

# Unit 3 Companies

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# Organisations at work

## Keynotes

Many companies **specialise** in one **sector** such as **manufacturing** (the company makes products), **retail** (the company sells products to the public) or **service industries** (for example, finance, consultants, training). When we talk about a company, we often include information about what it does, the location of the **headquarters** and the number of **employees**.



Preview **1** Label the pictures with the places in the box.

factory clothes shop restaurant bank supermarket



1 \_\_\_\_\_

2 \_\_\_\_\_

3 \_\_\_\_\_



4

5

**2** Put the places above in the correct group. Add more examples for each sector.

Manufacturing	Retail	Services
factory		

**Speaking** Talk about the different industries in your town or city.

*Our town has a car factory. It has three banks.*

**Reading** **1** Read the article on the opposite page. Which of the following best describes the subject of the article?

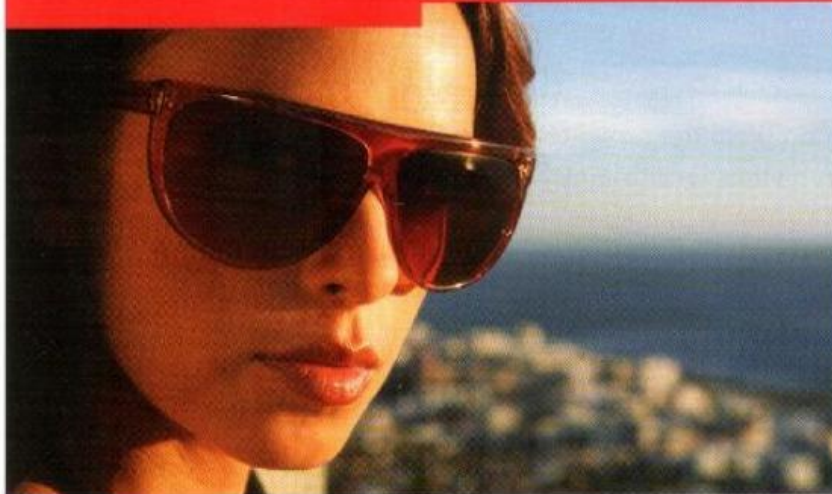
- a Designer glasses in China
- b The price of Italian sunglasses
- c A company that manufactures and retails glasses

**2** Are these statements true or false?

- 1 Luxottica is a Chinese company. *false*
- 2 It doesn't sell products only in Italy.
- 3 Luxottica manufactures most of its glasses in the USA.
- 4 The company also produces glasses for other companies.
- 5 They make more profit from manufacturing than retail.
- 6 Luxottica doesn't have any competitors.
- 7 The company wants to open shops in China.
- 8 Mr Del Vecchio's children work for the company.

**3 Match the numbers 1–6 with the information they describe a–f.**

- |       |   |
|-------|---|
| 1 70  | a the number of shops that the company wants in China |
| 2 5%  | b the minimum price of Luxottica's glasses            |
| 3 15% | c Mr Del Vecchio's age                                |
| 4 £50 | d group sales from Ray-Ban                            |
| 5 500 | e Luxottica's manufacturing in its factories in Italy |
| 6 85% | f Luxottica's sales in Italy                          |



Designer glasses

## Look east

### An Italian success story

<sup>1</sup> Luxottica makes sunglasses. It is an Italian company and 85% of its factories are in Italy. But less than 5% of Luxottica's sales are in its home country. Most of Luxottica's shops are in the USA. The company produces glasses for Chanel, Prada, Bulgari and other companies selling luxury goods. It also owns Ray-Ban sunglasses, and about 15% of the group's sales are from Ray-Ban.

<sup>2</sup> Luxottica's main competitor is Safilo, another Italian glasses manufacturer. The

big difference between Luxottica and Safilo is that Safilo has 50 shops and Luxottica has nearly 5,500 shops.

<sup>3</sup> Luxottica started as a manufacturing company. Today, they make more money from retail than from manufacturing. They specialise in glasses that cost £50 or more. This market is ten times more profitable than the market in cheap glasses.

<sup>4</sup> The company has two big challenges in the future. The first challenge is

China. At the moment, Luxottica has 250 shops there. But the company wants to double the number of shops to 500. The second challenge is the next chairperson. The company's founder is 70-year-old Mr Del Vecchio. At the moment, he is the chairperson and he owns 70% of the company. It is a family company, but Mr Del Vecchio's four children don't work for Luxottica. A new chairperson could make changes that turn Luxottica from a family company into a multinational. ■

The Economist

### Glossary

**luxury goods (n)** expensive products

**competitor (n)** a company that produces or sells the same things

**profitable (adj)** a business or product that makes money

**challenge (n)** something new and difficult to do

**founder (n)** the person who starts a company

**multinational (adj)** a big company that has offices, shops or factories in several countries

### Speaking

**1** What are some of the differences between a family company and a multinational?

**2** Do you think it is better to work for a family company or a multinational? Which is it better to do business with?

**3** Think of three more luxury-goods companies. What products do they make or sell?



## 1 Complete the table.

Verb	Noun (person)	Noun (thing)
manufacture	manufacturer	1 <i>manufacturing</i>
2	producer	product / production
3	salesperson / seller	sale
4	retailer	retail outlet
make	5	no noun
build	builder	6
organise	7	organisation
compete	8	competition

2 Complete the sentences with the correct word in *italics*.

- 1 A multinational company is a large *organiser* / *organisation*.
- 2 Department stores *sale* / *sell* a lot of different *products* / *producers*.
- 3 Swatch is a watch *maker* / *make*.
- 4 Our office is in a *builder* / *building* in Kowloon.
- 5 A lot of people in this country work in *manufacturing* / *manufacturer*.
- 6 Many *retails* / *retailers* buy direct from the factory.
- 7 Who is your main *compete* / *competitor* in the computer market?

## 3 Complete the text with the correct form of a word from the table above. There may be more than one possible answer.

Mahindra and Mahindra (M&M) is a big tractor <sup>1</sup> *manufacturer* in India. It <sup>2</sup> more than 68,000 tractors in its factories every year. Its main <sup>3</sup> is a company called TAFE, which produces 48,000 tractors. The companies <sup>4</sup> the tractors at home and also to the USA and Europe. M&M has 270 <sup>5</sup> in the USA. Now the company also plans to <sup>6</sup> factories in China.



## Listening 1

## 1 Sam and Alexa work for a training company. Listen to their telephone conversation. How many people are on the course?

## 2 Listen again and choose the correct option a-c to complete the sentences.

- 1 John Jacobs works for a Lorca **b** Lorco c Lorko.
- 2 The company makes a video b DVD c MP3 players.
- 3 Project Playa builds a houses b offices c hotels.
- 4 Sanja Berkovic works for a ZCP b ZKC c ZKP Industries.
- 5 It has a 19 b 90 c 99 employees.

## 3 Put the words in the correct order to make sentences from the listening. Listen again and check.

- 1 speaking / Sam / Hello, / Reynolds *Hello, Sam Reynolds speaking.*
- 2 Lorco / say / you / Sorry, / did ?
- 3 right / that's / Yes,
- 4 please / spell / you / Can / that, ?
- 5 say / again, / please / you / Could / that ?
- 6 your / help / Thanks / for

**Present simple negative, question and short answer**

Study the examples and complete the sentences in the table.

- |                                      |   |
|--------------------------------------|---|
| a Do Luxottica <b>make</b> glasses?  | b Yes, they <b>do</b> . / No, they <b>don't</b> . |
| c <b>What do</b> Luxottica sell?     | d They <b>don't</b> sell bags.                    |
| e <b>Does he</b> have four children? | f Yes, he <b>does</b> . / No, he <b>doesn't</b> . |
| g <b>Where does</b> he live?         | h He <b>doesn't</b> live in Paris.                |

Present simple	
Negative	Open question
I/You/We/They <sup>1</sup> _____ [verb].	What <sup>3</sup> _____ I/you/we/they [verb]?
He/She/It <sup>2</sup> _____ [verb].	Where <sup>4</sup> _____ he/she/it [verb]?
Closed question	Short answer
<sup>5</sup> _____ I/you/we/they [verb]?	Yes, I/you/we/they <sup>7</sup> _____ .
	No, I/you/we/they <sup>8</sup> _____ .
<sup>6</sup> _____ he/she/it [verb]?	Yes, he/she/it <sup>9</sup> _____ .
	No, he/she/it <sup>10</sup> _____ .



For more information, see page 158.

**Practice****1 Make these sentences negative.**

- Ulla works in Lisbon. *Ulla doesn't work in Lisbon.*
- The company has 200 employees.
- We make computers.
- Alice and Cheung sell mobile phones.
- Kyle organises conferences.

**2 Complete the conversation with do, does, don't or doesn't.**

- A <sup>1</sup> Do you work for Westfield Electronics?  
 B No, I <sup>2</sup> \_\_\_\_\_. I work for Danemart.  
 A <sup>3</sup> \_\_\_\_\_ Grace Davies work for Danemart?  
 B Yes, she <sup>4</sup> \_\_\_\_\_. She works in the marketing department.  
 A <sup>5</sup> \_\_\_\_\_ your company manufacture televisions?  
 B No, it <sup>6</sup> \_\_\_\_\_. It makes radios.

**3 Look at the information about Ottwell and complete the questions with Who, How many, What or Where.**

- |          |                                 |                   |
|----------|---------------------------------|-------------------|
| <b>1</b> | does the factory manufacture?   | shoes             |
| <b>2</b> | does Ottwell have factories?    | Turkey            |
| <b>3</b> | people does the company employ? | 180               |
| <b>4</b> | does the company sell to?       | luxury shoe shops |

**Speaking**

Work with a partner. Student A turn to page 137. Student B turn to page 141. Take turns to ask questions and complete the information.



## Language check 2 Articles: a / an and the

Study the examples and complete the rules below.

- a Luxottica is **an** Italian company.
- b **The** company's next big challenge is China.
- c **The** chairperson is Mr Del Vecchio.

- 1 We use \_\_\_\_\_ or \_\_\_\_\_ to say generally what someone or something is.
- 2 We use \_\_\_\_\_ when the listener knows the person or thing we refer to, or when there is only one person or thing.



For more information, see page 158.

### Practice

Complete the sentences with **a**, **an** or **the**.

- 1 Clive works for a bank in London. \_\_\_\_\_ Queen of England banks there.
- 2 Jardin Care is \_\_\_\_\_ Canadian company and \_\_\_\_\_ headquarters are in Toronto.
- 3 I can meet you at \_\_\_\_\_ station or you can get \_\_\_\_\_ taxi.
- 4 Wavetel is \_\_\_\_\_ big IT company with three finance directors. Geraldine is \_\_\_\_\_ finance director there.

### Working English

Numbers can be important when we exchange information about a company. Some numbers sound similar, so it is important to speak clearly when saying numbers. A word can be divided into syllables (the sound parts of a word).

*four / teen    for / ty*

In English we often say one syllable more strongly.

*fourteen    forty*

To check information, ask: '40 – is that four, zero?' or '14 – is that one, four?'

### Listening 2

1 Listen and repeat these numbers.

12	20	13	30	15	50
16	60	17	70	18	80
19	90	100	119	200	

- 2 Listen and put a **circle** round the numbers in exercise 1 that you hear.
- 3 Listen to six sentences and write the number that you hear in each one.

1                      2                      3                      4                      5                      6

### Speaking

Work with a partner. Write five numbers between 1 and 200. Take turns to say your numbers to your partner and write the numbers that your partner says. Use phrases to check information where necessary. Compare and check together and correct any mistakes.

*Sorry, did you say 13 or 30? Could you say that again, please?*  
*163 – is that one, six, three?*