

## Lesson 18

## 1 PHRASE OF THE DAY

今日のフレーズ

## This company used to be consistently profitable.

この会社は、かつて継続的に利益をあげていました。

## 2 SITUATION

状況

Mr. Wayne and Mr. Yamada are discussing why sales figures are decreasing.  
ウェイン氏と山田氏は、どうして売上高が落ちているのか話し合っています。



## 3 DIALOGUE

ダイアログ

Directions: First repeat after your tutor and then practice each role.

課題: 先生の後に続いてくり返した後、それぞれの役を練習してみましょう。

**Mr. Wayne :** Over the past twelve months, our sales figures have fluctuated constantly. We made a loss of 3.2 million last year.

ウェイン:  
この12ヶ月は、売上高が絶えず変動しているね。去年は320万の損失をだしているし。

**Mr. Yamada:** I think the sales team is working hard but we have so many new competitors. We need to rethink our strategy.

ヤマダ:  
営業部は、一生懸命働いているのですが、競合が多すぎるのです。戦略を再考する必要があります。

**Mr. Wayne :** **This company used to be consistently profitable.** Our sales have fallen by 25.5% over the last twelve months.

ウェイン:  
この会社は、かつて継続的に収益をあげていた。我々の売り上げは、過去12ヶ月で25.5%も落ちている。

**Mr. Yamada:** I'd like to have a strategic meeting for all the sales staff next week.

ヤマダ:  
来週、全営業社員と戦略会議を開きたいのですが。

**Mr. Wayne :** I'm relying on you to get results.

ウェイン氏:  
結果を頼りにしているよ。

## 4 VOCABULARY

語い

Directions: First repeat after your tutor and then read aloud by yourself.

課題: 先生の後に続いてくり返した後、今度はひとりで発音してみましょう。

**competitor** 競合  
**fluctuate** 変動する  
**constantly** 絶えず  
**rely on** 頼りにする

**make a loss / profit** 損失を出す/利益をだす  
**strategic meeting** 戦略会議  
**consistently** 継続的に  
**profitable** 利益になる

## Lesson 18

## 5 LANGUAGE FOCUS

今日のポイント

# This company used to be consistently profitable.

この会社は、かつて継続的に利益をあげていました。

## Used To ~ / Would

過去における状態・習慣

Directions: Compare what Yumi said five years ago and what she says today.

課題: ユミが5年前に言ったことと今言っていることを比べてみましょう。

### Yumi – Five years ago :

- I'm a hotel receptionist.
- I don't like beer.
- I travel a lot.
- I don't save money.
- I don't read newspapers.
- I play tennis.

### Yumi – Today :

- I work for an IT company.
- Beer is great ! I love it now.
- I don't take many trips these days.
- I opened a savings account at the bank.
- I read newspapers everyday now.
- I haven't played tennis for years.

## 6 SUBSTITUTION

ドリル

Directions: Compare your life in the past and now using (used to / would).

What things are different?

課題: (used to / would)を使って、あなたの以前の生活と今を比べてみましょう。何が違いますか。

### 1) You are an adult now.

What did you use to do when you were in high school that you don't do now ?

### 2) Imagine - You are living in a foreign country now.

What did you use to do in your own country that you don't do now ?

### 3) Describe a typical day when you were in elementary school what did you use to do that you don't do now?

## Hints

ヒント

## How to count numbers ?

- |                 |                |         |  |                                  |                           |
|-----------------|----------------|---------|--|----------------------------------|---------------------------|
| • 300           | three hundred  | • 6.08  | six point zero eight                           | • 8:50                           | eight fifty / ten to nine |
| • 3,000         | three thousand | • 1/ 2  | a (one) half                                   | • ~ 以上 = or over / and over      |                           |
| • 3,000,000     | three million  | • 1/ 4  | a (one) quarter                                | • ~ 以下 = or under / and fewer    |                           |
| • 3,000,000,000 | three billion  | • 2 / 3 | two thirds                                     | • 未満 = under / less than / below |                           |
| *コンマを目安に覚える。    |                | • 7:15  | seven fifteen / a quarter after ( past ) seven |                                  |                           |