

Write your name here

Surname

Other names

**Edexcel**  
**Functional Skills**

Centre Number

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Candidate Number

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**English**

**Level 1**

**Component 2: Reading**

18 – 22 July 2011

**Time: 45 minutes**

Paper Reference

**E102/01**

**You may use a dictionary.**  
**You do not need to write in sentences.**

Total Marks

### Instructions

- Use **black** ink or ball-point pen.
- **Fill in the boxes** at the top of this page with your name, centre number and candidate number.
- Answer **all** questions.
- Answer the questions in the spaces provided  
– *there may be more space than you need.*
- Dictionaries may be used.

### Information

- The total mark for this paper is 20.
- The marks for **each** question are shown in brackets  
– *use this as a guide as to how much time to spend on each question.*

### Advice

- Read each question carefully before you start to answer it.
- Keep an eye on the time.
- Try to answer every question.
- Check your answers if you have time at the end.

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P 3 9 4 5 6 A 0 1 1 2

Turn over ►

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## SECTION A

Read Text A and answer questions 1 – 7.

### Text A

You have been clearing out some of your possessions at home. A friend suggests you try selling them at a car boot sale and gives you this leaflet.

### BIGGEST AND BEST CAR BOOT SALE

Marchbank Farm, Estrick ES5 E55

Amy and Martin would like to welcome you to their very popular  
**Marchbank Car Boot Sale.**

Open every Sunday throughout the year, from 6.00am for Sellers and from 7.00am for Buyers.

Entrance fee: £1 per car and £3 per van

Whether you are interested in buying, selling or just looking, come along.

You can visit our farm shop and enjoy home-made food in our family café (children's menu available).

More details of what you can do while at Marchbank Farm below.

Hope to see you soon!

#### INFORMATION FOR SELLERS:

##### UNDERCOVER PITCHES

£15 + entrance fee.

The undercover section has power so you can demonstrate electrical items working.

For undercover **you must** be set up by 6.45am at the latest.

It is advisable to pre-book for undercover pitches to make sure you secure a place.

##### OUTDOOR PITCHES

£8 + entrance fee.

No booking necessary, just turn up.

Payment by **cash only** on the day for **all** pitches.

For pre-booking undercover pitches,  
credit cards accepted.

Tables can be hired at £1 each.

##### WHAT CAN YOU SELL?

You can sell almost anything: furniture, second-hand clothes, electrical equipment, toys, books, and much more besides.

Please note: selling animals is not permitted!

To book undercover pitches contact us on 07814456882  
or email [marchbank@marchbankfarm.com](mailto:marchbank@marchbankfarm.com)

#### More things to do here at Marchbank Farm

- enjoy a tractor ride
- take part in our organised tours (all children under 10 must be accompanied by an adult)
- feed the chickens
- visit our new play barn for kids (must be over 5 years old)



Answer questions 1 to 3 with a cross in the box  you think is correct. If you change your mind about an answer, put a line through the box  and then mark your new answer with a cross .

1 The **main** purpose of this leaflet is to:

- A promote the Marchbank Farm Shop
- B promote bargains at the Marchbank Car Boot Sale
- C advertise the Marchbank Car Boot Sale
- D advertise homemade food at the Marchbank Café

(Total for Question 1 = 1 mark)

2 The car boot sale facilities at Marchbank Farm include:

- A an area to wash your car
- B outdoor and undercover pitches
- C a power supply to all pitches
- D free entry for all vehicles

(Total for Question 2 = 1 mark)

3 Which **one** of these statements about the Marchbank Car Boot Sale is true?

- A It is only held in the summer months.
- B It is open to buyers at 6am.
- C It always accepts credit card payments.
- D It rents tables for £1 each.

(Total for Question 3 = 1 mark)



4 According to Text A name **one** thing that **cannot** be sold at the Marchbank Car Boot Sale.

.....

(Total for Question 4 = 1 mark)

5 List **two** features of Text A that help to present information.

You do **not** need to write in sentences.

1 .....

.....

2 .....

.....

(Total for Question 5 = 2 marks)

6 Your friend wants to hire an undercover pitch.

Using the information in Text A, give **two** things they should know about hiring an undercover pitch.

You do **not** need to write in sentences.

1 .....

.....

2 .....

.....

(Total for Question 6 = 2 marks)



7 Your friends would like to visit a car boot sale but are worried that their children would be bored.

Using Text A, give **two** reasons why Marchbank Farm would be a good choice.

You do **not** need to write in sentences.

1 .....

2 .....

**(Total for Question 7 = 2 marks)**

**TOTAL FOR SECTION A = 10 MARKS**



## SECTION B

Read Text B and answer questions 8 – 13.

### Text B

You are thinking about hiring a pitch at a car boot sale. You find this article in a magazine.

## Car boot sale

Thousands of car boot sales take place across Britain every weekend as people sell their unwanted goods for extra cash.

Emma King, who runs a weekly car boot sale on her farm believes, "The credit

crunch means people are obviously

feeling less well off and people are looking for a bargain. Also people are more conscious of recycling and are less willing to just throw things away."



### Top Tips for sellers

Julie Evans, 47, a seller for over 20 years, has some practical advice for new sellers. "Find out the weather forecast a few days ahead and pack a picnic." She goes on to add: "Be willing to listen to reasonable offers for items but don't be bullied into giving things away for next to nothing."

She also gives advice on how to display items at the car boot sale. "If you have small items such as jewellery, display them where buyers can easily see them. Bigger items, such as pots and pans, can be placed on a table as long as the display is tidy. You can also use boxes for books and DVDs. It helps to have carrier bags for your buyers."

Julie makes it clear that price matters: "I always put individual labels on small things, such as toys, but I use a poster for the display on tables. With boxes of books, I simply write the price on the box."

Emma King's husband, Robin, advises against being too pushy. "Don't try the hard sell as soon as buyers pick up an item, it will only put them off. If they are interested they will approach you with any offers or questions. Also, make sure you have enough change for when they are ready to buy."

"And remember," he adds, "smile, be polite and thank the buyers, no matter how little they spend."

Whether or not car boot sales remain so popular depends on lots of things. One thing is for sure: people are no longer happy to simply put their unwanted goods in the dustbin. And the chance to make some extra money always appeals!



Answer question 8 with a cross in the box  you think is correct. If you change your mind about an answer, put a line through the box  and then mark your new answer with a cross .

8 What is the **main** purpose of this magazine article?

- A To encourage readers to recycle their unwanted goods.
- B To explain why car boot sales have become more popular.
- C To advise readers what to buy at a car boot sale.
- D To persuade readers to be polite to buyers at car boot sales.

(Total for Question 8 = 1 mark)

Answer question 9 with a cross in the two boxes  you think are correct. If you change your mind about an answer, put a line through the box  and then mark your new answer with a cross .

9 According to Text B, identify **two** ways to display items for sale.

- A Ensure items are at eye-level.
- B Make items visible.
- C Arrange items neatly.
- D Label all items.
- E Put items on shelves.
- F Wrap items carefully.

(Total for Question 9 = 2 marks)



**10** Identify **two** reasons given in Text B why car boot sales have become increasingly popular.

You do **not** need to write in sentences.

1 .....

2 .....

**(Total for Question 10 = 2 marks)**

**11** You are thinking of asking a friend to help you at a car boot sale.

Using Text B, list **two** things you might advise your friend to have on the day.

You do **not** need to write in sentences.

1 .....

2 .....

**(Total for Question 11 = 2 marks)**

**12** According to Text B, name **one** thing you should do **before** the day of your car boot sale.

.....

.....

**(Total for Question 12 = 1 mark)**





**13** Your friend wants to set up a pitch at a car boot sale and is unsure how to deal with the buyers.

Using the information in Text B, identify **two** pieces of advice that you could give your friend about how to deal with buyers.

You do **not** need to write in sentences.

1 .....

.....

2 .....

.....

**(Total for Question 13 = 2 marks)**

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**TOTAL FOR SECTION B = 10 MARKS**

**TOTAL FOR PAPER = 20 MARKS**



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