

Season's Greetings

1996

Warmest Wishes to our Friends and Families!

Continuing our annual tradition, we're taking a little time out of the busy holiday season to extend holiday greetings and update everyone on what we've been up to this past year.

1996 has been an **especially** busy year for us— buying our first house, moving, Jeff's new job, and our first major renovation (all the details are inside). In the same respect, 1996 has been a year of growth and prosperity and especially worthy of thanks.

This year, we're a bit late getting cards out (which has been typical this year— we were finishing the kitchen tile as the bird was going in the oven on Thanksgiving!). We hope that your Christmas, Hanukkah, and/or Kwanza holidays were filled with joy and happiness.

With all the hustle & bustle, deadlines, and endless "to-do" lists that never seem to get completely done, it's nice, even necessary, to sit-back and ponder— to remember what was, consider where to go, and to be thankful for the good samaritans that have helped and supported along the way.

Greetings and warm wishes for the coming new year... and always.



Our first tree in our new house— all 8 feet of it!



Home Sweet Homeowner

The biggest thing for us this year was the purchase of our first home. To everyone's surprise (especially ours!) this was not entirely planned—in fact, we found out that we had to move while Marc was away on business. Jeff reluctantly told Marc the bad news over the phone (“are you sitting down...”) and Marc started searching out real estate and mortgage information over the internet. When he came back from his trip (after meeting with a mortgage broker on the way from the airport), we discussed our options, looked at where we wanted to be, and decided that it wasn't worth spending the time, energy, and money to move this year, only to do it again in another year or so. Adding to the equation were the strong desires on both our parts to decorate and renovate, and the significant tax and equity advantages, and we made up our minds to go for it.

While Jeff was in Chicago, Marc met Gail Roberts at Coldwell Banker [www.hunneman.com] Marc told Gail that there were less than 55 days to find a place, secure the mortgage, and close the deal. Gail stepped up to the challenge and had

Marc doing “drive-by’s” on some properties that afternoon. After Marc exhausted the drive-by properties (and himself), Gail took him to an “interesting two-family in Arlington with great potential.” At first glance, Marc liked the space but saw it was in need of cosmetic repair. He continued the hunt with Gail's help- over twenty houses - but the first house kept coming out ahead in location, condition, and more importantly, potential. When Jeffrey returned from his trip and saw the choices, it was the same conclusion: 21 Trowbridge was it.

After negotiations, inspections, offers, counter-offers, loan applications, appraisals, interviews, balance sheets, bank statements, verification letters, and **endless anxiety**, we finalized the sale and secured the mortgage. We closed on June 24, and celebrated our birthdays as new homeowners by refinishing floors.

Inside is a “special edition” that goes into our first project- remaking the kitchen (before & after pictures too). With the kitchen still in progress Jeff started and completed the guest room. There's so many more projects to do, and that's not counting the landscaping yet!



Our new home is in East Arlington on the Cambridge line, about 1½ miles from our old place. We're near Arlington Center (downtown) and lots of shops and restaurants just a block away (Capital Theater). We're also close to Tufts University, Davis Square, and the Minuteman Bike Path. Trowbridge Street is 4 blocks North of route 16 off Mass Ave., and we're 4 houses in. We're about 10 mi. (20 minutes) from Logan Airport, and 6 mi. (15 minutes) from downtown Boston.

For more information about Arlington, see our web page (www.cybercom.net/~marco) where we've got links for information about Arlington and the hub (metro Boston)



We're on the upper two floors in this 1920's house. It's really spacious (2,000 sq. ft.) and has lots of what everyone has defined as "potential"



As if buying a home and moving weren't enough excitement, Jeff changed jobs in August. After having reached a plateau at

Workbench, Jeff decided that he would like to move on to a smaller company with more opportunity and less stress. Marc and Jeff were both familiar with Circle from being customers, and the opportunity came at the right time. It's also nice that the store is about a mile from the house.

Scitex has been staying in the headlines in 1996— although lately not for good reasons. Between management changes, larger than expected losses, and an unsuccessful buyout offer, Scitex has been in a state of reorganization for most of the past two years. The changes and declines in the pre-press industry have been much steeper and have happened more quickly than anyone had predicted. Most of Scitex's major competitors have also been announcing bad news— mergers, mass lay-offs, and declining sales. Fortunately, Scitex has a wide lead in technology and a much stronger balance sheet (money in the bank). Marc job as a Product Marketing Manager will be to come up with programs and plans that will increase sales— an especially important job for 1997. [www.scitex.com]





The Kat'z Box

by *Satin and Shadow*

So, they think that catnip on the keyboard will get me to type? Ok, I'll go for it!

They moved us *again*. We figured it out when we saw the gazillion empty boxes at home... this is the 11th move for me and I must say I'd be happy for this to be the last! All the strange people in and out, ugh.

But, the new house is really cool- we've got 2 floors (well, 4 if you count the basement and entry, but we're not supposed to go there). I think they did this on purpose to get us to lose weight.



He always likes to complain about moving, I kinda like it. New places to explore, more space to run around. It's only a couple of days where it's really bad. And it was worth it.

We've seen a lot of cats in this neighborhood- but we can't get out to meet 'em.

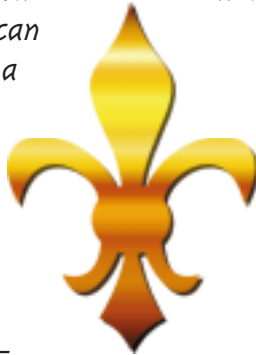
We took a picture of this one that was in our backyard (neat trick, huh?) who looked weird. Maybe we'll get introduced someday?



Happy holidays everyone- and come visit us (bring catnip)!



We hope that you enjoyed our look back at what can only be remembered as a **really busy** year for us. But as busy as we have been, and will no doubt continue to be, we're never too busy to hear from our friends and family—



and better yet— to warmly welcome guests into our home. Our door, (and well appointed guest room) are always open. Once again, we send our warmest wishes to you for a peaceful, plentiful, and prosperous 1997.

*Marc Johnson
& Jeffrey Taylor*

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