

## Lesson 63: Numbers/ Time/ Counting

By Xandra

### 1. Dialogue

First, repeat after your tutor. Then, practice each role.

Mr. Suzuki: Our sales are down again by 15%. If this goes on in the next six months, we might have to lay off workers.

Peter: I hope we don't have to do that, sir.

Mr. Suzuki: I sure hope not. You know as well as I do that we're still making up for last year's deficit. I'm still half a million dollars in debt.

Peter: There's still hope. ABC Company is placing a purchase order soon. I heard they need 10,000 tons of supplies this year.

Mr. Suzuki: The question is how much of their requirement they will order from us. Will we supply all of it or just a small fraction of the 10,000 tons?

Peter: I'd give it an 85% possibility that they'll order the whole bulk. We just need to be friendly with ABC's decision makers.

Mr. Suzuki: There are so many decision makers in ABC. What do you suggest?

Peter: It's Christmas season, sir. We can throw a Christmas party and invite ABC's executives.

Mr. Suzuki: You may have a point. The party will be the perfect opportunity to rub elbows with the client company. How much will it cost us?

Peter: We won't have to spend any more than \$5,000 if we do it right, sir.

### 2. Today's Phrase

First, repeat after your tutor. Then, make a few sentences using Today's phrase.

1. I give a fraction of my monthly salary to my mother.
2. Thank you for buying our product. A fraction of money from sales goes to the Filipino victims of typhoon Haiyan.
3. A: Let's buy the new iPhone. It's around \$700. B: For a fraction of its price, I could buy a smart phone with better features.

\* a small fraction of ... /...のわずか

### 3. Your Task

You are an employee of a small manufacturing company and you are now in a meeting. Your boss (=your tutor) has asked you to give a quick report of last month's finances. Here are the figures: Sales - \$200,300. Overhead costs - \$88,600, Profit - \$111,700, profit increase 12%. In your own professional way, state the financial report for everyone in the meeting.

### 4. Let's Talk

What do you think would have happened if the world did not use numbers?

When you were young, did you like studying Math? Why or why not?

### 5. Today's photo

Describe the photo in your words as precisely as possible.

