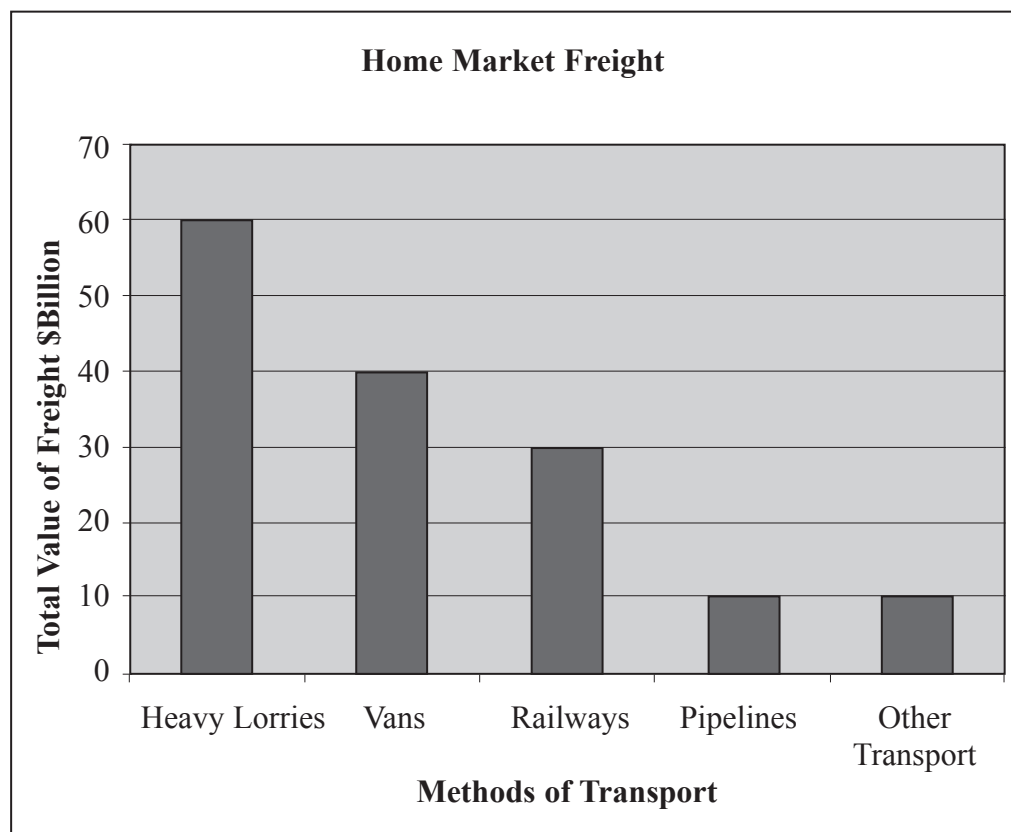




**Answer ALL questions**

1. The bar chart below shows the total value of freight moved by different methods of transport in a home market.



Study the bar chart, and use it to answer the questions that follow.

- (a) Which form of transport would a business use to move **each** of the following?

- (i) Offshore oil to the mainland.

..... (1)

- (ii) 400 tonnes of coal to a destination over 300 miles away.

..... (1)

- (iii) Iron girders to a customer under 100 miles away.

..... (1)

- (iv) Flowers to a customer living in the same town.

..... (1)



(b) (i) Calculate the total value of freight carried by railways and pipelines.

.....  
.....  
.....  
(2)

(ii) What percentage of the total value of freight is carried by heavy lorries?

.....  
.....  
.....  
(2)

(iii) Name **two other** forms of transport for use by passengers and/or freight not named on the bar chart.

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.....  
(2)

(c) (i) Analyse why the railways' share of the freight market is so low.

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.....  
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.....  
(4)

(ii) Suggest **two** ways of encouraging the greater use of railways by passengers and/or freight.

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.....  
(2)



(d) YTR Ltd is a transport company that carries electrical goods in the home market and in the international market.

(i) Why does YTR Ltd use delivery notes?

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.....  
.....

(3)

(ii) Discuss **one** benefit to YTR Ltd of owning its own vehicles.

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.....  
.....  
.....

(3)

(e) State **three** advantages of using air freight to carry electrical goods.

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.....  
.....  
.....  
.....

(3)



Leave  
blank

(f) One or two employees are stealing electrical goods from YTR Ltd.

(i) Name the **type of insurance** the business should have to help protect itself against this risk.

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(1)

(ii) Describe the procedure for taking out such insurance cover.

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(4)

**(Total 30 marks)**

Q1



2. The picture below shows a local convenience retail store that has changed the layout to self-service. The store owner obtains goods from local wholesalers and a cash-and-carry warehouse.



- (a) (i) Name the branch of production under which retailing is classified.

..... (1)

- (ii) Define 'self-service'.

.....  
.....  
..... (2)

- (iii) State **two** advantages to the consumer of using self-service when shopping.

.....  
.....  
..... (2)



(iv) Why do so many retailers prefer to use self-service?

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(4)

(b) Hypermarkets, department stores and market stall holders are three other types of retailing.

(i) Compare market stall holders and local retail stores as types of retailing.

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(4)

(ii) Explain **one** way, apart from the use of self-service, in which hypermarkets differ from department stores as types of retailing.

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(3)



(c) State **three** services a wholesaler might offer to a retailer.

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(3)

(d) How is a cash-and-carry warehouse organised?

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(3)

(e) Give **three** reasons why some retailers no longer deal with wholesalers.

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(3)

(Total 25 marks)

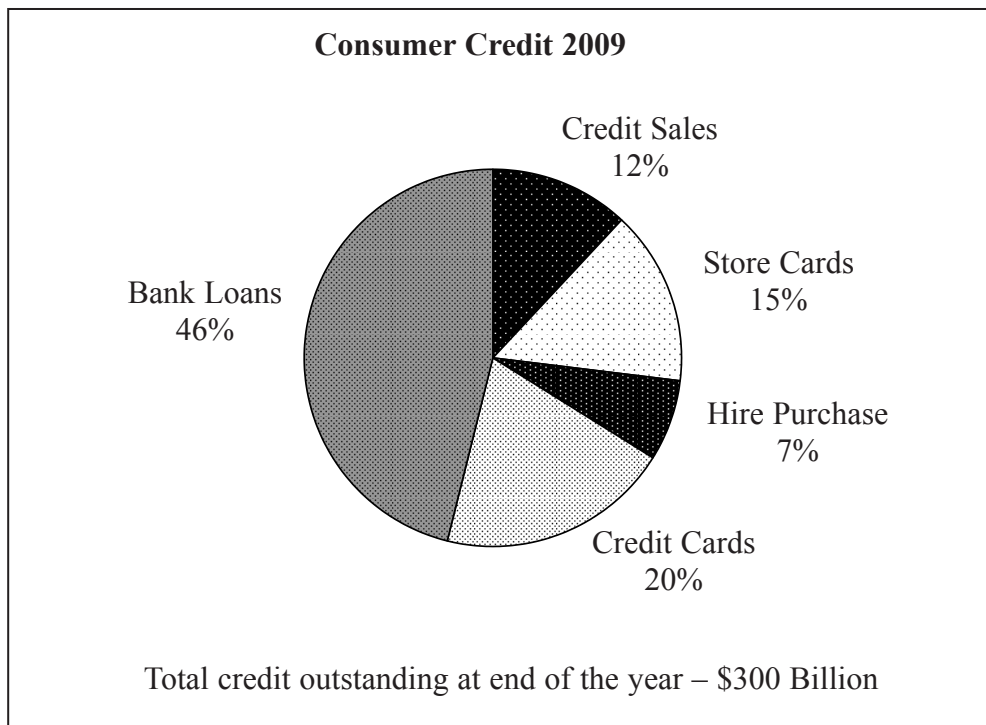
Q2

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3. The following pie chart shows some types of credit used by consumers in shops in 2009.



(a) (i) Calculate the percentage of total credit taken by consumers using credit sales and hire purchase in 2009.

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.....

**(2)**

(ii) Calculate the amount owed at the end of 2009 by consumers using store cards.

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**(2)**



(b) State **two** advantages and **two** disadvantages to the consumer of using credit cards to purchase goods in a shopping centre.

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**(4)**

(c) Suggest, giving reasons for your choice, a suitable method of credit in the following circumstances:

(i) A yacht costing \$120 000.

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.....

**(3)**

(ii) New furniture, including a television, costing \$7 000.

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**(3)**



(d) A television bought two weeks ago is faulty and does not work.

Identify the actions that the consumer should take in this situation.

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(4)

(e) Discuss why the use of credit for the buying of goods and services continues to increase.

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(7)

(Total 25 marks)

**TOTAL FOR PAPER: 80 MARKS**

**END**

**Q3**



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