

PART ONE

Questions 1–12

- You will hear Jack Lester, founder of Hinde Instruments Corporation, a telescope manufacturer, giving a talk about the development of his company.
- As you listen, for questions 1–12, complete the notes using up to three words or a number.
- After you have listened once, replay the recording.

HINDE INSTRUMENTS CORPORATION

- 1 Hinde Instruments' are in California.
- 2 Hinde Instruments faced the risk of in 1991.

Founding the company

- 3 Jack Lester worked for WAC as
- 4 At first, Hinde Instruments' telescopes were available through
- 5 The of Hinde Instruments' telescopes made them popular with amateur astronomers.

The problem years

- 6 In February 1991, Hinde Instruments faced demands for repayment of its
- 7 Amtex sold Hinde Instruments' entire of telescopes and its liabilities for \$1,000.

Progress being made

- 8 It took only to clear Hinde Instruments' debts.
- 9 Hinde Instruments talks to about its products.
- 10 The major strength of Hinde Instruments' is its advanced telescopes.
- 11 Hinde Instruments aims to use its to expand into new markets.
- 12 HNT Networks buys from Hinde Instruments.

LISTEN:

CHECK YOUR ANSWERS! :)