

Student's name: _____

Final grade:

Approximate time: 30 minutes

Part 1

Read the newspaper article from a Scottish company and decide whether sentences 1 – 5 are true or false. If there is not enough information, choose 'Not mentioned'. Look at the example (0).

EMPLOYEE TAKEOVER OF LOCK FYNE OYSTER SAVES 100 JOBS

Employees of the Scottish company Loch Fyne Oysters have bought the company from its founders. The change in ownership means that everything can stay the same for the employees and the local community.

The company, which supplies one million oysters a year to customers in 22 countries, was for sale following the death of the majority shareholder. Four companies wanted to buy Lock Fyne Oysters, but co-founder Andy Lane wanted the staff to benefit from the sale. He said: "This is just the result we wanted... and this is undoubtedly the best thing for the company." 51 employers have worked there for more than three years, and they have been able to buy shares in the company after borrowing money from the Taxi Trust. The Taxi Trust specialises in this type of loan. A spokesman said: "There have been many studies showing that employee-owned companies are more productive."

Since its creation in 1978, Loch Fyne Oysters has grown in size and reputation. Annual sales have risen to £8 million and the company has made profit of around £600,000 this year. The company has supplied oysters to Moscow's Bolshoi ballet, Raffles Hotel in Singapore and the Royal Opera House in London. The new owners plan to continue the 'slow and steady' growth.

The company has also developed close links with local farmers and small businesses. The employee takeover has therefore ensured that the local community can continue to earn money from the oyster trade.

0. Englishmen bought the company Lock Fyne Oysters.

True

b) False

Not mentioned

1. Staff have taken over the Lock Fyne Oysters company.

True

False

Not mentioned

2. The original owners were against the sale.

True

False

Not mentioned

3. The Taxi Trust employs over 100 people.

True

False

Not mentioned

4. Loch Fyne Oysters has made a loss this year.

True

False

Not mentioned

5. Local businesses have benefited from the success of the oyster company.

True

False

Not mentioned

Part 2

Read the magazine article about sales in a dairy business. Choose the best ending (A, B or C) for each sentence (1 – 5). There is an example at the beginning (0).

Back to Basics

Ten years ago, Anne Jozami and her husband Claudio ran a large milk production plant. In other words, they kept cows that were milked every day, and this was sold to a large commercial dairy. 'The whole place was automated', says Anne. 'The only thing we did ourselves was attach the milking machines to the cows. The dairy company that bought the milk controlled every aspect of the business. All the decisions were taken by the dairy but, on the other hand, it was our responsibility to make sure there were no problems with the milk quality.' Claudio nods his head, 'It was a really efficient operation. Even the amount of food for each cow was calculated by computers. Nothing was wasted at all.'

Things changed for Anne and Claudio when they went on holiday to a small mountain village famous for its cheese. 'The cheese business there was the complete opposite to our operation, and we suddenly saw a new way of doing things: small scale, organic dairy-farming producing high quality, specialist cheeses. We knew it could be done, and we were ready to try something new.' The couple's new company is more successful than they imagined possible. 'All of our animals are kept outside and they're fed a natural, vegetarian diet. The milk is processed into cheese here on the farm; it's very labour-intensive, but at the same time very satisfying to be in control of the whole process.'

The success of the business has been helped by two things. Firstly, Anne and Claudio have been awarded three top prizes for their products. And secondly, the Internet means that they can reach a much wider market than was previously possible. For Claudio, the best thing about their new business is that they combine traditional methods with a modern approach to waste and efficiency. As they say, 'It works!'

0. The purpose of the article is...

- A)** to give an opinion.
- B)** to review a product.
- C)** to give information.

1. Ten years ago, Anne and Claudio...

- A)** worked in a small dairy.
- B)** owned a commercial dairy.
- C)** sold their produce to a dairy.

2. They were responsible for...

- A)** quality control.
- B)** the whole production process.
- C)** buying and selling the cows.

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- A)** used traditional methods.
- B)** followed a modern production philosophy.
- C)** produced a lot of waste.

4. Anne and Claudio started a new business...

- A)** making specialist cheeses.
- B)** in a mountain village.
- C)** selling organic meat.

5. Their products...

- A)** are made using modern methods.
- B)** have been featured on TV.
- C)** benefit from the Internet.

Taken/Adapted from Stephenson, H. (2008). Success with BEC: The New Business English Certificates Course. Oxford: Summertown.