

## Lesson 12

## 1 PHRASE OF THE DAY

今日のフレーズ

# The flagship store has 20% higher sales than...

旗艦店では～より20%高い売上です。

## 2 SITUATION

状況

Cathy reviews her comparison of store sales figures in a meeting.

キャシーはミーティングで店舗の売り上げ比較をしています。



## 3 DIALOGUE

ダイアログ

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

**Serge:** Cathy, I understand you have tabulated some statistical data on sales by stores. Could you tell us all what you found?

**Cathy:** My pleasure. As everyone is well aware, our flagship store, located in the heart of the city, always has the highest sales. **The flagship store has 20% higher sales than** the next highest store, which is located on the outskirts of the city. Interestingly, this store had the greatest increase in total sales. Last year's sales in the flagship store were about 4% lower than the year before.

**Miles:** What about sales figures in our two urban locations?

**Cathy:** The larger store maintained its sales amounts while the smaller store had the second greatest increase in total sales.

## 4 VOCABULARY

語い

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

**tabulate** 表にした

**next highest** 2番目に高い

**interestingly** 興味深いことに

**flagship** 旗艦店

**the year before** 昨年

**second greatest** 2番目に素晴らしい

## Lesson 12

## 5 LANGUAGE FOCUS

今日のポイント

# The flagship store has 20% higher sales than...

旗艦店では～より20%高い売上です。

## Meeting - Making Comparisons of Results

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

The increase/decrease is greater than...

The sales figures are the highest for...

The largest/smallest decline was in...

... had the strongest/weakest sales figures.

... had stronger/weaker sales than ...

... had a greater/weaker sales amount than ...

Prices at ... are higher/lower than ...

Prices at ... are the most expensive.

Cost of materials are more/less expensive at ...

## 6 ACTIVITY

練習

Activity 1: Find out some information about your tutor, his/her family, travel experience, education, etc. Make some comparisons about your two lives.

Activity 2: Below are some statistics from three box companies. Choose which company you would buy boxes from using the information below. Give your reasons for/against each company by comparing them using the data.

	RCA	Box & Co	Packaging Co
Price per standard 1 cubic metre box	8.36	8.5	8.93
No. of styles of boxes in the range	38	12	37
Quality - faults per 1,000 units	0.1	1.3	2.5
Delivery period	2 days	1 day	4 days
Discount	5%	10%	15%
Quantity kept in Stock	1,000,000	700,000	4,000,000
Terms of payment	14 days	30 days	60 days

## Hints

ヒント

**big** 大きい

**delivery** 配達する

**discount** 値下げする

**fast** 早い

**few in stock** いくつか在庫

**slow** ゆっくり

**style** スタイル

**quick** 早い