

PART 7

Directions: In this part you will read a selection of texts, such as magazine and newspaper articles, letters, and advertisements. Each text is followed by several questions. Select the best answer for each question and mark the letter (A), (B), (C), or (D) on your answer sheet.

Questions 153–154 refer to the following advertisement.

CREATE YOUR OWN SPACE

Do you dream of having a space away from the demands of everyday life—a place where you can create, think, and relax?

Marvel Space Planners, a group of architects, designers, and makers of built-in furniture, can turn an unused room or an awkward space into a practical room of your own. Our free, full-color brochure presents a sampling of options for individually designed spaces.

If you would like to create a customized space, why not call us today at 800-555-7552 to request a copy of the brochure or to schedule a free initial consultation with our design team.

M A R V E L
Space Planners



153. What is being advertised?

- (A) Rooms for rent
- (B) A design service
- (C) A job placement service
- (D) Vacation packages

154. What is offered for free?

- (A) Exercise equipment
- (B) Some paint samples
- (C) A consultation
- (D) An architectural plan

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Questions 155–157 refer to the following letter.

Theater Digest
125 LAKE AVE.
CHICAGO, IL 60616

Dear Subscriber,

Your subscription to *Theater Digest* will end in two months. Please don't let that happen. Take time to renew your subscription today. By doing so, you will continue to receive every month the very latest in theater reviews, information on actors and directors, and up-to-date reports on new dramas and musicals for the next year.

I've attached an invoice for your renewal order. You will receive 12 issues for the special low price of \$35. Please send your payment in the reply envelope provided. Make any corrections to your name or address right on the back of the invoice. Then, visit our Web site at www.theaterdigest.com to read about contests for readers. You could win tickets to a great show!

Sincerely,

Matthew Chambers

Matthew Chambers
Customer Service Representative

155. What is the purpose of this letter?

- (A) To advertise a new publication
- (B) To encourage subscription renewal
- (C) To correct a billing error
- (D) To request a donation

156. How often is *Theater Digest* published?

- (A) Once a month
- (B) Every two months
- (C) Twice a year
- (D) Once a year

157. What is mentioned about the Web site?

- (A) It provides access to other theater-related Web sites.
- (B) It offers additional information on stories printed in *Theater Digest*.
- (C) It contains information about competitions for readers.
- (D) It can be used for online payments.

Questions 158–161 refer to the following information.

TRAVEL TO NACU CONFERENCE

Airline Arrangements

Sky High Air and Mountain High Airlines will serve as the official carriers for attendees of the Forty-Fourth Annual NACU Conference. Both carriers have agreed to offer low fares for conference attendees. To obtain information on discount airfares, call Sky High Air at (800) 555-0987 and refer to Convention Number CV786309 or call the Mountain High Airlines Reservation Desk at (800) 555-7382 and refer to Convention Number HJ987.

Ground Transportation

The trip from Rushmore Airport to downtown hotels is about 15 miles and takes 45 minutes by shuttle bus or car.

By Shuttle Bus: Airporter (708) 555-9541 offers a shuttle bus service from the airport to the Fairmont Hotel and the Regency Hotel. Departure time is every 20 minutes from 9:00 A.M. to 8:00 P.M. and every 30 minutes from 8:00 P.M. to 11:00 P.M. The Airporter main desk is located on the lower level, near Exit B. No reservations are required, but tickets must be purchased at the Airporter main desk, at the conference registration desk in the convention center, or at the travel agency located in the Regency Hotel. Tickets are not available directly from the shuttle bus drivers.

Shuttle Bus One-Way Fares

Adult	\$9.00
Child	\$4.00
Family	\$17.00

Shuttle Bus Round-Trip Fares

Adult	\$14.00
Child	\$6.00
Family	\$26.00

By Taxi:

Taxis are readily available outside Exit C in the main terminal. Appropriate fare to downtown hotels is \$18.00–\$25.00.

Parking

For attendees driving to the conference, parking is available at both hotels. The Fairmont Hotel provides parking for \$15.00 per day, with in/out privileges. The Regency Hotel offers parking for \$10.00 per day Monday to Friday, \$8.00 on Saturday, and \$6.00 on Sunday.

158. On whose Web site would this information most likely be found?

(A) Sky High Air
(B) NACU
(C) Regency Hotel
(D) Airporter

159. The word “serve” in paragraph 1, line 1 is closest in meaning to

(A) wait on
(B) operate
(C) obey
(D) give out

160. How long does it take to drive to downtown hotels from the airport?

(A) 15 minutes
(B) 20 minutes
(C) 30 minutes
(D) 45 minutes

161. How much does it cost to park at the Regency Hotel on Thursdays?

(A) \$6.00
(B) \$8.00
(C) \$10.00
(D) \$15.00

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Questions 162–163 refer to the following information.

The Ridgeway Herald News

Black and White Display Advertisements

Size	1 Month	2 Months	3 or More Months
Full page	\$450.00	\$400.00	\$350.00
1/2 page	\$250.00	\$210.00	\$180.00
1/4 page	\$130.00	\$110.00	\$ 95.00

- Quoted prices are per month.
- One photo is included in the price of the advertisement.
- Advertisements must be received by the first of the month preceding publication.
- Payment in full should be submitted with advertisement; payment by credit card or personal check is acceptable.

For longer-term advertising contracts, please contact Henry Shin at
The Ridgeway Herald News, 87 King St., Ridgeway.

62. Who is this information intended for?

- (A) Editors
- (B) Advertisers
- (C) Photographers
- (D) Lawyers

163. What policy is stated in the information?

- (A) Payment may be made after publication.
- (B) Color advertisements are more expensive.
- (C) A late fee may be applied.
- (D) A picture may be submitted.

Questions 164–166 refer to the following letter.

Toppo Travel, Inc.

Mr. Boyce Adams
424 Lenox St.
Orange, MA 01388

Dear Mr. Adams,

At the end of this year, Toppo Travel will celebrate its twentieth year as a successful operator in the leisure industry. With modern hotels, exciting itineraries, and beautiful locations, our all-inclusive, organized tours have remained the most popular in the industry for the past ten years. We have decided to include our most loyal customers in the celebration of our success.

Our records indicate that since you became a customer five years ago, you have booked six trips with us. We would therefore like to invite you to an evening of exotic fare and tropical sounds, which will be held on December 1 in the Grand Ballroom of the Panorama Hotel.

The buffet will consist of delicacies from the 16 countries that are featured in our catalog for the new season. Bands from Cuba, Mali, and Slovenia will lend an exuberant atmosphere to the event.

Enclosed please find two complimentary tickets for entry to this exclusive event.

Sincerely,

Jim Bull

Jim Bull
Director Customer Relations
Toppo Travel, Inc.

164. To what event has Mr. Adams been invited?

- (A) A hotel's grand opening
- (B) A retirement dinner
- (C) An anniversary celebration
- (D) An awards ceremony

166. What will the event feature?

- (A) A slide show
- (B) Ballroom dancing
- (C) Exotic food
- (D) A noted speaker

165. For how many years has Mr. Adams been traveling with Toppo?

- (A) Five years
- (B) Six years
- (C) Ten years
- (D) Twenty years

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Questions 167–170 refer to the following notice.

NOTICE TO ALDER PARK RESIDENTS:
New City Recycling Program

On August 1, a new law will take effect in Alder Park that will require residents to recycle products made of paper, glass, and aluminum. Those recyclables should be placed in green plastic bins provided by the city, which will be delivered during the week of July 15. The city will pick up those recyclables during the first and third weeks of each month on garbage pick-up days.

Some examples of acceptable recyclables include:

Type	Examples	Notes
Paper	Newspapers, printer and copy papers, magazines, envelopes, cardboard	Staples are permitted. No paper clips or plastic sheets.
Glass	Bottles, jars	Must be clean. Labels are permitted. Non-glass caps must be removed. No broken glass.
Aluminium	Cans, foils	Must be clean. Crush if possible.

Please follow the guidelines provided above. Garbage pick-up will continue on a weekly basis, according to the regular schedule.

If you have any questions, please contact the city refuse program at 555-1067, extension 27.

167. What is announced in this notice?

- (A) A revised schedule for garbage collection
- (B) Fees for residential garbage pickup
- (C) Rules for recycling household items
- (D) The opening of a recycling center

168. Who will supply green containers?

- (A) City employees
- (B) Bottling company staff
- (C) Recycling center volunteers
- (D) Alder Park residents

169. How many times per month will papers be collected?

- (A) 1
- (B) 2
- (C) 3
- (D) 4

170. What is mentioned about bottles?

- (A) They should be wrapped in newspaper.
- (B) They should not be broken.
- (C) They will be collected weekly.
- (D) They should have no labels.

Questions 171–173 refer to the following letter.

Lasell, Inc.

676 Keenan Dr.
Fort Worth, Texas 76035

Dear Customer,

As you may be aware, Lasell has routinely received commendations for our commitment to product safety. Every item that is sold under the Lasell name is subjected to rigorous product testing. When design flaws are detected, the model is revised to eliminate the problem. In addition, our products are built from the strongest plastics to ensure that you never have a problem with a Lasell product.

In the unlikely event that products are released with previously undetected flaws, great steps are taken to ensure that every flawed item is removed from the market and replaced for customers.

Late last week, our exceptional quality assurance team identified a previously undetected minor flaw in the air filters in our 6000X model. Because our records show that you have recently purchased a 6000X vacuum cleaner, we want to inform you of this flaw and of your right to return the product for a new one. Please be assured that there is absolutely no safety risk to you or any operators of the machine. However, to ensure that you are satisfied with the quality of our products, we would like to ask you to contact the Lasell store nearest to you. The store will arrange to pick up your machine at your home at a time that is convenient for you.

Our customers' satisfaction is foremost on our mind, and we want to make sure that you are not inconvenienced in any manner. A replacement vacuum cleaner will be delivered at the time of the pickup. Furthermore, customers who share in the exchange will receive a free gift in appreciation of their business.

Sincerely,

Joe Glidden

Joe Glidden
Director
Customer Satisfaction Department
Lasell, Inc.

171. What is the purpose of the letter?

- (A) To introduce a policy change
- (B) To invite customers to an in-store event
- (C) To respond to a customer complaint
- (D) To announce a replacement plan

172. What should the reader do?

- (A) Report problems immediately
- (B) Pick up a gift in the office
- (C) Submit a copy of the receipt
- (D) Call to schedule a pickup

173. What is Lasell's business?

- (A) Producing appliances
- (B) Safety assessment
- (C) Packaging materials
- (D) Commercial deliveries

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Questions 174–178 refer to the following announcement.

BRAND MANAGER

Juneco

COMPANY BACKGROUND: The Juneco Company, expected earnings of approximately \$40 million, seeks to increase marketing and product innovation efforts to significantly increase revenues within 1–2 years. Headquartered in upstate New York, Juneco manufactures kitchenware products and home security systems under several nationally recognized brand names. In addition to these major brands, Juneco produces similar products under private label programs for home improvement merchants.

RESPONSIBILITIES: The brand manager's priority is to handle the heightening of product recognition of Juneco's major accounts abroad. The brand manager position was created to build brand recognition in the marketing sector of Juneco's new International Division. The brand manager will spearhead efforts to foster growth in garden tool products.

Specific responsibilities include the following:

- generate marketing plans and lead the development of new products;
- increase public awareness of and demand for Juneco's products;
- identify and evaluate market requirements and opportunities;
- work closely with other members of the marketing department, as well as sales and sales operations departments to ensure achievement of company goals

PROFESSIONAL EXPERIENCE AND PERSONAL QUALITIES: The ideal candidate will have the following qualifications:

- 3–5 years' experience as brand manager in retail marketing;
- strong experience in analyzing current markets;
- outstanding verbal and written communication skills.

EDUCATIONAL BACKGROUND: An MA degree in Marketing is required; an MBA is a significant plus. Upon receipt of applications, confirmation letters will be sent to applicants via e-mail. Thereafter, priority applicants will be invited to meet with Juneco's CEO and Chief Marketing Officer.

174. In which Juneco division will the successful applicant probably work?

- (A) International marketing
- (B) Human resources
- (C) Production
- (D) Accounting

175. What is NOT a stated job responsibility?

- (A) Creating marketing plans
- (B) Evaluating market opportunities
- (C) Increasing product recognition domestically
- (D) Working with sales representatives

176. The word "foster" in paragraph 2 line 4 is closest in meaning to

- (A) substitute
- (B) measure
- (C) cherish
- (D) encourage

177. What qualification will the successful applicant possess?

- (A) Experience in the home improvement industry
- (B) A degree in finance
- (C) Fluency in a foreign language
- (D) Experience in market analysis

178. How will Juneco contact applicants?

- (A) By phone
- (B) By fax
- (C) By e-mail
- (D) By mail

Questions 179–180 refer to the following advertisement.

**Techno Database
Management**

5197 Blackburn Pike
Sidney, B.C., Canada V8L 5G1

Stephanie Strickland, President
E-mail: steph@techdatamgmt.com
Tel: 468-298-9935 / Fax: 468-298-9934
www.techdatamgmt.com

Techno Database Management provides data storage facilities for information technology and computer networking professionals. For only \$39.95 per month, customers may store their data in online-accessible Web space (up to 1,000 gigabytes). For \$59.95 per month, subscribers may store up to 5,000 gigabytes of data in an offline archive.

TDM customer services include 24-hour technical support and free subscription to our online bimonthly newsletter, *TDM News*. Topics include ratings and reviews of current software and equipment, opinion articles, and a help wanted section directed toward information technology professionals.

New customers who pay in advance for three months of offline service before July 30 will receive one month of free data storage—that's a nearly \$180 value for just under \$120! Call or e-mail today to set up your account.

- 179.** About how much does three months of offline storage cost for customers who subscribe by July 30?

(A) \$39.95
(B) \$59.95
(C) \$120
(D) \$180

- 180.** What is NOT featured in *TDM News*?

(A) Technical support questions and answers
(B) Discussions about computer equipment
(C) Assessments of new software
(D) Job opportunities for computer technicians

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Questions 181–185 refer to the following letter and form.

Blixen Memorial Theater

Annual Fundraising Event

January 19

Dear Friend of Blixen Memorial Theater:

As a non-profit performing arts organization, we rely on membership and fundraising efforts to support our operating costs. Every year at this time we hold a drawing to help raise funds to meet a portion of our budget.

This is your chance to help Blixen Memorial Theater. Each individual who donates \$20 to the theater at this time will be eligible for a special prize. On May 20, we will select one name at random to receive this year's prize – 4 tickets to each of the 10 Blixen Memorial Theater performances for the upcoming year. (The winner need not be present.) That's 40 tickets, a \$3,000 value!

To participate in this year's drawing, simply complete the entry form and mail it with your payment. We will send you a confirmation number for each \$20 donation upon receipt. Every \$20 you donate increases your chances of winning a whole year's worth of exciting performances. And even if your name is not selected, you'll still win by helping Blixen Memorial Theater offer high-quality programs.

For further information, call the office at (507) 555-8826, ext. 908.

Sincerely,

Anna Kessler

Anna Kessler
Executive Director

Name Anton Maldonado

I have enclosed a check for \$ 14 Address Sunset Drive

Please charge my credit card \$40 City Stockton State MN Zip 55988

Card # 1122334455667788 Phone 507-555-2292

Signature Anton Maldonado

Please return this form with payment to:

Blixen Memorial Theater

Attention: Raffle
480 Sioux St.
Winona, MN 55987

181. Why did Ms. Kessler write this letter?

- (A) To invite Anton Maldonado to an event
- (B) To advertise a new show
- (C) To explain a new ticketing policy
- (D) To announce a fund-raising event

182. What does Ms. Kessler say about the Blixen Memorial Theater?

- (A) It has had to reduce its budget.
- (B) Its next season begins on May 20.
- (C) It holds an annual drawing.
- (D) It is offering discount tickets to people who donate money.

183. What prize is being offered?

- (A) A check for \$3,000
- (B) A year's worth of theater tickets
- (C) Front-row seats to four performances
- (D) Meetings with performers after the shows

184. In the letter, the word "present" in paragraph 2, line 4 is closest in meaning to

- (A) in attendance
- (B) current
- (C) on hold
- (D) performing

185. What does Anton Maldonado indicate on the form?

- (A) He will purchase tickets to two shows.
- (B) He will contribute to the theater.
- (C) He is paying by personal check.
- (D) He would like a schedule for the new season.

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Questions 186–190 refer to the following e-mail and invoice.

To:	Scott Abernathy <sa@zenith.com>
From:	Mike O'Malley<momalley@communicate.com>
Subject:	Shipment
Date:	June 22

Hi Scott,

I'm glad I was able to reach you on the phone today before you shipped my order. As I mentioned, I'd like to change the delivery date to Thursday. In addition, instead of shipping the entire order to our warehouse, please send 10 of the 50 silk lamp shades and 10 of the parchment lamp shades to the showroom on Congress Avenue.

By the way, I want to thank you again for recommending me to Vincent Balasco as a potential supplier for his furniture stores. We're meeting at the Congress Avenue showroom over the weekend so that he can have a look at the lamps, which is why I'll need the shades there. I'll let you know how it goes. Please send me a revised shipping order.

Best regards,

Mike

SHIPPING ORDER		CARRIER: Metro Trucking	BILL DATE: June 23	SHIP DATE: June 26
TO		FROM		
Name	Mike O'Malley	Shipper	Zenith Lamp Part Warehouse	
Company	Bright Lights Warehouse	Street	3387 South Ferry Road	
Street	10649 Industry Road	City, State	Marshfield, Massachusetts	
City, State	Boston, Massachusetts	Contact	Scott Abernathy	
SEND INVOICE TO		SHIPPER'S INSTRUCTIONS		
Name	Mike O'Malley	SPLIT ORDER		
Company	Bright Lights Showroom	Deliver 10 silk shades, 10 parchment shades (separately packaged) to billing address.		
Street	1305 Congress Avenue	Deliver rest of order to Industry Road address.		
City, State	Boston, Massachusetts			
NO. SHIPPING UNITS	DESCRIPTION OF ARTICLES	SIZE	UNIT PRICE \$	TOTAL CHARGE \$
50	Pleated silk shade, soft white	15 inches	12	600
50	Parchment shade, beige	18 inches	10	500
120	Brass sockets, 3-way turn knob	Medium T-14	3	360
		TOTAL		\$1,460

Hi Mike,

Here's the revised shipping order. Good luck showing the lamps on Saturday. I think you'll like Vincent Balasco.

Scott

186. Why did Mike O'Malley contact Scott Abernathy?

- (A) To cancel a shipment
- (B) To change a shipping order
- (C) To invite him to the factory
- (D) To place a furniture order

187. On which day will Vincent Balasco visit the showroom?

- (A) Thursday
- (B) Friday
- (C) Saturday
- (D) Sunday

188. Why will part of the order be delivered to a different location?

- (A) Mike O'Malley wants to show his merchandise to a potential buyer.
- (B) The Industry Road Warehouse will be closed.
- (C) The Congress Avenue showroom is closer to the Zenith warehouse.
- (D) Mike O'Malley is opening a second showroom.

189. Who is Vincent Balasco?

- (A) A warehouse clerk
- (B) A furniture store owner
- (C) A lamp shade manufacturer
- (D) A truck driver

190. How much is the total cost of the merchandise?

- (A) \$360
- (B) \$500
- (C) \$600
- (D) \$1,460

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Questions 191–195 refer to the following announcement and e-mail.

Lemont Valley Hospital Volunteer Program

NO EXPERIENCE NECESSARY!

Requirements:

- Proof of age (must be at least 18 years old)
- Satisfactory recommendation from current or former employer
- Properly completed application forms
- Ability to fulfill the commitment of one shift per week for the duration of the program session – summer, fall, or spring
- Adequate transportation to and from the hospital
- Neatness in appearance (volunteers must purchase a uniform)
- Mandatory completion of the volunteer orientation/training

Attendance:

A required commitment of at least one shift per work week is expected from each volunteer for the duration of the specific program session. Fall and spring four-hour shifts are available after 2:00 P.M. and on weekends. During the summer session the shifts are six hours in length Monday through Friday and four hours on Saturdays and Sundays. Individual schedules/assignments will be determined by the volunteer coordinator during the orientation on May 22.

May 15 is the deadline for summer volunteer applications.

Contact Russ Lehman at rlehman@lvh.org for more information on how to apply.

To:	Russ Lehman < rlehman@lvh.org >
From:	Josh Tobin < jtobin@hello.com >
Date:	May 17
Re:	Volunteering
Attachments:	Application, Recommendation letter

Dear Mr. Lehman:

My name is Josh Tobin. Two weeks ago I saw the announcement for the volunteer positions posted in the weekly community newsletter.

I apologize for the delay in contacting you. I understand that the completed application was due two days ago; however, I have been out of town on vacation. I will return on May 21 and will be able to attend the orientation. Please note that all necessary documents are attached.

My time this summer is limited, but I'll be available every Tuesday. Unfortunately, I'm not available on Saturdays and Sundays due to my restaurant job. I'll wait to hear from you prior to the orientation and training next week.

Thank you for your time,

Josh

191. What is NOT required for volunteer positions?

- (A) Experience working in a hospital
- (B) A letter from an employer
- (C) Completion of training
- (D) A commitment to a weekly shift

192. On what date were applications due for summer volunteer positions?

- (A) May 15
- (B) May 17
- (C) May 21
- (D) May 22

193. What does Josh request in his message?

- (A) More time to obtain a recommendation letter
- (B) A specific shift in the hospital restaurant
- (C) Permission to miss the orientation and training
- (D) Special consideration for his late application

194. How many hours will Josh likely volunteer on the day he is available?

- (A) 4
- (B) 6
- (C) 8
- (D) 10

195. In the e-mail message, the word “limited” in paragraph 3, line 1, is closest in meaning to

- (A) unavailable
- (B) adequate
- (C) restricted
- (D) shared

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Questions 196–200 refer to the following article and table.

Dunnlow to Deliver New Trains for Gaelic Railways

By Briana MacCorrie

Gaelic Railways (GR), the national railway, announced yesterday that it has entered into a contract with train manufacturer Dunnlow for the purchase of fourteen new electric trains. The decision by GR's management came after a test run from Rexford to Donnebrook revealed that the new trains can cover the 45 kilometers separating the two towns in half the time it takes GR's current trains.

The new trains will gradually replace those currently in service, introduced by GR 25 years ago. The railway company had originally intended to complete the project in a 5-year span so as to let the last phase of the transition coincide with the end of the 30-year life expectancy of GR's current fleet.

However, company officials were so excited by the performance of the Dunnlow trains that the decision was made to pull all current trains from the tracks within 3 years. They plan to upgrade the longest routes first, beginning with the distances longer than 100 kilometers.

Negotiations between GR and Dunnlow have been going on for nearly 2 years. The lengthy duration of the talks was mostly due to reluctance on the part of the government to help fund the project. Says Shane O'Farrel, GR's spokesperson, "We had difficulty convincing the authorities that buying new, faster trains, while expensive, was a worthwhile investment. Gradually, however, the government realized that adequate transportation is indispensable for the continued development and prosperity of the region." ■

Gaelic Railways

Service	Distance	Former Duration	New Length of Trip
Rossmoor – Kilbarney	74 km	1 hour and 30 minutes	44 minutes
Weston – Barlow	162 km	2 hours and 30 minutes	1 hour and 25 minutes
Southford – Kirke	80 km	1 hour and 40 minutes	53 minutes
Rexford – Donnebrook	45 km	1 hour and 8 minutes	34 minutes

196. How long have the current trains been in service?

- (A) 30 years
- (B) 25 years
- (C) 14 years
- (D) 3 years

197. Why has the schedule been moved up?

- (A) Passengers wrote to government officials.
- (B) Company executives were impressed by the trains.
- (C) The manufacturer offered reduced rates.
- (D) The population of the area has increased.

198. Why did it take a long time to get the new trains approved?

- (A) The expense was questioned.
- (B) The design was not finalized.
- (C) The company appointed a new president.
- (D) The region's power supply was not sufficient.

199. What does Mr. O'Farrel imply about the region's economic growth?

- (A) It will be difficult to sustain in the future.
- (B) It will benefit from an improved transportation system.
- (C) It will be slow but steady.
- (D) It will depend on foreign investment.

200. Which train route will be upgraded first?

- (A) Rossmoor – Kilbarney
- (B) Weston – Barlow
- (C) Southford – Kirke
- (D) Rexford – Donnebrook

Stop! This is the end of the test. If you finish before time is called, you may go back to Parts 5, 6, and 7 and check your work.