

HR11 Part 7 單篇閱讀測驗難題解析字彙表

【研究商品化】

March 22

Mr. Lyndon Tucker, President  
Fremont Plastics  
1213 Industry Ave.  
Fremont, Ohio 42163

Dear Mr. Tucker,

In reference to your letter of March 3 regarding the stage of development of the new Durea-flex plastic compound we have been working on, we have now reached the point where we would like you to test the extrusion qualities for production application. If you feel that the material can be used in your production facilities, then we are willing to give you a two-year exclusive agreement for use of the material.

We will ship 100 lbs in five gal containers to your facility and would ask that you give us a detailed report on optimum temperature use, strength, flexibility, durability, and flow rates through your extrusion molds. We are open to all of your suggestions based on your 23 years of experience and as the leader in the field of high quality molded products.

Once the product quality meets your specifications, we can discuss price based on the volume of material you would use. It is our belief that this new material will revolutionize the plastic mold business and give you a competitive advantage over your competitors, cutting into their market share.

Looking forward to your reply.

Sincerely,

*Helmut Steinbrenner*

Helmut Steinbrenner  
President  
Innovative Plastics

✓ 核心字彙

- \*Compound n. 化合物  
– compound n. (特殊功能) 區域, 例:  
military compound: 軍區
- \*Quality n. 性質  
– quality control = QC 品管/ quality  
product (service) 高品質產品 (服務)
- \*Application n. 應用  
– apply to 應用於.../ apply for 應徵工  
作、申請學校/ app 讀音
- \*Material n. 材料
- \*Production facility 生產設施
- \*Exclusive 獨家的; 排外的  
– exclude v. 排除/ excluded /  
exclusion n.
- \*Container n. 容器  
– container ship 貨櫃船/ contain v.  
包含
- \*Optimum a. 理想的; 最佳的  
– optimal a./ optimism n. 樂觀/  
optimistic a. 樂觀的/ optimist n. 樂觀  
者/ pessimism n. 悲觀
- \*Flexibility n. 彈性  
– flexible a. 有彈性的/ flextime 彈性  
工時 = flexible schedule
- \*Durability n. 耐久度  
– durable a. 耐久的/ durable goods 耐  
久財
- \*Mold n. 模具
- \*Field n. 領域
- \*Specification n. 規格  
– specify v. 詳細說明
- \*Volume n. 量  
– volume n. 音量
- \*Revolutionize v. 革新  
– revolutionary a. 革命性的/  
revolution n. 革命

- \*Competitive advantage 競爭優勢  
– (competitive) edge 競爭優勢/  
competitive a. 有競爭力的/  
competitiveness n. 競爭力
- \*Cut into someone's market share 分  
食某人的市占率  
– niche market 利基市場; 小市場

✓ 參考字彙

- Extrusion n. 射出成形; 原意為「擠  
壓、突出物」
- Flow rate 流動速度

✓ 其他字彙

- Lb = 拉丁文 libra = pound
- Gal = gallon = 3.785 liters
- Regarding prep. 關於 = about

【醫學產品】

**FROM:** Panda Medical <jlopez@pandamedical.com>  
**TO:** NEO (Northeast Orthopaedic) <neo@windam.com>  
**SUBJECT:** Female knee replacement

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Dear Dr. Levy,

In regard to your enquiry about knee replacements specifically designed for women, our researchers have developed a design that takes into account three scientifically documented shape differences between women's and men's knees. This new joint replacement will remove residual pain in the front of the knee around the kneecap and will make movement feel as natural as a healthy knee. These are the two most common complaints we have heard from women who have received replacements.

Female patients who have benefited from our products over the past 10 years are in nearly all cases satisfied, but it has been our goal to consider the differences in male/female anatomy and make the replacement feel more natural.

Our company has received clearance from the federal government to start distributing GenderFlex to U.S. orthopaedic surgeons and hospitals. Our branded knee products have been implanted in more than one million patients worldwide, and we expect to make this new product available globally within six months.

As you may well know, two-thirds of the more than 400,000 annual knee-replacement patients are women. More women will want to have knee replacements once they know about this new product. Our sales representative will be in your area next week and would be most willing to provide a demonstration for your group at your convenience. Please contact Jerry Keenart, <jkeenart@pandamedical.com>.

Sincerely,

Jane Lopez, Customer Relations

✓ 核心字彙

- \*enquiry n. 詢問 = inquiry
- enquire v. = inquire
- \*take ... into account 將...列入考慮
- consider v./ take...into consideration
- \*complaint n. 抱怨；投訴；客訴
- to file a complaint 投訴
- \*patient n. 病患
- patient a. 有耐心的
- \*benefit v. 獲益
- benefit n. 好處；優點 ←→drawback n. 缺點
- \*anatomy n. 解剖學；生理結構
- Grey's Anatomy 影集 = 諧音 gross anatomy 大體解剖
- \*clearance n. 核准
- customs clearance 海關通關
- \*federal government 聯邦政府 = feds
- \*distribute v. 經銷
- distribution n. 物流；配銷/ distributor n. 物流業者
- \*branded a. 品牌的 = brand-name
- designer product 設計師品牌產品；名牌產品
- \*implant v. 植入。例：breast implant
- transplant n. 移植。例：heart transplant

✓ 補充字彙

- \*diagnosis n. 診斷
- be diagnosed of... 被診斷出有...
- \*pharmaceutical company 藥廠
- pharmaceuticals n. 藥學
- \*chronicle disease 慢性病
- \*contagious a. 具傳染性的
- \*epidemic n. 流行病
- endemic a. 流行病的
- \*antibiotics n. 抗生素

✓ 參考字彙

- \*knee replacement 更換膝關節
- \*orthopedic a. 整型外科的
- \*joint replacement 更換關節
- \*kneecap n. 膝蓋頭
- \*residual pain 餘痛
- \*orthopedic surgeon 整型外科醫師

✓ 其他字彙

- \*sales representative 業務員
- \*demonstration n. 示範

【訓練課程】

November 2

Dr. Conrado Calingasan  
Batangas Electric Energy Co.  
Calaca, Batangas, Philippines

Dear Dr. Calingasan,

I am writing to confirm the training schedule for the eight technical personnel to work at the new Batangas hydroelectric plant that we have now completed. Their arrival date is scheduled for November 10 in Tokyo. Six personnel will go through the three-week program offered by the Japan Technical Development Organization, a nonprofit organization funded by the Japanese government. The other two personnel will take training at the Wada Pump Company in Saitama prefecture just north of Tokyo.

Specialists in hydroelectric plant maintenance will teach the classes. Part of the training will include visits to two Japanese hydroelectric plants operated by Tokyo Electric Power where discussions will be conducted on crisis management, in addition to practical, hands-on drill routines which are conducted on a monthly basis at the plants. These drills are essential for developing a high alert response to unknown problems.

Wada Pump will provide an in-depth course on inspection techniques to detect part fatigue. This will require knowledge of sophisticated sensing equipment which has already been installed in the new plant. Pump repair will also be covered. Wada will send a technician to the plant at the end of January, one month after the beginning of operation, to evaluate the effectiveness of the training and provide follow-up.

As was specified in the initial contract, all training expenses are covered. Your only responsibility will be to provide for travel arrangements. We would ask that you advise the personnel to bring some warm clothes, as the weather begins to get cool at this time of year.

We look forward to this final phase of the project, and the start-up date of the new plant.

With best regards,

*Minoru Shinkawa*

Minoru Shinkawa  
Project Engineer  
Shoda Engineering Co.

✓ 核心字彙

- \*training schedule 訓練課表
- \*technical personnel 技術人員
  - personnel manager 人事經理/
  - personnel division 人事部門
- \*go through the program 完成訓練
- \*funded by...由...資助
  - fundraiser 募款會/ fund manager 基金管理人
- \*specialist n.專家=expert
- \*conduct v.主持；執行
- \*crisis management 危機處理；危機管理
- \*practical a.實用的
- \*hands-on 實作的
- \*drill routine 機械式訓練
- \*essential a.基本的
  - essence n.精華
- \*high alert response 高度警戒反應
- \*in-depth course 深度課程
- \*inspection technique 檢驗技巧
  - inspection n.看房子
- \*detect v.察覺
- \*sophisticated a.複雜的=complicated
- \*evaluate v.評估
- \*effectiveness n.效果
- \*follow-up 後續
- \*final phase 最後階段

✓ 參考字彙

- \*hydroelectric plant 水力發電廠
- \*prefecture n. (日本) 縣
- \*part fatigue 零件疲勞
- \*sensing equipment 感應設備
- \*pump repair 抽水機修理

✓ 其他字彙

- \*install v.安裝
  - installment n.分期付款
- \*initial contract 初期合約
- \*non-profit organization 非營利組織
- \*technician n.技術員

【家庭土木工程】

**DOUBLE R CUSTOM BUILDERS, INC.**

**New homes, porches, sheds, remodeling, barns, decks, outbuildings**

Contract to build two-car detached garage with unfurnished interior.

We propose to furnish material and labor — complete in accordance with specifications listed below. All material is guaranteed as specified. All work to be completed in a workmanlike manner according to standard practices and applicable building codes. Any alterations from the stated specifications will result in extra charges. Alterations can only be made under written signed orders from homeowner.

Thirty-eight thousand and four hundred dollars (\$38,400.00)

Payment to be made as follows:

To Start	\$10,000
Foundation	\$10,000
Structure Enclosed	\$10,000
Finish	\$ 8,400

25ft.x 25ft.concrete floor, 35ft. x 48in. concrete sidewalk from front of garage to back office door. One exterior door with leaded glass window. One 18ft.x 7ft. overhead garage door with electric opener and two hand-held controls, garage attic floor with six sheets of 1/2in.CDX plywood for storage. Pull down stairway to attic storage. Electrical service to garage. Exterior vinyl siding, aluminum overhang. Roofing to be 3 in 1 seal down Horizon shingles.

\_\_\_\_\_  
Angelica Pacillo

\_\_\_\_\_  
Double R Custom Builders

✓ 核心字彙

- \*porch n.門廊
- corridor n.迴廊/ hall n.走廊
- \*shed n.小屋；工具間
- \*remodel v.整修
- renovate v.整修/ renovation n.
- \*barn n.穀倉
- \*deck n.（木製）平台
- \*unfurnished a.無傢具的
- furnished a.有傢具的
- \*interior n.內部
- exterior n.外部
- \*specification n.規格
- \*material n.材料
- \*guarantee v.保證
- warranty n.保證（期限）/ expire n.到期/ expiration date 賞味期限
- \*specify v.說明
- \*standard practice 標準作業
- \*applicable a.適用的
- \*building code 建築法規
- \*alteration n.更改
- \*extra charge 額外收費
- \*signed order 親筆簽名的命令
- \*foundation n.地基
- \*concrete floor 混泥土版
- \*attic n.閣樓
- \*storage n.儲藏室
- \*estimate n.估價單

✓ 參考字彙

- \*outbuilding n.附屬建物
- \*detached garage（與主建物分離的）車庫
- \*lead a.含鉛的
- \*overhead garage door 上掀式車庫門
- \*hand-held control 手持遙控器
- \*plywood n.夾板；合板
- \*pull-down stairway 下拉式階梯
- \*vinyl siding 塑膠包覆
- \*aluminum overhang 鋁質突出部
- \*shingle n.屋瓦

✓ 其他字彙

- \*in accordance with 符合
- \*sheet n.一片