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[https://www.100test.com/kao\\_ti2020/632/2021\\_2022\\_\\_E6\\_9C\\_80\\_E6\\_96\\_B0\\_E5\\_AE\\_98\\_E7\\_c86\\_632970.htm](https://www.100test.com/kao_ti2020/632/2021_2022__E6_9C_80_E6_96_B0_E5_AE_98_E7_c86_632970.htm) 211The following appeared in a memo from the Principal of Sherwood Junior High School."It appears that the lighting in Sherwood High's classrooms, which have large windows but minimal overhead light sources, is impairing student academic performance and teacher morale. Records show that during December and January, the two months with the fewest hours of daylight, attendance rates fall, average daily class participation drops, and grades decline. Teacher resignations are also highest during these months. According to a study of Tundra Vocational School, which experiences entire seasons with little daylight, students' grade point averages increased when Day Glow light bulbs, which mimic sunlight, were installed in classrooms. This study suggests that Sherwood can improve students' academic performance and teachers' morale by using Day Glow light bulbs in winter."212The following appeared in a memo from the vice president of marketing at Dura-Sock, Inc."A recent study of Dura-Sock wearers suggests that our company is wasting the money it spends on its patented Endure manufacturing process, which ensures that our socks are strong enough to last for two years. Dura-Sock has always advertised its use of the Endure process, but the new study shows that the average Dura-Sock customer actually purchases new Dura-Socks every three months. Furthermore, Dura-Sock customers surveyed in our largest market, northeastern

United States cities, say that they most value Dura-Socks stylish appearance and availability in many colors. These findings suggest that Dura-Sock can increase its profits by discontinuing its use of the Endure manufacturing process."<sup>213</sup>The following proposal was raised at a meeting of the Franklin City Council."Franklin Airport, which is on a bay, is notorious for flight delays. The airport management wants to build new runways to increase capacity but can only do so by filling in 900 acres of the bay. The Bay Coalition organization objects that filling in the bay will disrupt tidal patterns and harm wildlife. But the airport says that if it is permitted to build its new runways, it will fund the restoration of 1,000 acres of wetlands in areas of the bay that have previously been damaged by industrialization. This plan should be adopted, for it is necessary to reduce the flight delays, and the wetlands restoration part of the plan ensures that the bays environment will actually be helped rather than hurt."<sup>214</sup>The following was published by a consumer protection agency."Three years ago, So-Low launched a nationwide ad campaign, focusing heavily on sunny regions and distributing free sunglasses there. But although So-Low sunglasses cost less than higher-priced brands, they block a smaller proportion of the Sun's rays, including the type of rays known to damage the eyes even when the person wearing the sunglasses feels no discomfort. A recent study suggests that So-Low sunglasses can actually increase the risk of damage to people's eyes by creating a false sense of security. The study shows a sharp increase in the incidence of vision problems in the sunny regions over the past three years. These findings suggest

that anyone concerned about eye damage from the Sun should avoid So-Low brand and instead either pay for higher-priced brands or wear no sunglasses at all."<sup>215</sup>A recently completed study shows that people dwelling in stairs-only apartment buildings (that is, buildings without elevators) live an average of three years longer than do people who live in buildings with both elevators and stairs. A second study shows that elderly residents of buildings with elevators make, on average, twice as many visits to doctors each year as do elderly residents of buildings without elevators. These findings suggest that even a very moderate amount of daily exercise, such as that required to use the stairs leading to and from ones apartment, can increase peoples health and longevity. The findings also suggest that new apartment buildings should be constructed with as few elevators as possible.<sup>216</sup>The following appeared in a clothing industry trade journal in the country of Sartoria."A popular fashion magazine recently conducted a survey of consumers opinions about clothing prices, using prepaid mailing envelopes. Eighty-nine percent of the approximately 20,000 respondents reported that they were either dissatisfied or very dissatisfied with current clothing prices. The large number of responses indicates that the Sartorian clothing industry is at risk. Given the survey results, clothing manufacturers must find a way to reduce prices in order to keep their existing customers and maintain their businesses."<sup>217</sup>The following appeared in a memo from Grocery Towns regional manager."The new Grocery Town store in Elm City, located near a new residential development, has a high-low pricing policy where average prices are relatively high, but

deep discounts are offered on some items in weekly specials. This store has been showing increased profits every month as the nearby residential development gets closer to full capacity. It follows that people prefer a pricing policy where they can find bargains on specific items. Since there is a new residential development planned in Oak City, we should change the pricing policy at all of our Oak City stores from our current everyday low prices policy to a high-low policy. This will increase the profits at all of our stores in Oak City."

218The following is a memo from the business manager of Valu-Mart stores."Over 70 percent of the respondents to a recent survey reported that they are required to take more work home with them from the workplace than they were in the past. Since Valu-Mart has not seen impressive sales in its office-supply departments in the past, we should take advantage of this work-at-home trend by increasing at all Valu-Mart stores the stock of home office machines such as printers, small copy machines, paper shredders, and fax machines. We will also increase stock of office supplies such as paper, pens, and staplers. With these changes, our office-supply departments will become the most profitable component of our stores."

219The following appeared in a newsletter from a national astronomy association."Various sources are predicting higher-than-average temperatures across the country next winter, including in Sun City, the traditional location of our yearly winter conference. Higher winter temperatures are sure to result in higher-than-usual tourism in Sun City, a location already known for its attractive beaches and good weather. Hotels will have fewer rooms

available, transportation will be more difficult to reserve, and public places such as parks and restaurants will be more crowded. These conditions are likely to significantly reduce attendance at the conference. We should therefore move our conference to a city less popular with winter tourists."220The following is a letter to the editor of the Waymarsh Times."Traffic problems here in Waymarsh are obviously reaching record levels. While just three months ago it would take me 15 minutes to get to work, it now takes closer to 25. Waymarsh should follow the example of our neighboring city Gearsville. Last year, Gearsville implemented a policy that rewards people who share rides to work with coupons for free gas. Pollution levels in Gearsville have 0dropped since the policy was implemented, and several friends who live in Gearsville tell me that their trip to work is quicker than it used to be. With the terrible traffic and high pollution in Waymarsh, we must implement a policy similar to Gearsvilles." 100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)