

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、新しい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:
君が結果を出すこと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/利益を出す
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 | | |