





## brochures

Choose a typeface that sets an appropriate tone for your business.

> Use bold and italic faces to differentiate subheads captions, and body copy.

Logotype: Mona Lisa and Stuyvesant Menu items: Franklin Gothic Condensed Descriptions: Palatino

### razy Lcatering

Lunch menu

ringed onions

sweet vidalia onions, dipped in a crunchy

			0,0
	eg	ggplant openface	\$3.75
1		illed eggplant on foccacia topped with arm feta cheese and roasted red peppers	
		ollo strips	\$4.50
	stı	ips of tender breast of chicken served h a tomatillo dipping sauce	
5		ie burger	\$4.25
5,		ne-broiled ground sirloin crowned with ted blue cheese and sauteed mushrooms	
•		azy split pea soup	\$2.75
	,	lit peas, coarse-cut veggies, and wild rice wed and succulent	
	al	ni and greens	\$6.25
	-	me-broiled ahi tuna served with soy-ginger uce on a bed of exotic mixed greens	

more

\$2.25



# signs || + Hyers

FIESTAI

saturday, september 2

food •drinks •fun
for the whole family •



AMIGOS



336 18th street, san francisco, ca

**8484848** 

Use bold or display fonts for impact and for readability at a distance.

Minimize copy. Less is more.

Headline: Mesquite Text: ITC Lubalin Graph Bullets: Mini Pics Lil Folks

contents



## glossary

**BODY TEXT** Main text of a publication. Body text is usually set in

serif typefaces at point sizes ranging from 8 to 14 points.

A heavier weight of a typeface.

**BULLET** A typographical symbol used to set off items in a list.

DESKTOP PUBLISHING Using a system of personal computers, software, and

printers to produce printed material.

DISPLAY FACES Typefaces that read best when set at large point sizes.

**EM DASH** Dash that's as wide as the letter m in a

monospaced typeface.

**FONT** Set of letters, numbers, and symbols sharing

the same design, size, and weight.



CONTENTS

## glossary cont.

Typeface slanted slightly to the right.

**ALIGNMENT** Setting text so that it begins or ends at the same margin. Text

is set either flush left, flush right, or fully justified, aligning on the left margin, the right margin, or on both margins.

**KERNING** Adjustment of pairs of letters to optimize spacing between.

**LAYOUT** Basic design of a printed page, including elements such

as margins, spacing, columns, and type.

LETTER SPACING Amount of space between letters.

**POINT SIZE** Standard measurement for type. A point is about

1/72 of an inch.

RAGGED RIGHT Text that is aligned flush left. The ends of ragged-right

text lines do not line up at the right margin.

SECTION HE



## glossary cont.

ROMAN Roman denotes upright, medium-weight versions

**TYPEFACE** of typefaces.

**RULES** Lines used to divide or decorate a printed page.

**SANS SERIF** Typefaces without serifs.

**SCRIPT FACES** Typefaces based on calligraphic or handwritten letterforms.

**SERIF** Small "finishing strokes" at the ends of letters in a serif typeface.

**TYPEFACE** Set of letters, numbers, and symbols that share the same

design, size, and weight. A term now used interchangeably

with the term font.

**WEIGHT** The relative thickness of letters.

WHITE SPACE Margins, or other parts of a page free of text or graphics.

contents





### memo

To: Joel Stochin

Seymour Trens

Lois DiNominader

Ivan Waching

From: Wilhelmina

**Date:** May 16, 1995

Re: Life in the

Honeymoon Suite

As you all know, I am getting married on August 20th. Charles and I will be honeymooning for the **three weeks** subsequent to the Big Day. This means I will be on **vacation**, will not come into the office, and will be unreachable by any form of communication yet devised by man. So says my soon-to-be husband. Call it enforced leave if you must, and I don't know if I'm going to go through phone withdrawal, but needless to say, I am looking forward to it. Hold down the fort till I get back on **September 11th** will you? Ciao, baby.

—WT





TO: Rose

COMPANY: Bloomers

**FAX:** 808-446-0192

FROM: Wilhelmina Trayde

**DATE:** May 16, 1995

PAGES: 1 of 1



Rose—This will confirm our conversation this morning concerning the flowers for my wedding on the 20th of August. My bouquet is to be white baby roses only. The five bridesmaids' bouquets are to match the colors in the fabric I am sending you under separate cover. I'd like them to be made up of baby roses in matching shades and baby's breath only. Charles (my fiancé) is allergic to everything else. I cannot overemphasize this point. This means his boutonniere should also be a baby rose. A carnation will have him sneezing his head off, right through the ceremony.



Once again, thanks so much for your help.

—WT

STOCHIN/TRAYDE



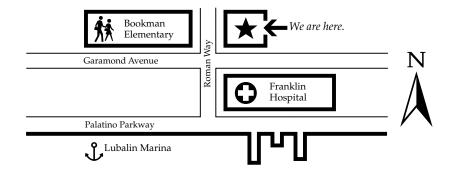
## THIS IS ONE TIME YOU WON'T MIND GOING TO THE DOCTOR'S OFFICE.

#### We're celebrating and you're invited!

We'd be exceptionally pleased to have the pleasure of your company at a party celebrating the opening of our new offices at 30 Tekton Plaza, Suite 330, on Sunday afternoon, October 22nd, from 1 to 4 p.m.

This is one party that's going to be tough to miss. Because even if by chance you do get sick, you can still come anyway.

THINK IT OVER AND CALL ME IN THE MORNING.

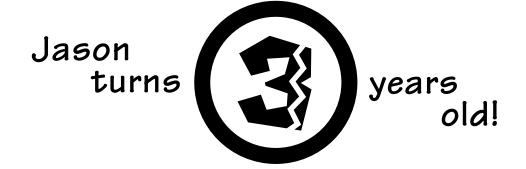


Charles R. Bills, M.D. M 30 Tekton Plaza, Suite 330, Baltimore, MD 33365 \$\mathbb{(}\) 808-556-5685





Sunday, December 16, 2p.m.



Come help us celebrate!





STOCHIN/TRAYDE

30 Tekton Plaza 16th floor

Baltimore, MD 33365

July 13, 1995

PHONE

Dear Stochin/Trayde Client

808.123.4567

FAX

808.765.4321

Here at Stochin/Trayde, we are always searching for promising new companies in which to invest. One such company is *The Corporation for Personal Publishing*.

The Corporation for Personal Publishing is a five-year-old firm in the relatively new and uncrowded field of do-it-yourself book publishing. Its growth rate, **35% a year**, can only be described as phenomenal.

The firm specializes in title categories that research shows generate a great deal of interest. It then engages authors working in the desired category and supports the authors in dealing with printers and typographers. The firm markets its titles through a catalog that has a mailing list of over **3,750,000 readers**.

Here are some vital statistics:

- Assets over \$40 million
- No long-term debt to speak of
- IPO at 10 in October of '94—expected gain in 20s Q4 '95

Please read the enclosed prospectus for details before you invest or send money. The Corporation for Personal Financing is traded on the NASDAQ Exchange and can be found listed under the symbol CPP.

As always, we'll be happy to answer any questions you may have. Thank you,

Joel Stochin President



### **BLOOMERS**

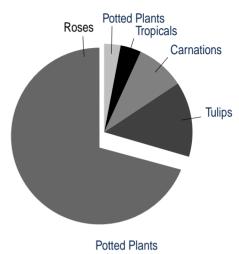
#### **First Quarter Sales**

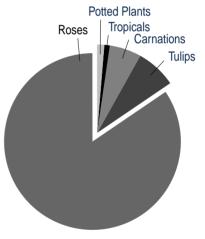
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Flower Type	January	<b>February</b>	March	1st Qtr
Roses	80	525	125	730
Tulips	40	58	45	143
Carnations	25	33	34	92
Tropicals	12	12	15	39
Potted Plants	4	7	20	31
Total	161	635	239	1035

#### Sales in Dozens: Deliveries

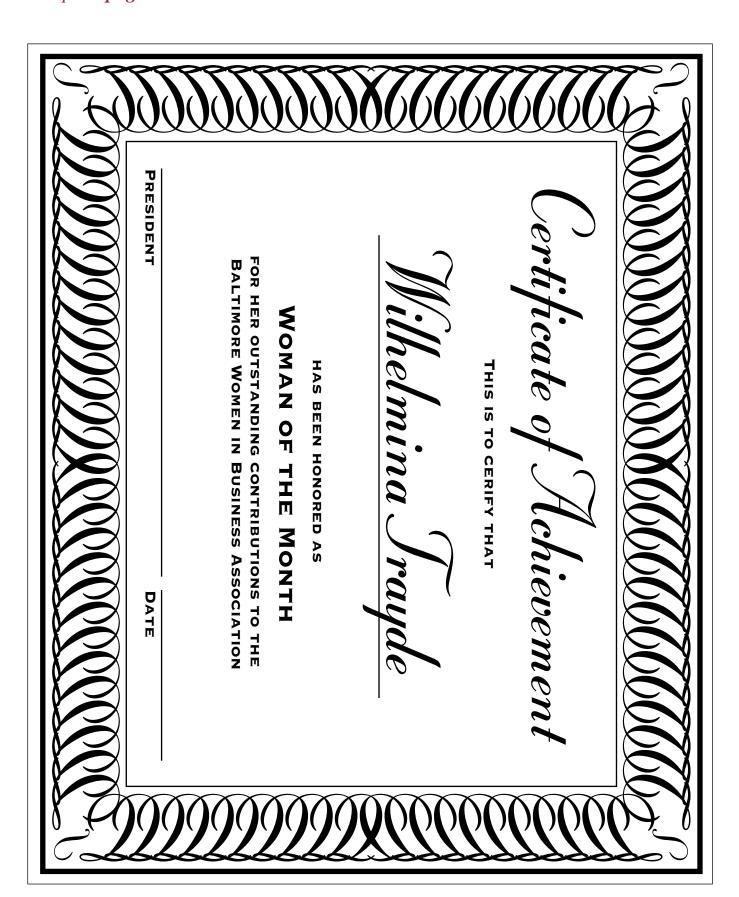
Flower Type	January	February	March	1st Qtr
Roses	122	678	56	856
Tulips	24	36	15	75
Carnations	13	19	27	59
Tropicals	3	5	2	10
Potted Plants	3	4	6	13
Total	165	742	106	1013













## Situation analysis

- More readers than ever
- More popular titles available
- Economical publishing techniques are highly profitable





## School Days

Fall 1995

Oakwood Elementary News



#### School's Off To A Sweet Start

The school year begins, and we start anew—a little older, a little wiser, and hopefully, a little rested. A big welcome to all of our students, especially the new kindergarten classes and any transfer students joining us from other places!

I hope your first week has been a good one. I'm sure things are a little confusing yet, but as we all get into our routines, this is likely to improve. Please talk to your teachers, or ask your parents to talk to your teachers, if you have any questions.

**Remember,** next Wednesday is our first Ice Cream Social! Bring your families—come eat ice cream and say hello to everyone in your school community!

#### Janice Young

Principal, Oakwood Elementary School

### Heard Around Campus:

Principal (visiting new kindergarten class on first day of school):

"Would you like a piece of candy?"

#### Kindergartner:

"No thank you. I only eat food that is good for me and helps me to grow."

#### First-grader (reciting the Pledge of Allegiance):

"I pledge allegiance to the flag and all the plates in America. And to the republic, for which it sends, one donation, two donations. . . "

#### Second-grader #1:

"What do you like best about school so far?"

#### Second-grader #2:

"I like to do math, because it builds your self-esteem."



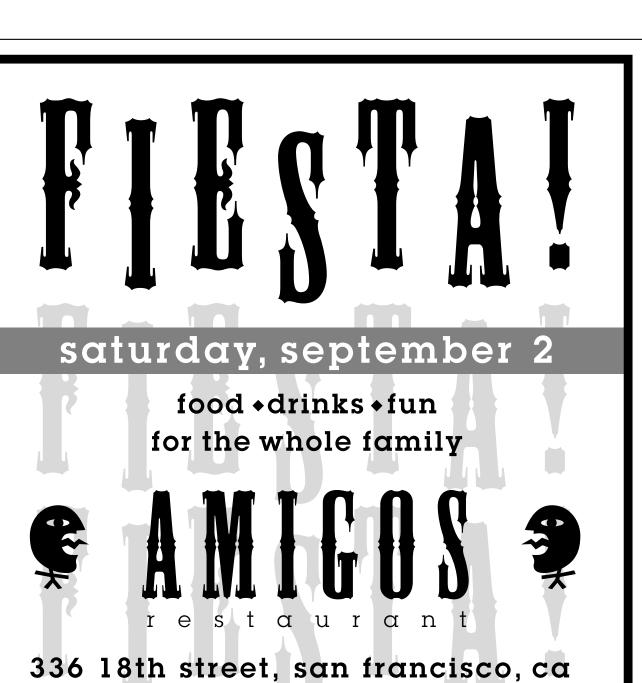


### Krazy Kitchen catering

lunch menu 9/4	- 9/8
eggplant openface grilled eggplant on foccacia topped with warm feta cheese and roasted red peppers	_ \$3.75
pollo strips strips of tender breast of chicken served with a tomatillo dipping sauce	_ \$4.50
blue burger	_ \$4.25
krazy split pea soup split peas, coarse-cut veggies, and wild rice stewed and succulent	_ \$2.75
ahi and greens	_ \$6.25
ringed onions  sweet vidalia onions, dipped in a crunchy cornmeal batter and fried to a golden crisp	_ \$2.25

415-555-1212

phone







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