

MNB1501

(481163)

May/June 2016

BUSINESS MANAGEMENT IA

Duration 2 Hours

70 Marks

EXAMINERS

FIRST

MS N DE METZ

SECOND

MS N DA SILVA-ESCLANA

Closed book examination

This examination question paper remains the property of the University of South Africa and may not be removed from the examination venue

This paper consists of 21 pages including 4 sheets of rough work paper (pages 17-21) plus instructions for the completion of one mark reading sheet

This examination paper remains the property of the University of South Africa and may not be removed from the examination room

Please complete the attendance register on the back page, tear off and hand to the invigilator

**Each question counts one mark.
Complete the mark reading sheet that is provided and also circle your answer on the examination paper.**

THE BUSINESS WORLD AND BUSINESS MANAGEMENT

- 1 The fundamental **economic problem** society is confronted with involves _____
- 1 ensuring that it gets what it wants
 - 2 choosing how it will use its scarce resources to the maximum effect in order to satisfy its needs
 - 3 ensuring the lowest possible satisfaction of needs with these scarce resources
 - 4 making as much profit as possible regardless of the needs of society

Read the case study below and answer questions 2 and 3.

South African Breweries (SAB) is the South African subsidiary of SABMiller. SAB is the second largest listed company on the Johannesburg Stock Exchange and one of South Africa's largest manufacturing firms

- 2 The machinery used at SAB to produce beer is known as a/an _____
resource
- 1 capital
 - 2 human
 - 3 entrepreneurship
 - 4 natural
- 3 Part of SAB's focus on sustainable development is to brew more beer with less water. Which one of the following statements regarding this **natural resource (water)** is correct?
- 1 The supply of this resource can easily be increased
 - 2 Human effort is required to transform the resource into a need-satisfying product
 - 3 The availability of the resource is determined by the proportion of women in the labour force and the retirement age
 - 4 It takes a number of years to build up stock of this resource
- 4 The _____ function concerns all those activities that mobilise the resources (such as raw material, capital and human resources) of a business organisation to create the finished products and services that can be distributed to meet the needs of its customers
- 1 operations
 - 2 purchasing and supply
 - 3 marketing
 - 4 financial

- 5 Which of the following two economic systems involve **freedom of choice**?
- 1 Socialism and command economy
 - 2 Market economy and command economy
 - 3 Market economy and socialism
 - 4 Communism and market economy
- 6 Which **one** of the following statements about a **free-market economy** is correct?
- 1 In a free market economy the state controls the most important industries and resources
 - 2 The state plays no role in a free-market economy
 - 3 Profit and reward according to individual ability represents the main driving force in a free-market economy
 - 4 In a free-market economy workers have a limited right to strike
- 7 Emily recently purchased a new Ford Figo motor vehicle. She had to ensure that her vehicle is adequately insured and decided to look at First for Women insurance. Insurance satisfies the _____ needs according to **Maslow's hierarchy of needs**
- 1 self-realisation
 - 2 esteem
 - 3 physiological
 - 4 security

ENTREPRENEURSHIP

Read the case study below and answer questions 8 and 9

In January 2005 MXit was launched as a subscription service, which Heunis (its founder) knew would not work, but decided to try anyway. By the end of April 2005 MXit had only 40 subscribers. At the end of May 2005 it was relaunched as a free service and the user numbers started skyrocketing. MXit was the first to have hyperlinks within text, first to sell virtual goods and develop an economy via advertising. They also had to develop their own software.

- 8 Which **step in the entrepreneurial process** did Heunis have to do once he had conducted a feasibility study?
- 1 Compile a business plan
 - 2 Launch strategy
 - 3 Resource strategy
 - 4 Implementation

- 9 From the above scenario it is evident that Herman Heunis is attracted to jobs that challenge his skills and problem-solving abilities. At the same time he is ambitious and competitive illustrating a repeated effort to accomplish something that is difficult. Which **entrepreneurial trait** is described here?
- 1 An internal locus of control
 - 2 Innovation and creativity
 - 3 Risk-taking
 - 4 Achievement motivation
- 10 The ability to consider what the future might offer, how this impacts on the business, and what needs to be done now to prepare for it is called _____ skills
- 1 strategy
 - 2 marketing
 - 3 planning
 - 4 project management
- 11 You own a **small and medium-sized enterprise (SME)** in your area. Which one of the following characteristics is true for your enterprise?
- 1 Your enterprise has fewer than 100 employees
 - 2 Your capital assets are less than R10 million
 - 3 Your annual turnover is less than R64 million
 - 4 There is indirect managerial involvement by the owners
- 12 Andy, a would-be entrepreneur, has identified an opportunity to open a sports bar in his town. Andy should now conduct a _____ in order to determine whether or not this opportunity can be turned into a successful business venture
- 1 feasibility study
 - 2 SWOT analysis
 - 3 business analysis
 - 4 forecasting proposal
- 13 Which one of the following statements is correct with regard to **corporate entrepreneurship**?
- 1 The entrepreneur is afforded the opportunity to start a business that has been proven in the marketplace
 - 2 This happens when a person or team develops a new corporate business within a business through identifying a new business idea
 - 3 This form of business comes with an already established customer base, experienced employees, and the immediate availability of equipment and inventory
 - 4 Individuals involved do not have the freedom to experiment, operate and market their businesses based on their own vision of how things should be done

ESTABLISHING A BUSINESS

- 14 The _____ **plan** shows who will be the business's customers and what type of competition the business will face
- 1 marketing
 - 2 management
 - 3 operating
 - 4 financial

Read the case study below and answer questions 15 to 17.

Edgars Stores Limited was listed on the JSE in 1946, just after the end of the Second World War. The directors were then Sydney Press, Hubert Press, Eli Roos and Alan Leon. In 1999 the name changed to Edgars Consolidated Stores Limited, trading on the JSE as Edcon. In 2007 Bain Capital bought the Edcon group for R25 billion and de-listed it.

- 15 Edgars is part of Edcon's (Edgars Consolidated Stores Ltd) Departmental Store Division. The "Ltd" in the name signifies that Edcon is a company. The "**Ltd**" also signifies that _____
- 1 shares are freely transferable
 - 2 share transfers are subject to approval of the board
 - 3 Edcon has one director only
 - 4 Edcon was registered with a founding statement
- 16 Edgars Consolidated Stores Ltd must have at least _____ directors
- 1 one
 - 2 two
 - 3 three
 - 4 four
- 17 When Edcon was initially registered, which of the following **documentation** had to be submitted?
- a Memorandum of Incorporation
 - b Notice of Incorporation
 - c Memorandum of Agreement
 - d Notice of Listing
- 1 a b c
 - 2 a d
 - 3 a b
 - 4 a b c d

- 18 The bank informs Lizzy that unless she has a stable equity base of her own, it cannot grant her the loan she requires to start Book&Beyond. To which one of the **four Cs** is referred here?
- 1 Capital
 - 2 Collateral
 - 3 Character
 - 4 Conditions
- 19 Besides Lizzy, who is an experienced writer, the management team of Book&Beyond would include Zuri, an editor of a large newspaper, and Jacobus, a typesetter. In which section of the **business plan** will the team be discussed?
- 1 The executive summary
 - 2 General company overview
 - 3 Marketing plan
 - 4 Management plan
- 20 Which one of the following is an **advantage** of a company?
- 1 A company has minimal legal formalities and regulations
 - 2 Management of a company is relatively simple
 - 3 Members of a company have limited liability
 - 4 It is easy to discontinue a company

THE BUSINESS ENVIRONMENT

Read the case study below and answer question 21.

Since its inception, the commercial airline business with its full-service model has struggled to survive and grow in the dynamic business environment in which it operates. Some of the biggest problems have been changing aircraft technology, a rapid increase in capital outlay to obtain top-of-the-range aircraft and the changing priorities of governments all of which have repeatedly forced commercial airlines to adapt to a dynamic business environment where politics play an important role.

- 21 The changing aircraft technology is a variable in the _____ **environment**
- 1 macro
 - 2 micro
 - 3 task
 - 4 market

- 22 Governmental and political involvement are components of the _____ environment which is part of the _____ environment
- 1 economic/macro
 - 2 institutional/macro
 - 3 international/market
 - 4 social/market
- 23 Which one of the following is part of the **task environment** of a small fuel company in South Africa?
- 1 The development of a new synthetic fuel by Sasol
 - 2 The allocation of state funds for multinational corporations
 - 3 The company's decision to reduce its inventory levels
 - 4 The privatisation of Iscor which manufactures steel products
- 24 In the second half of 2008, South Africa's economy began to slow down due to decreased demand and commodity prices. The decreased demand and commodity prices are variables in the _____ **environment**
- 1 micro-
 - 2 market
 - 3 macro-
 - 4 target
- 25 Europcar has established itself as one of South Africa's leading global car rental companies. Within the consumer market, Europcar rental is an example of a _____
- 1 semi-durable product
 - 2 service
 - 3 durable product
 - 4 core product
- 26 You own a medium-sized business and you decide to conduct **environment scanning** by updating relevant secondary or published information which you obtain from the organisation's own database. Which form of **elementary scanning** are you involved in?
- 1 Scanning at the most advanced level
 - 2 Scanning at intermediate level
 - 3 Scanning at an external level
 - 4 Scanning in the most elementary form

- 27 Eskom particularly struggles to combine its resources, people and processes in specific ways to ensure that the country-wide power supply does not collapse. Of which one of the following **resources** of Eskom is this an example?
- 1 Tangible resources
 - 2 Organisational capabilities
 - 3 Human resources
 - 4 Intangible resources

CORPORATE SOCIAL RESPONSIBILITY

- 28 The _____ is at the heart of good corporate social responsibility and guides stakeholders to determine what they want from the company and what they consider to be the issues and culture of the company
- 1 triple bottom line
 - 2 stakeholder engagement process
 - 3 global reporting initiative
 - 4 King III report

Read through the case study below and answer questions 29 and 30.

South African Breweries' (SAB) ethical conduct is based on the King III report. The King III report expounds the primary principles of good corporate governance. The company has long played a role as one of South Africa's most socially progressive and innovative enterprises.

- 29 If SAB's corporate social responsibility policy is aligned to the company's policy, vision and mission, it is using _____
- 1 a values-based system
 - 2 a stakeholder-engagement process
 - 3 a combination of options 1 and 2
 - 4 None of the above
- 30 Which one of the following would NOT form part of SAB's **triple bottom line**?
- 1 Profitability
 - 2 Environmental awareness
 - 3 Social justice
 - 4 Organisational culture

31 During the _____ step of the **stakeholder engagement process**, the engagement plan is co-developed. How, when and whether engagement is possible is also determined during this step

- 1 ~~preparation~~
- 2 ~~planning~~
- 3 design
- 4 engagement

32 Which **level of engagement** will involve approaches such as focus groups and surveys?

- 1 ~~Monitor~~
- 2 ~~Inform~~
- 3 Transact
- 4 Consult

33 Which one of the following statements is **NOT** true regarding **corporate governance**?

- 1 Corporate governance is essentially about good leadership
- 2 Corporate governance is the system by which companies are managed and controlled
- 3 It refers to the relationship between those who are governed and those who govern
- 4 It refers to a company's contribution to society through its core business activities

INTRODUCTION TO GENERAL MANAGEMENT

34 **Management** is defined as _____

- 1 the ability to lead the company profitably
- 2 the process followed by managers to accomplish a business's goals and objectives
- 3 a dispensable component of the successful functioning of a business
- 4 the process of influencing employees to work willingly towards the achievement of organisational objectives

35 Jimmy has just completed his degree in Business Management at Unisa and has opened a new photography shop that sells cameras and equipment, develops photos and gives classes on the art of photography. When Jimmy deals with clients, he requires _____ skills and when he is busy developing photos he requires _____ skills

- 1 interpersonal, technical
- 2 conceptual, informational
- 3 interpersonal, conceptual
- 4 informational, technical

- 36 The cell phone towers and base stations Vodacom uses is a/n _____ **resource**.
- 1 human
 - 2 financial
 - 3 physical
 - 4 information

Read through the case study below and answer questions 37 and 38.

Jurgen Schreiber, a German national, who has 20 years' international experience in the retail industry is Edcon's CEO. Edcon has also invested millions in social responsibility projects such as the SOS children's villages, the Jet Community awards, the Readathon and also supports the Breast Cancer awareness campaigns

- 37 As CEO of Edcon Jurgen Schreiber needs to fulfil an **interpersonal role**. This role constitutes which of the following **activities**?
- 1 Entrepreneur, leader and spokesman
 - 2 Representative figure, leader and maintaining good relations
 - 3 Monitors, leader and representative figure
 - 4 Entrepreneur, trouble-shooter and negotiator
- 38 When Jurgen Schreiber attends functions such as the Jet Community awards, he needs to act as the _____ of the company which is linked to the _____ role of managers
- 1 spokesman, decision-making
 - 2 leader, information
 - 3 entrepreneur, decision-making
 - 4 representative figure, interpersonal
- 39 Tumelo is a line manager at Transnet and is responsible to train and motivate newly appointed employees to achieve their goals. This is an example of Tumelo's _____ **role** as a manager
- 1 monitoring
 - 2 leading
 - 3 representative
 - 4 negotiating
- 40 It is also expected of Tumelo to attend company dinners and meet with visitors. This is an example of Tumelo's _____ **role** as a manager
- 1 monitoring
 - 2 leading
 - 3 representative
 - 4 negotiating

[TURN OVER]
UNISA

- 41 The _____ **approach to management** views the organisation as a group of interrelated parts with a single purpose, where the actions of one part influence the other parts
- 1 contingency
 - 2 scientific
 - 3 quantitative
 - 4 systems

PLANNING

Read the case study below and answer questions 42 and 43.

South African Breweries (SAB) was established in 1895 as Castle Breweries and has a long and colourful history. In 2006, SABMiller introduced a new apple ale, Santa, and also expanded its range of Brutal Fruit variants. Other innovations included a new BonAqua water range, a lifestyle range, sparkling water and bottles featuring sports nozzles.

- 42 Which one of the following is **not** a variable that sets the parameters SAB needs to take into consideration for organisational planning?
- 1 SAB's purpose
 - 2 The environment
 - 3 The values of managers
 - 4 SAB's location
- 43 If SAB should purchase a barley farm in the Free State, it would follow a _____ **corporate strategy**.
- 1 market development
 - 2 joint-venture
 - 3 turnaround
 - 4 vertical integration
- 44 Kulula.com has taken the decision to expand its product offering to include low-cost vehicle hire. The company plans to roll out this new product offering within the next five years. This is an example of a/an _____ **goal**.
- 1 operational
 - 2 strategic
 - 3 functional
 - 4 tactical

- 45 A/n _____ **strategy** is used when an organisation chooses to take over other firms and so enter into new activities
- 1 joint-venture
 - 2 diversification
 - 3 innovation
 - 4 concentration-growth
- 46 There are various techniques that can be used to set goals. One of the most popular techniques is management-by-objectives (MBO). Which one of the following will occur first during the **MBO process**?
- 1 The establishment of mutually agreed checkpoints
 - 2 The formulation of job descriptions
 - 3 The measurement of performance standards
 - 4 The correction of deviations
- 47 The sequential steps in the **planning process** are
- 1 developing plans, goal-setting, feedback
 - 2 goal-setting, mission statement, implementation
 - 3 mission statement, developing plans, feedback
 - 4 goal-setting, developing plans, implementation

ORGANISING

- 48 A manager's **span of management** is determined by _____
- 1 the number of subordinates who report directly to him
 - 2 the number of subordinates at lower levels
 - 3 the number of subordinates on the same level
 - 4 the size of the enterprise

Read the scenario below and answer questions 49 and 50.

A basic matrix-like structure was put in place at Nike, which combines functional and product departmentalisation. Nike's current organisational structure still resembles the matrix structure in which multiple responsibilities and reporting lines for each unit are evident.

- 49 One of the major disadvantages of using such a structure is divided authority, as often two managers will have authority over the same subordinates. According to this scenario, Nike is encountering issues with its _____
- 1 unity of command
 - 2 chain of command
 - 3 span of control
 - 4 scalar principle

- 50 Nike's Vice-President of Operations, Mr Alebeek, would have _____ authority over his operations team
- 1 staff
 - 2 line
 - 3 informal
 - 4 decentralised
- 51 Which one of the following statements about the **factors that influence organisational structure** is correct?
- 1 Organisations in stable environments are more differentiated in structure
 - 2 Strategy follows structure
 - 3 Technologically complex firms tend to have more levels of management
 - 4 When detailed procedures are in place, less bureaucratic management is needed
- 52 Zandile forms part of the production team at Prism Antennas. On Mondays and Tuesdays she works on the motherboard assembly, on Wednesdays and Thursdays she does quality control, and on Fridays she is responsible for final assembly. This is an example of job _____
- 1 design
 - 2 enrichment
 - 3 rotation
 - 4 enlargement
- 53 Increasing the number of tasks Zandile performs and the control she has over the job is known as job _____
- 1 design
 - 2 enrichment
 - 3 rotation
 - 4 enlargement
- 54 A company with a flat organisational structure has _____ management levels and _____ subordinates per manager
- 1 few, many
 - 2 few, few
 - 3 many, few
 - 4 many, many
- 55 Which **one** of the following statements concerning **organisational culture** is correct?
- 1 Organisational culture is seen as the attitude of the business
 - 2 Organisational culture comprises basic values only reflected in organisational behavioural patterns
 - 3 Business architecture also reflects organisational culture
 - 4 Culture will have no influence on organisational strategy

LEADING

- 56 **Social loafing** refers to _____
- 1 the tendency of individuals to put in less effort when working in a group
 - 2 a particular campaign that employees might embark on
 - 3 the way that a group will stand together as a unit
 - 4 employees from the same department who meet regularly to discuss ways of improving the quality of the work environment

Read the scenario below and answer questions 57 and 58.

"You can't be a good leader if you don't genuinely like people", which is how Sir Richard Branson defines a good leadership and management style

- 57 According to him, a good leader is self-confident and articulates the vision of the organisation. This is an example of Richard Branson's _____ **leadership**.
- 1 charismatic
 - 2 visionary
 - 3 transactional
 - 4 transformational
- 58 Branson notes that motivation and employee recognition go hand in hand. The motivation process starts with _____ and follows a particular sequence
- 1 the employee
 - 2 an unsatisfied need
 - 3 performance
 - 4 the employer
- 59 Melinda is one of the editors at *News*, a local newspaper. She is responsible for giving out assignments, and journalists tend to carry out her instructions meticulously in the hope of receiving the best news stories to cover. What type of **power** does Melinda have?
- 1 Reward power
 - 2 Legitimate power
 - 3 Referent power
 - 4 Expert power
- 60 **Group norms** can be described as the _____
- 1 way a group stands together as a unit rather than as individuals
 - 2 diversity of the group members
 - 3 standards shared by members of a group
 - 4 tendency of individuals to put in less effort when working in a group

- 61 To which one of the following **dimensions of trust** do a manager's reliability, predictability and good judgement in handling situations refer?
- 1 Openness
 - 2 Competence
 - 3 Integrity
 - 4 Consistency

- 62 When an employee is appointed to a certain managerial post, he/she will have been given _____ power This is a form of _____ power
- 1 expert, personal
 - 2 legitimate, positional
 - 3 coercive, positional
 - 4 referent, personal

CONTROL

- 63 Toyota is considered to be the pioneers of inventory management in the motor vehicle industry and its competitors are working hard to implement similar philosophies Which one of the following control systems would **NOT** be used by Toyota to control their inventory?
- 1 Economic-ordering quantity (EOQ)
 - 2 Materials-requirements planning (MRP)
 - 3 Just-in-time system (JIT)
 - 4 Cyclical-order system
- 64 From 2010 to 2014 Toyota was affected by various vehicle recalls These recalls most likely occurred due to a lack of control in which key area?
- 1 Physical resources
 - 2 Financial resources
 - 3 Information resources
 - 4 Human resources
- 65 The characteristics of an **effective control system** are _____
- 1 complexity and flexibility
 - 2 integration and flexibility
 - 3 creativity and integration
 - 4 creativity and complexity

- 66 Mum&Co manufacturers a large range of baby bottles. During their recent quality control inspection, it was discovered that some bottles could not handle warm milk and that they would crack. Which one of the following would Mum&Co have done during the **third step** of the **control process**?
- 1 Set standards
 - 2 Measure performance
 - 3 Evaluate deviations
 - 4 Rectify deviations
- 67 If Mum&Co decides to make use of the **control by exception principle** during step 2 of the control process what would this entail?
- 1 Only important disparities between real and planned achievements are reported to top management
 - 2 All disparities between real and planned achievements are reported to top management
 - 3 Reports are only given to top management after the process has been completed
 - 4 Top management are only involved in the control process in exceptional situations, such as worldwide recalls
- 68 The most **important advantage** of a **budget** is that
-
- 1 it ensures that staff get paid
 - 2 it ensures that employees are motivated to do their work
 - 3 it facilitates effective control by placing a money value on operations
 - 4 a budget is always flexible
- 69 Which one of the following statements about **Total Quality Management (TQM)** is true?
- 1 TQM emphasises how managers can continuously improve an organisation's work systems
 - 2 TQM means that quality is the responsibility of a specific department in the organisation
 - 3 TQM ensures that the correct funds are allocated per department
 - 4 TQM promotes individual performance in the organisation
- 70 Which one of the following **inventory control systems** would be the best to use if stock must be kept for indefinite periods?
- 1 The just-in-time (JIT) system
 - 2 The materials-requirements planning (MRP) system
 - 3 The economic-ordering quantity (EOQ) system
 - 4 The first-in-first-out (FIFO) system

ROUGH WORK

ROUGH WORK

ROUGH WORK

ROUGH WORK

ROUGH WORK

PART 1 (GENERAL/ALGEMEEN) DEEL 1

STUDY UNIT # g: PSY100 X
STUDIE EENHEID by: PSY100-X

1							
---	--	--	--	--	--	--	--

PAPER NUMBER
VRAESTELNOMMER

2					
---	--	--	--	--	--

STUDENT NUMBER
STUDENTENOMMER

6							
---	--	--	--	--	--	--	--

01	02	03	04	05	06	07	08
09	10	11	12	13	14	15	16
17	18	19	20	21	22	23	24
25	26	27	28	29	30	31	32
33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48
49	50	51	52	53	54	55	56
57	58	59	60	61	62	63	64
65	66	67	68	69	70	71	72
73	74	75	76	77	78	79	80
81	82	83	84	85	86	87	88
89	90	91	92	93	94	95	96
97	98	99	00				

INITIALS AND SURNAME
VOORLETTERS EN VAN

3					
---	--	--	--	--	--

DATE OF EXAMINATION
DATUM VAN EKSAMEN

4					
---	--	--	--	--	--

EXAMINATION CENTRE (E.G. PRETORIA)
EKSAMENSENTRUM (BY PRETORIA)

5					
---	--	--	--	--	--

UNIQUE PAPER NO
UNIEKE VRAESTEL NR

8					
---	--	--	--	--	--

For use by examination invigilator
Vir gebruik deur eksamenopsiener

IMPORTANT

- USE ONLY AN HB PENCIL TO COMPLETE THIS SHEET
- MARK LIKE THIS
- CHECK THAT YOUR INITIALS AND SURNAME HAS BEEN FILLED IN CORRECTLY
- ENTER YOUR STUDENT NUMBER FROM LEFT TO RIGHT
- CHECK THAT YOUR STUDENT NUMBER HAS BEEN FILLED IN CORRECTLY
- CHECK THAT THE UNIQUE NUMBER HAS BEEN FILLED IN CORRECTLY
- CHECK THAT ONLY ONE ANSWER PER QUESTION HAS BEEN MARKED
- DO NOT FOLD

BELANGRIK

- GEBRUIK SLEGS 'N HB POTLOOD OM HIERDIE BLAD TE VOLTOOI
- MERK AS VOLG
- KONTROLEER DAT U VOORLETTERS EN VAN REG INGEVUL IS
- VUL U STUDENTENOMMER VAN LINKS NA REGS IN
- KONTROLEER DAT U DIF KORREKTE STUDENTENOMMER VERSTRFK HET
- KONTROLEER DAT DIE UNIEKE NOMMER REG INGEVUL IS
- MAAK SEKER DAT NET EEN ALTERNATIEF PER VRAAG GEMERK IS
- MOENIE VOU NIE

PART 2 (ANSWERS/ANTWOORDE) DEEL 2

1	01	02	03	04	05
2	01	02	03	04	05
3	01	02	03	04	05
4	01	02	03	04	05
5	01	02	03	04	05
6	01	02	03	04	05
7	01	02	03	04	05
8	01	02	03	04	05
9	01	02	03	04	05
10	01	02	03	04	05
11	01	02	03	04	05
12	01	02	03	04	05
13	01	02	03	04	05
14	01	02	03	04	05
15	01	02	03	04	05
16	01	02	03	04	05
17	01	02	03	04	05
18	01	02	03	04	05
19	01	02	03	04	05
20	01	02	03	04	05
21	01	02	03	04	05
22	01	02	03	04	05
23	01	02	03	04	05
24	01	02	03	04	05
25	01	02	03	04	05
26	01	02	03	04	05
27	01	02	03	04	05
28	01	02	03	04	05
29	01	02	03	04	05
30	01	02	03	04	05
31	01	02	03	04	05
32	01	02	03	04	05
33	01	02	03	04	05
34	01	02	03	04	05
35	01	02	03	04	05

36	01	02	03	04	05
37	01	02	03	04	05
38	01	02	03	04	05
39	01	02	03	04	05
40	01	02	03	04	05
41	01	02	03	04	05
42	01	02	03	04	05
43	01	02	03	04	05
44	01	02	03	04	05
45	01	02	03	04	05
46	01	02	03	04	05
47	01	02	03	04	05
48	01	02	03	04	05
49	01	02	03	04	05
50	01	02	03	04	05
51	01	02	03	04	05
52	01	02	03	04	05
53	01	02	03	04	05
54	01	02	03	04	05
55	01	02	03	04	05
56	01	02	03	04	05
57	01	02	03	04	05
58	01	02	03	04	05
59	01	02	03	04	05
60	01	02	03	04	05
61	01	02	03	04	05
62	01	02	03	04	05
63	01	02	03	04	05
64	01	02	03	04	05
65	01	02	03	04	05
66	01	02	03	04	05
67	01	02	03	04	05
68	01	02	03	04	05
69	01	02	03	04	05
70	01	02	03	04	05

71	01	02	03	04	05
72	01	02	03	04	05
73	01	02	03	04	05
74	01	02	03	04	05
75	01	02	03	04	05
76	01	02	03	04	05
77	01	02	03	04	05
78	01	02	03	04	05
79	01	02	03	04	05
80	01	02	03	04	05
81	01	02	03	04	05
82	01	02	03	04	05
83	01	02	03	04	05
84	01	02	03	04	05
85	01	02	03	04	05
86	01	02	03	04	05
87	01	02	03	04	05
88	01	02	03	04	05
89	01	02	03	04	05
90	01	02	03	04	05
91	01	02	03	04	05
92	01	02	03	04	05
93	01	02	03	04	05
94	01	02	03	04	05
95	01	02	03	04	05
96	01	02	03	04	05
97	01	02	03	04	05
98	01	02	03	04	05
99	01	02	03	04	05
100	01	02	03	04	05

106	01	02	03	04	05
107	01	02	03	04	05
108	01	02	03	04	05
109	01	02	03	04	05
110	01	02	03	04	05
111	01	02	03	04	05
112	01	02	03	04	05
113	01	02	03	04	05
114	01	02	03	04	05
115	01	02	03	04	05
116	01	02	03	04	05
117	01	02	03	04	05
118	01	02	03	04	05
119	01	02	03	04	05
120	01	02	03	04	05
121	01	02	03	04	05
122	01	02	03	04	05
123	01	02	03	04	05
124	01	02	03	04	05
125	01	02	03	04	05
126	01	02	03	04	05
127	01	02	03	04	05
128	01	02	03	04	05
129	01	02	03	04	05
130	01	02	03	04	05
131	01	02	03	04	05
132	01	02	03	04	05
133	01	02	03	04	05
134	01	02	03	04	05
135	01	02	03	04	05
136	01	02	03	04	05
137	01	02	03	04	05
138	01	02	03	04	05
139	01	02	03	04	05
140	01	02	03	04	05

Specimen only