

## 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! :)**