

## Reading

**First Name**

**Last Name**

**School Name**

**Room Number / Class**

Choose a circle to show how much each sentence is like you

Very Unlike Me 1	Unlike Me 2	Like Me 3	Very Like Me 4
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**01.** I like reading at school.

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
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**02.** I am good at reading.

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
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**03.** My teacher thinks I am good at reading.

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
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**04.** My family/whānau think I am good at reading.

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
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**05.** I enjoy reading in my own time (not at school).

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
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**06.** I like going to the library to get something to read.

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
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Read the information and answer practice questions P01 to P08

**BIRDS NESTS**

Some birds build their nests on the ground; others build them in trees or bushes. Nests keep birds safe and provide them with shelter, a place to lay their eggs and a place to raise their young. Some nests are made from twigs and feathers, which are woven together with strands from a spider's web. Some are made from mud, grass or leaves.



**P01.** Why do birds build nests?

- To keep themselves safe.
- Because they like mud.
- To help them find food.
- Because they like to eat spiders.

**P02.** Correctly spell the underlined words in the space provided.

Baby birds are calld chicks. \_\_\_\_\_

Bird's nests are high in the trea. \_\_\_\_\_

**P03.** What materials would you **MOST LIKELY** find from the following sources?

	Source Location	Materials
<input type="checkbox"/>	1. Ground	a. Feathers
<input type="checkbox"/>	2. Birds	b. Grass
<input type="checkbox"/>	3. Trees	c. Mud
		d. Leaves

**P04.** Choose the circle (radio button) beside the option you believe to be correct.

- |                                       | TRUE                  | FALSE                 |
|---------------------------------------|-----------------------|-----------------------|
| Birds only build their nests in trees | <input type="radio"/> | <input type="radio"/> |
| Birds use feathers to build nests     | <input type="radio"/> | <input type="radio"/> |

**P05.** What do birds use to build their nests?

- Mud
- Eggs
- Twigs
- Spiders

**P06.** Write the numbers 1, 2 and 3 in the boxes to show the correct order for building a nest.

- Weave the grass and twigs together
- Find a good place to build nest
- Collect grass and twigs

**P07.** Places where birds build their nests

- (i) On the Ground
- (ii) \_\_\_\_\_
- (iii) \_\_\_\_\_

**P08.** Shade the bubbles to show which words should have capital letters.

different types of birds build their nest in different ways.

**Use the following information to answer questions 01 to 05.**

## **Fighting Fires**

*Rosie lives in a small Texas town. Her town has no paid firefighters. Instead, the town has a volunteer fire department. The volunteers are a group of men and women who have learned how to fight fires and help out when in need.*

- 1 When Rosie came home from school, she was greeted by the sight of her father in the kitchen. He hadn't shaved. The corners of her mouth turned down.
- 2 "How did the job hunting go today?" Rosie asked.
- 3 "There's nothing out there right now," Dad answered.
- 4 Three weeks ago the machine-repair shop where Rosie's father had worked for years had closed down. At first her father had been optimistic that he could quickly find a new job. But the days had passed without any offers. Rosie's mother had just taken a second job part-time to help support the family.
- 5 "I'm just starting dinner," Dad said. "You want to help?"
- 6 "Sorry, I have homework," Rosie said. She poured herself a glass of juice, went into her room, and shut the door.
- 7 Rosie usually loved helping in the kitchen, but she didn't want her father to see how worried she was. Rosie's mother was doing O.K. for the family, but her second job was only temporary. It would last only until October. Rosie knew her father was looking everywhere for a job, but he just wasn't having any luck. She didn't know what would happen if he didn't find a job. To top it all off, she had to deal with the kids at school. She didn't want anyone feeling sorry for her.
- 8 After Rosie had finished her homework, she started writing about the day's events in her diary. At the top of the page, she wrote, "What will happen if Dad can't find a job?" She was just beginning to write about her fears when she heard her father shout, "Rosie! I just heard on the CB radio that Mr. Becker's barn is on fire, and Mike said it's bad. You're going to have to come with me. Get a jacket and shoes on while I leave a note for your mum."
- 9 For as long as Rosie could remember, her father had been a member of the town's volunteer fire brigade. In all those years he had never failed to respond to a call to fight a fire. Rosie couldn't believe she was actually going to be at the fire with him and the other volunteers. Tossing her pen and journal onto her bed, Rosie quickly scrambled to put on warm clothes. She ran into the hall.

- 10 As Rosie and her father drove onto Mr. Becker's land, she saw a reddish glow in the sky. They hopped out of their truck, Dad threw on his firefighter's jacket. Snapping the strap of his helmet under his chin, he rushed over to help aim the heavy hose of the town's only fire truck. All 10 of the town's volunteers were there. They shouted to one another as they ran back and forth, throwing buckets of water on the fire and beating out the flames that were trying to spring up outside the barn. Rosie had never seen a fire raging like this one. It was like a hungry monster with a thousand yellow arms. The arms kept grabbing at the wooden sides of the barn, the grass, and the black sky itself.
- 11 The smell of charred wood filled Rosie's nostrils. She stood next to Mr. Becket and watched as her father helped control the water hose and keep it on the flames that shot out from the barn. Each time the firefighters managed to extinguish one part of the fire, it seemed to flare up even more brightly somewhere else. Rosie gasped as one wall of the barn fell, and flames came close to her father's face. But he didn't give up. He and the others held tight to the hose. One smoke-blackened hour blurred into the next until finally the last little flame was beaten out.



- 12 Rosie wandered into the crowd to find her father. She spotted him quickly. He was pulling off his soot-stained jacket. When he saw her, he put his arm around her shoulders and said, "Come on. The Hemingways down the road have food for us. Let's go eat."
- 13 The Hemingways were Mr. Becket's nearest neighbours. They had made several pots of coffee and laid out platters of meat and cheese for the firefighters to make sandwiches. Rosie was tired and didn't think she was hungry, but her stomach growled when she saw the food. She stood close to her father and chewed her sandwich as she listened to the conversation.
- 14 Finally Dad said, "Time to go, Rosie. It's almost one in the morning. Your mother will be waiting up for us."
- 15 Rosie couldn't believe how much time had passed. All her earlier exhaustion had dropped away as she stood in the circle of brave firefighters. She listened as her father and the others shared memories of other fires they had handled over the years. She hadn't realised how many emergencies her father had responded to.

- 16 Rosie and Dad sat quietly as they drove down the winding roads that took them back home. Dad finally broke the silence. "Everything's going to be fine, Rosie. I'll get another job. It's just a matter of time."
- 17 Back home Rosie saw her diary lying on her bed. She picked up her pen to finish writing what she had started earlier. But she wrote nothing. What she planned to write didn't seem quite right anymore.
- 18 As she sat there staring at the page, her mind raced with images of her father fighting the fire. She thought about the words her father had said to her on their ride home. She closed her diary, put on her pyjamas, and climbed into bed.

**01.** Which of these shows that Rosie's father is a dedicated firefighter?

- He went to the fire instead of looking for a job.
- He makes Rosie go with him to Mr Becket's farm.
- He enjoys eating and visiting with the other fire-fighters after a fire.
- He has responded to every call to fight a fire that he has ever received.

**02.** Which words from paragraph 11 help the reader know what the word *extinguish* means?

- Blurred into the next
- Flame was beaten out
- Keep it on the flames
- Shot out from the barn

**03.** Which sentence from the story **BEST** shows that putting out the barn fire was difficult?

- In all those years he had never failed to respond to a call to fight a fire.
- He and the others held tight to the hose.
- One smoke-blackened hour blurred into the next until finally the last little flame was beaten out.
- All her earlier exhaustion had dropped away as she stood in the circle of brave fire-fighters.

**04.** Why does Rosie gasp while at the fire?

- She is tired of breathing the thick black smoke.
- She is afraid her father will be hurt.
- She is afraid the barn wall is going to fall on her.
- She is worried that the fire-fighters won't be able to control the fire.

**05.** Which is the **BEST** summary of the story?

- Rosie comes home from school. She sees that her father hasn't found a job yet. She becomes upset and goes to her room instead of helping with dinner. After the fire she eats sandwiches at the Hemingways'.
- Rosie's father is a volunteer firefighter. He gets a call to fight a fire at Mr Becket's farm. Rosie has to go with him. It takes the fire-fighters several hours to put out the fire.
- Rosie is worried because her father has lost his job. When he must go and fight a fire with the volunteer fire department, she is reminded that he is a hard worker and has helped many people. She starts to feel more hopeful.
- Rosie's father lost his job when the shop he worked for closed down. Since then he has been looking for a new job, but hasn't had any luck. Because Rosie's mother is now working two jobs, her father must take Rosie with him to help fight the fire.

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End of Section



**Use the following information to answer questions 06 to 12**

*A teenage girl from the island of Antigua is being sent to live with relatives in England where she will attend nursing school. As she walks with her parents along the jetty where a boat awaits her, she remembers the walks to the jetty she used to take with her father in years past. This young girl has mixed feelings about leaving. Read this excerpt from the novel **Annie John** to see what happens. Answer the questions that follow.*

**A WALK TO THE JETTY**  
by Jamaica Kincaid

- 1 My heart now beat fast, and no matter how hard I tried, I couldn't keep my mouth from falling open and my nostrils from spreading to the ends of my face. My old fear of slipping between the boards of the jetty and falling into the dark-green water where the dark-green eels lived came over me. When my father's stomach started to go bad, the doctor had recommended a walk every evening right after he ate his dinner. Sometimes he would take me with him. When he took me with him, we usually went to the jetty, and there he would sit and talk to the night watchman about cricket or some other thing that didn't interest me, because it was not personal; they didn't talk about their wives, or their children, or their parents, or about any of their likes and dislikes. They talked about things in such a strange way, and I didn't see what they found funny, but sometimes they made each other laugh so much that their **guffaws** would bound out to sea and send back an echo. I was always sorry when we got to the jetty and saw that the night watchman on duty was the one he enjoyed speaking to; it was like being locked up in a book filled with numbers and diagrams and what-ifs. For the thing about not being able to understand and enjoy what they were saying was I had nothing to take my mind off my fear of slipping in between the boards of the jetty.

- 2 Now, too, I had nothing to take my mind off what was happening to me. My mother and my father - I was leaving them forever. My home on an island - I was leaving it forever. What to make of everything? I felt a familiar hollow space inside. I felt I was being held down against my will. I felt I was burning up from head to toe. I felt that someone was tearing me up into little pieces and soon I would be able to see all the little pieces as they floated out into nothing in the deep blue sea. I didn't know whether to laugh or cry. I could see that it would be better not to think too clearly about any one thing. The launch was being made ready to take me, along with some other passengers, out to the ship that was anchored in the sea. My father paid our fares, and we joined a line of people waiting to board. My mother checked my bag to make sure that I had my passport, the money she had given me, and a sheet of paper placed between some pages in my Bible on which were written the names of the relatives - people I had not known existed - with whom I would live in England. Across from the jetty was a wharf, and some **stevedores** were loading and unloading barges. I don't know why seeing that struck me so, but suddenly a wave of strong feeling came over me, and my heart swelled with a great gladness as the words "I shall never see this again" spilled out inside me. But then, just as quickly, my heart shrivelled up and the words "I shall never see this again" stabbed at me. I don't know what stopped me from falling in a heap at my parents' feet.
- 3 When we were all on board, the launch headed out to sea. Away from the jetty, the water became the customary blue, and the launch left a wide path in it that looked like a road. I passed by sounds and smells that were so familiar that I had long ago stopped paying any attention to them. But now here they were, and the ever-present "I shall never see this again" bobbed up and down inside me. There was the sound of the seagull diving down into the water and coming up with something silverish in its mouth. There was the smell of the sea and the sight of small pieces of rubbish floating around in it. There were boats filled with fishermen coming in early. There was the sound of their voices as they shouted greetings to each other. There was the hot sun, there was the blue sea, there was the blue sky. Not very far away, there was the white sand of the shore, with the run-down houses all crowded in next to each other, for in some places only poor people lived near the shore. I was seated in the launch between my parents, and when I realised that I was gripping their hands tightly I glanced quickly to see if they were looking at me with scorn, for I felt sure that they must have known of my never-see-this-again feelings. But instead my father kissed me on the forehead and my mother kissed me on the mouth, and they both gave over their hands to me, so that I could grip them as much as I wanted. I was on the verge of feeling that it had all been a mistake, but I remembered that I wasn't a child anymore, and that now when I made up my mind about something I had to see it through. At that moment, we came to the ship, and that was that.

**guffaw** - a hearty burst of laughter

**stevedore**- one who loads or unloads ships or barges

Excerpt from "A Walk to the Jetty" from ANNIE JOHN by Jamaica Kincaid. Copyright © 1985 by Jamaica Kincaid.

**06.** Read the sentence from paragraph 2 below.

**"I felt a familiar hollow space inside."** Which word **BEST** describes the speaker's emotion?

- Joy
- Guilt
- Appreciation
- Fear

**07.** Why does the speaker finally decide that leaving Antigua to live in England is **NOT** a mistake?

- She dislikes living near the jetty and the overcrowded housing.
- She feels she has to grow up and must stick to her decisions.
- She dislikes the smell of the sea and the sight of floating rubbish.
- She is angry with her parents for making her leave home.

**08.** Which sentence **BEST** expresses the main idea of this excerpt?

- Long journeys require advanced planning.
- Success is the result of hard work.
- Growing up involves overcoming one's fears.
- One person's loss is another's gain.

**09.** In paragraph 1, what had originally brought the speaker to the jetty?

- The speaker was a young girl who liked cricket.
- The speaker's family was going on a voyage.
- The speaker's father had an illness.
- The speaker was a fisherman's daughter.

10. Read the phrase from the beginning of paragraph 3 below.

**"Away from the jetty, the water became the customary blue . . ."** What does the word **customary** tell the reader about the water?

- The water looks as it does before a storm.
- The water looks as it usually does away from the shoreline.
- The water looks as it does during high tide.
- The water looks as it does during sunset.

11. Read the excerpt from paragraph 3 below.

**". . . I felt sure that they must have known of my never-see-this-again feelings."** The phrase **never-see-this-again** is used as which part of speech in this excerpt?

- A noun
- A verb
- An adjective
- An adverb

12. Identify and explain the mixed feelings the speaker has about leaving her home. Use relevant and specific information from the excerpt to support your answer.

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End of Section

Read the movie reviews, Review A and Review B. Then answer questions 13 to 16



## **REVIEW A**

### **GADGET NEEDS A LOT OF TINKERING**

There is virtually nothing to see in this summer of spam. Good thing the weather's been nice. *Inspector Gadget* is a downright dumb movie that, with its breathless pace, lack of character development and uninventive gags, might be torture for even the kids to sit through - although, at 80 minutes, it's thankfully a short ride.

So what to do? See *Phantom Menace* again? At least it had some positive messages for the young'uns. Or a second viewing of *Tarzan*, the only truly good offering this summer for children?

See you at the park. Because although *Tarzan* is indicative of a decade-long Disney resurgence in its animated films, *Inspector Gadget* is an example of the studio's live action collapse. It would be hard to display any less character than Matthew Broderick does as Inspector Gadget.

*Inspector Gadget* is the feature debut for director David Kellogg, who has made a bundle shooting commercials for Nike and Fuji, among others. With its never-let-up pace, stale references to other movies, lack of plot or good characters and voluminous product placement, *Inspector Gadget* feels like an 80-minute TV ad. So why would you pay \$5 - or \$8 - a pop to see a commercial?

adapted from G. Allen Johnson, *San Francisco Examiner*, July 23, 1999.

## **REVIEW B**

### **GADGET: A TECHNO-THRILL RIDE FOR ALL THE FAMILY**

On these hot summer days when school's out and kids are stir-crazy, it's hard to find something at the movies that will suit everyone. Well, we've found it and WOWSER! *Inspector Gadget* is a doozy! Hold on to your hats and keep your arms inside the car as Disney's *Inspector Gadget* turbo-charges to life and takes you on a wild and quirky adventure comedy ride with a thousand moving parts! It is short (77 minutes) but fast and furious.

The plot is simple but effective: good guys versus bad guys in a world of technomagic. It all starts during a daring rescue attempt, when John Brown (Matthew Broderick), a rather naive and clueless security guard, experiences the wrath of the evil Dr. Claw (Rupert Everett) and is left clinging to life. Jumping at the chance to put her robotics expertise to the test, the brilliant Dr. Brenda Bradford (Joely Fisher) transforms him into INSPECTOR GADGET - the ultimate crime-fighting tool! It's all go from then on.

Matthew Broderick is perfect as Gadget with just the right mix of saintliness and goofiness. He is just so aw-shucks likable that you've got to be cheering him on. The film is rated PG for "wacky violence/action, language and innuendo" but I don't recall any language stronger than "wowser".

Overall, *Inspector Gadget* is a feel-good movie, a hilarious techno-thrill ride the whole family will love.

**13.** Copy **one** phrase from each review that sums up the reviewer's opinion of Inspector Gadget.

Review A \_\_\_\_\_

Review B \_\_\_\_\_

**14.** Johnson's final question in Review A "**Why would you pay \$5- or \$8- a pop to see a commercial?**" would be answered by the second reviewer with

- Inspector Gadget is a funny, feel-good movie.
- Inspector Gadget is a wild, daring children's only film.
- Inspector Gadget is an action packed adventure movie.
- Inspector Gadget is a complicated rescue film with strong language.

**15.** Which of these reviews do you think is more complimentary? Explain your answer.

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**16.** What do these two reviews tell the reader about the nature of movie reviews?

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End of Section

## BOOK REVIEWS ON THE WEB

Internet zone  
Adapted from <http://www.nzbooks.com>

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Address: <http://www.nzbooks.com/> go

mBox.com.au - Welcome Live Home Page Apple Computer Microsoft MacTopia

Book Title: **The House That Jack Built** Author: **Gavin Bishop** Publisher: **Scholastic, NZ**

1. Would you recommend this book?  Yes  No

2. How many stars do you give this title?

3. Please enter a one-line summary of your review:

4. Type your review in the space below: Maximum of 1,000 words.

I liked this book. It is based on the retelling of a traditional rhyme, set in New Zealand at the turn of the 19th century. But it's different because it seems both new and old at the same time. The pictures in the book are fascinating and the use of imagery is amazing. I read in another review that the pictures included in the book are a **metaphor** for what happened when European traders, sealers, whalers and settlers arrived in Aotearoa/New Zealand during the early 19th century. The illustrations are certainly full of meaning. The story begins when Jack Bull arrives in Aotearoa in 1798 to find a land strong in spirit and tradition. The Maori, the people of the land, want his iron pots, nails and blankets to enhance their daily lives. They trade and Jack builds a house but problems arise as a steady flood of European settlers follow him and things start to change in the Maori world.

To the Maori, the land is their Earth Mother, Papatuanuku, who gives life to all things. But, the settlers pressure the Maori to give up their land to build farms and towns. The loss of tribal land and the failure of the Treaty of Waitangi in 1840 to bind the two peoples together, leads to conflict. Tumatauenga, the Maori god of war, calls the Maori people to fight for Papatuanuku. As he grows strong on the land, the Earth Mother's presence fills the page and the remains of the house that Jack built smoulder in the foreground as a **symbol of the conflict**.

The illustrations on each page seem to tell as much of the story as the words. At the beginning, we see the land, sea and sky dominated by the Earth Mother, Papatuanuku, the Sky Father, Rangiui, and the eyes of their children. They are drawn in a style that reflects traditional Maori art forms. As the story unfolds, the spirit of the Earth Mother **diminishes** and fades. In contrast, the pictures showing events through the eyes of the Europeans are naturalistic in style. On the last pages the conflict is recorded for future generations on the wall of a meeting house in a folk art style blending traditional Maori and European art forms. This final blending seems to me to be like the intertwining of cultures in the rich history of Aotearoa.

I enjoyed this book enormously. I liked the multilayered illustrations because they are integral to the telling of this story.

5. Include some related titles you also enjoyed and say why.

Taniwha, a great picture book by Robyn Kahukiwa. I liked it for its use of Maori images in the illustrations.

Dead Man's Head by Jack Lazenby is another great New Zealand book full of descriptive language and rich in imagery, some spectacular characterisations are present. A New Zealand prize winner by Maurice Gee, The Fat Man, is a fantastic read. Watch out for a twisting plot. It is scary at times and very descriptive. You can almost "see" the story unfold as you read the words.

6. Enter your email address



**17.** What is the **MAIN** purpose of this review?

- To give detailed information about European settlement
- To retell a traditional rhyme
- To describe the illustrations in the book
- To express an opinion about a book the writer has read

**18.** What do the books that have been chosen as related titles have in common?

- They have all been written by the same author.
- They rely heavily on imagery.
- They have strong characterisations.
- They have a sharp twist in the plot.

**19.** Why did Katy write the last paragraph of the review?

- To repeat and summarise the reviewer's opinion
- To inform readers about the hardships of life in New Zealand at that time
- To provide background information on the Land Wars
- To describe the styles of art used in the book

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End of Section

## Use the following information to answer questions 20 to 23

*As you read this story, think about what author James Thurber is saying about people. Answer the questions that follow.*

### **The Princess and the Tin Box** by James Thurber

- 1 Once upon a time, in a far country, there lived a king whose daughter was the prettiest princess in the world. Her eyes were like the cornflower, her hair sweeter than the hyacinth, and her throat made the swan look dusty.
- 2 From the time she was a year old, the princess had been showered with presents. Her nursery looked like **Cartier's** window. Her toys were all made of gold or platinum or diamonds or emeralds. She was not permitted to have wooden blocks or china dolls or rubber dogs or linen books, because such materials were considered cheap for the daughter of a king.
- 3 When she was seven, she was allowed to attend the wedding of her brother and throw real pearls at the bride instead of rice. Only the nightingale, with his lyre of gold, was permitted to sing for the princess. The common blackbird, with his boxwood flute, was kept out of the palace grounds. She walked in silver-and-**samite** slippers to a sapphire-and-topaz bathroom and slept in an ivory bed inlaid with rubies.
- 4 On the day the princess was eighteen, the king sent a royal ambassador to the courts of five neighbouring kingdoms to announce that he would give his daughter's hand in marriage to the prince who brought her the gift she liked the most.
- 5 The first prince to arrive at the palace rode a swift white stallion and laid at the feet of the princess an enormous apple made of solid gold which he had taken from a dragon who had guarded it for a thousand years. It was placed on a long ebony table set up to hold the gifts of the princess' suitors. The second prince, who came on a grey charger, brought her a nightingale made of a thousand diamonds, and it was placed beside the golden apple. The third prince, riding on a black horse, carried a great jewel box made of platinum and sapphires, and it was placed next to the diamond nightingale. The fourth prince, astride a fiery yellow horse, gave the princess a gigantic heart made of rubies and pierced by an emerald arrow. It was placed next to the platinum-and-sapphire jewel box.
- 6 Now the fifth prince was the strongest and handsomest of all the five suitors, but he was the son of a poor king whose realm had been overrun by mice and locusts and wizards and mining engineers so that there was nothing much of value left in it. He came plodding up to the palace of the princess on a plough horse and he brought her a small tin box filled with **mica** and feldspar and **hornblende** which he had picked up on the way.

- 7 The other princes roared with disdainful laughter when they saw the **tawdry** gift the fifth prince had brought to the princess. But she examined it with great interest and squealed with delight, for all her life she had been glutted with precious stones and priceless metals, but she had never seen tin before or mica or feldspar or hornblende. The tin box was placed next to the ruby heart pierced with an emerald arrow.
- 8 "Now," the king said to his daughter, "you must select the gift you like best and marry the prince that brought it."
- 9 The princess smiled and walked up to the table and picked up the present she liked the most. It was the platinum-and-sapphire jewel box, the gift of the third prince.
- 10 "The way I figure it," she said, "is this. It is a very large and expensive box, and when I am married, I will meet many admirers who will give me precious gems with which to fill it to the top. Therefore, it is the most valuable of all the gifts my suitors have brought me and I like it the best."
- 11 The princess married the third prince that very day in the midst of great merriment and high revelry. More than a hundred thousand pearls were thrown at her and she loved it.
- 12 *Moral: All those who thought the princess was going to select the tin box filled with worthless stones instead of one of the other gifts will kindly stay after class and write one hundred times on the blackboard, "I would rather have a hunk of aluminium silicate than a diamond necklace."*

**Cartier's** (kār-tyāz'): a store that sells very expensive jewellery, located in New York City.

**samite** (sā'mīt'): a silk fabric

**mica** feldspar; hornblende: three kinds of ordinary rock.

**tawdry** (to'drē): cheap and flashy.

20. In choosing the gift from the third prince, the princess showed that she **MOST** likely
- found him the most handsome of all.
  - followed her heart.
  - cared more about things than people.
  - would always do as her father wished.

**21.** The reader expects the princess to choose the fifth prince for her husband for all the following reasons **EXCEPT** that the

- princess is delighted when she sees the contents of the tin box.
- fifth prince is the most handsome.
- fifth prince is the strongest.
- princess feels sorry for him when the others laugh at him.

**22.** What is the theme of this story?

- What you like may not be good for you.
- People are influenced by how they are raised.
- Every cloud has a silver lining.
- It is better to give than to receive.

**23.** In paragraph 5, the word **ebony** means

- flat.
- black.
- rectangular.
- blue.

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End of Section

## Use the following information to answer questions 24 to 30

*Today's headlines are filled with announcements of corporate buyouts and failures. Many companies that were household names for years have gone out of business. In contrast, Snap-on Tools has succeeded for over three quarters of a century, using time-proven, customer-friendly techniques to stay a leader in the auto tools industry. Read this article from the MSNBC website to learn Snap-on's secrets. Use information from the article to answer the questions that follow.*

### How Snap-on Tools Ratchets Its Brand by Glenn Rifkin

- 1 Radical marketers have a lot to teach their more traditional big-business cousins.
- 2 The Snap-on Tools Corporation, for example, has created a business model that combines the top-drawer cachet of a Louis Vuitton, the credit philosophy of a Wells Fargo and the convenience of the Good Humour Man, an odd but compelling **amalgam** that has put the company at the pinnacle of its market, significantly distancing it from the competition.
- 3 And though Snap-on's legendary brand status in the \$20 billion automotive tool and equipment business is the result of a decidedly offbeat marketing approach, the company's experience offers lessons about quality, distribution and customer loyalty that apply as much to selling watches, shirts and computers as they do to selling tools.
- 4 From its base in Kenosha, Wis., Snap-on has ridden America's love affair with the automobile to solid sales and profits since getting its start 78 years ago, racking up record earnings of \$131 million in 1996 on revenues of \$1.49 billion.
- 5 Its history of success is **replete** with the usual mix of **serendipity**, good management, savvy financial decisions and a dedicated and motivated work force. But Snap-on traces its good fortune to three other key ingredients: an unwavering commitment to high-quality, premium-priced products for a large but clearly defined marketplace; an unusual credit system that gives its customers access to those products; and a well-oiled delivery system, employing an army of franchise dealers, that takes the product right to the customer's door.
- 6 Though Robert A. Cornog, Snap-on's chief executive, insists that the company is a conservative Midwestern operation, it has thrived while many of its **rust-belt** brethren have struggled. The difference, many say, is its highly unusual marketing. To sell their wares, Snap-on's 5,700 franchise dealers and sales representatives steer their **ubiquitous** white vans - actually rolling retail stores stocked with more than \$100,000 worth of inventory - to 335,000 automobile dealerships, service stations and independent garages around the United States and abroad. Another 325 vans are driven by Snap-on technical representatives, who back up the dealers and their increasingly complex product line with training and expertise.
- 7 Each franchise dealer owns his own truck, combs his territory and visits his 200 to 300 customers every week, on a rotation as regular as clockwork.

- 8 "The whole corporation is based on one thing: all the dealers getting up in the morning, getting behind the steering wheel and seeing that first customer," said Joseph Holmes Van Mater Jr., a veteran Snap-on dealer in Atlantic Highlands, N.J. "It's all face to face, one on one."
- 9 Like many of his peers, Mr. Van Mater is the son of a Snap-on dealer. Even third-generation Snap-on dealers are not uncommon, a testament to the company's strong commitment to its sales channel.
- 10 With this time-tested formula, Snap-on embodies the coveted **tenets** of customer intimacy and consistency, building a strategic web of individual relationships over nearly eight decades that is as complex as a global computer network but as simple as its core selling proposition: providing products that help customers make money.
- 11 Well before its competition realised it, Snap-on understood that its main customer, the successful independent garage owner, was an astute businessman. To him, time literally was money and if he could get reliable tools without having to leave work to buy them, he would gladly pay a higher price and become a repeat customer.
- 12 In consistently placing a premium on quality and keeping nearly all of its production in United States factories and under tight controls, Snap-on has built up valuable equity and fashioned a case study in successful brand management.

### **Note**

**amalgam** - mixture

**replete** - full

**serendipity** - good luck

**rust-belt** - term for several Midwestern states (among them Illinois, Indiana, and Ohio) that experienced overall declines in productivity in the 1970s

**ubiquitous** - always present

**tenets** - principles

24. Read the sentence from paragraph 5 below.

***But Snap-on traces its good fortune to three other key ingredients: an unwavering commitment to high quality, premium-priced products for a large but clearly defined marketplace; an unusual credit system that gives its customers access to those products; and a well-oiled delivery system, employing an army of franchise dealers, that take the product right to the customers door.***

What is the **MAIN** purpose of the colon as it is used in this sentence?

- To join two independent clauses
- To begin a quotation
- To introduce a series of examples
- To indicate a pause

25. In paragraph 5, what does the author **MOST** likely mean by saying that Snap-on employs ***an army of franchise dealers***?

- A large number of Snap-on dealers directly deliver goods.
- Snap-on dealers fight among themselves for a single sale.
- Becoming a Snap-on dealer is a challenge for people.
- Snap-on dealers tend to be very patriotic.

26. In paragraph 5, what does the phrase ***well-oiled delivery system*** suggest about Snap-on?

- Its salespeople sell a lot of automotive oil.
- Its delivery trucks have been well maintained.
- Its franchise dealers never complain about their work.
- Its distribution process runs smoothly and without complication.

27. Which word **BEST** describes the content of this article?

- Biographical
- Narrative
- Argumentative
- Informative

28. According to the article, what is one reason that Snap-on can charge higher prices for its tools?

- Customers enjoy visiting with the Snap-on dealers regularly.
- Snap-on tools cost less to manufacture.
- Customers save time because they do not leave their garages.
- Snap-on is a well-managed company that is over seventy years old.

**29.** According to the article, which of the following is **NOT** a key element of Snap-on's success?

- Easy access
- Available credit
- Quality tools
- Large stores

**30.** According to the article, which of the following characteristics of Snap-on is **MOST** likely responsible for it's success?

- Snap-on provides a personalised service that helps build customer loyalty.
- Snap-on salespeople are more knowledgeable than other salespeople.
- Snap-on manufactures products that are superior to those of the competition.
- Snap-on tools are less expensive than other tools.

**31.** Correct the sentence on the line provided using the right punctuation (capital letters and punctuation marks).

how long is it until lunch time asked polly

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