

## A

1

1. during
2. elbow
3. hurry
4. involve
5. meantime
6. remind

2

1. products
2. nudged
3. interrupted
4. introduced
5. reasons
6. shorter

3

1. bald
2. boss
3. eleven
4. kindergarten
5. information
6. businesslike

4

1. stage
2. spotlight
3. paused
4. judge
5. deciding

## B

## Deals

Grandmother Esther had just given two reasons why the manufacturers would try to make deals with inventors before noon. The first reason was that the inventors would be very busy at their displays during the afternoon. The second reason was that it would take time for the inventor and the manufacturer to make a deal.

Just as she finished telling Leonard about what would happen, Leonard noticed that the slim woman in the gray coat was walking toward Leonard's display. She was with a man who was shorter than she was. They stopped at the display next to Leonard's and smiled as they looked at it.

Grandmother Esther whispered, "Leonard, they're going to try to

make a deal with us. Let me do all the talking."

🌸 The man and woman approached Leonard's display. They stopped. They didn't smile. They just stood there. "Hello," Leonard said at last.

The woman said, "Do you have a patent on this device?"

"Yes," Leonard replied.

The woman said nothing for a few moments. Then she said, "I'm with ABC Home Products." The woman continued, "I don't think many people would be interested in an invention like yours. But I may be able to talk my boss into working out a deal. But that deal must not involve a lot of money."

Grandmother Esther pointed to the large clock in the center of the hall. "It's already after eleven

o'clock," she announced loudly. "This afternoon we're 🌸 going to be very busy. This evening we're going to win first prize and there will be many manufacturers who are interested in this invention. If you want to make a deal, you'd better start talking about a lot of money and you'd better start right now."

The woman's eyes opened wide. For a moment she didn't seem to know what to say. Then she turned to the man who was with her. He said, "ABC Home Products is a good company to be with. We have a very good name and very good products. That should be important to any inventor."

"We're in no hurry to make a deal," Grandmother Esther said. Then she said, "In fact, I would just as soon wait until after the prizes are announced this evening."

"But what if you don't win first prize?" the man said. "There are some very exciting 🌟 inventions at this fair. I've looked at ten inventions that could take first prize."

"Well, that's fine," Grandmother Esther said. "You just go and make a deal for one of those inventions. But if you want to talk to us, you can always wait until after we win first prize."

The woman in the gray coat nudged the man with her elbow. The man said, "We're going over to talk

to the man we work for. Maybe we'll be back in a few minutes."

The man and woman left. Leonard watched them. They walked very fast toward the C aisle, where another man was standing. In the meantime, three men who had been standing at the head of the F aisle approached Leonard's display. A tall bald man walked up and introduced himself and the two men who were with him. Then he smiled and said, "It's just a shame that our company can't buy your device. I think it's very clever. But we've got too many inventions already. That's a real shame."

One of the other men said to the tall bald man, "Do you think that we might be able to take this invention if we didn't have to pay very much for it?"

The bald man said, "Well, I don't know. I just hadn't thought of that."

The third man said, "I'll bet that we could probably talk our boss into taking it if we didn't have to pay more than a few hundred dollars for it."

The bald man said, "That's an idea I hadn't thought of. Maybe you're right. Maybe we could do that."

Grandmother Esther said, "Who do you think we are, a couple of kindergarten children? You're not going to steal this invention. You're going to tell us the name of the company you're with. You're going to