

МИНИСТЕРСТВО ОБРАЗОВАНИЯ И НАУКИ РОССИЙСКОЙ ФЕДЕРАЦИИ

ФЕДЕРАЛЬНОЕ АГЕНТСТВО ПО ОБРАЗОВАНИЮ

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# **АНГЛИЙСКИЙ ЯЗЫК**

ХРЕСТОМАТИЯ  
ДЛЯ ВНЕАУДИТОРНОГО ЧТЕНИЯ

Рекомендовано Ученым советом государственного образовательного учреждения высшего профессионального образования "Оренбургский государственный университет" в качестве учебного пособия для студентов, обучающихся по программам высшего профессионального образования по экономическим специальностям

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**Английский язык: хрестоматия для внеаудиторного чтения /**  
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Хрестоматия состоит из 4 разделов и приложения, в которых представлены отрывки из художественных произведений – классических и современных **экономической направленности**; упражнения, модели сочетаемости слов, способствующих развитию умений ориентироваться в профессиональной лексике, словообразованию и расширению словарный запас.

Хрестоматия предназначена для студентов экономических специальностей.

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## Содержание

Introduction.....	4
1 Learning vocabulary – general advice.....	5
2 Part One.....	8
3 Part two.....	10
4 Part three.....	25
5 Review exercises.....	93
Resources.....	104
Appendix A Word Combinations .....	106

## Introduction

Данная хрестоматия предназначена для обучения студентов экономических специальностей самостоятельному чтению художественной литературы с последующей работой в аудитории.

Цель данной хрестоматии – ознакомить с произведениями классической и современной английской и американской литературы, расширить лексический запас, освоить правила словообразования и приемы организации и систематизации словаря.

Хрестоматия состоит из 4 разделов и приложения, включающих тексты различной степени сложности, от простых до более сложных, различных жанров, авторов и эпох.

Три основные раздела предваряют свод правил, способствующих лучшему запоминанию и усвоению лексики, ряд приемов, оптимизирующих и систематизирующих этот процесс.

Тексты в разделах сопровождаются упражнениями на развитие навыков работы со словарем, расширение словарного состава как общеупотребительной, так и профессиональной лексики. Раздел обзорных лексических упражнений и приложение с моделями сочетаемости некоторых слов завершают данное пособие.

Хрестоматия знакомит студентов с некоторыми произведениями художественной литературы английских и американских авторов, связанных со сферой их профессиональных интересов, расширяет их кругозор. Многообразные и многочисленные упражнения, таблицы и схемы, постепенное возрастание лингвистической сложности позволяют студентам более полно освоить методы работы над текстом.

# 1 Learning vocabulary – general advice

## What does knowing a new word mean?

- It's not enough just to know the meaning of a word. You also need to know:
  - a) what words it is usually associated with;
  - b) whether it has any particular grammatical characteristics;
  - c) how it is pronounced.
- Try to learn new words not in isolation but in phrases.
- Write down adjectives together with nouns they are often associated with and vice versa, e. g. *royal family*; *rich vocabular/y*.
- Write down verbs with the structure and nouns associated with them, e.g. *to express an opinion*.
- Write down nouns in phrases, e.g. *in contact with*; *shades of opinion*.
- Write down words with their prepositions, e.g. *at a high level*; *thanks to your help*.
- Note any grammatical characteristics of the words you are studying. For example, note when a verb is irregular and when a noun is uncountable or is only used in the plural.
- Make a note of any pronunciation problems with the words you are learning [1].

## Expanding your vocabulary

There are many ways that you can use a dictionary to expand your vocabulary [2]:

Some definitions introduce you to related words	<b>address</b> /ə'dres/ noun [C] the name of the place where you live or work, including the house or office number and the name of the street, area and town. It may also include a set of numbers and letters, called a <b>postcode</b> in British English and a <b>zip code</b> in American English <i>I'll need your name and address.</i> <i>He had given a false address to the police.</i>
Sometimes the opposite of a word is shown	<b>obedient</b> / ə'bi:diənt/ adj doing what a person, law, or rule says you must do: <i>The children stood in a little group disciplined, and obedient.</i> -- opposite DISOBEDIENT

Some definitions give you synonyms	<p><b>booking</b> / ˈbʊkiŋ/ noun [count]  1 an arrangement to buy a travel ticket, stay in a hotel room etc at a later date:  RESERVATION:  <i>Holiday bookings are up 20% on last year.</i>  <b>Make a booking:</b> <i>You can make a booking by phone with a credit card.</i></p>
Sometimes you are told to look at another word in the dictionary to compare it with the entry	<p><b>hardback</b> / ˈhɑːdbæk/ noun [count]  a book that has a hard cover:  <i>Her first novel sold over 40,000 copies in hardback.</i> – compare PAPERBACK, SOFTBACK</p>

**What should you do when you come across new words?**

When you are reading something in English, don't look up every new word or expression or you will soon get fed up. Only look up something that is really important for understanding the text. When you have finished reading, look back at what you have read and then perhaps look up some extra words and write down new expressions that interest you.

Similarly when you listen to English don't panic when you hear some words or expressions that you don't know. Keep listening and the overall meaning will often become clear.

When you read or listen to English it is sometimes possible to guess the meaning of a word you don't know before you look up or ask its meaning. Decide first what part of speech the word is and then look for clues in its context or form.

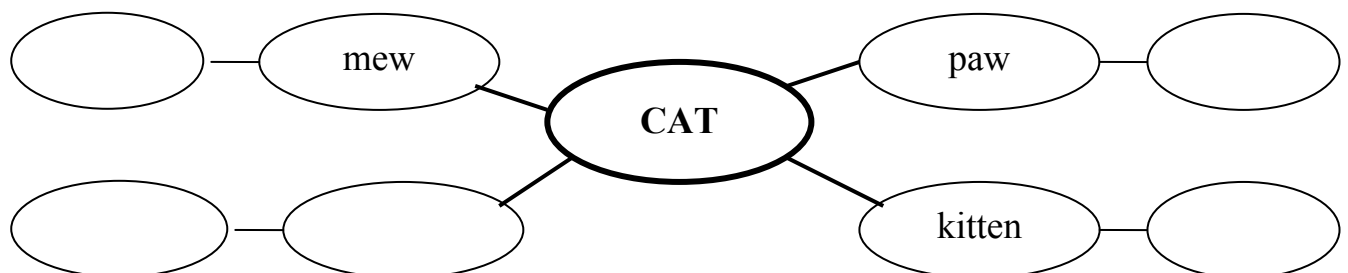
**Learning vocabulary – aids to learning**

**Help yourself to learn by learning associated words together**

**Learn words with associated meaning together**

Learning words together that are associated in meaning is a popular and useful way of organizing your vocabulary study

1 Complete this network for the word CAT. Add as many other bubbles as you like



**Learn words with a grammatical association together**

2 Here are some groups of words, each of which has a grammatical connection. Can you see what the connection is? What other words could you add to these groups?

- a) **child tooth ox;**      b) **cut split burst;**      c) **information furniture food.**

**Learn together words based on the same root**

3 Can you add any words or expressions to these two groups?

- a) **price priceless overpriced**  
 b) **handy single-handed give me a hand**

**Pictures and diagrams can help you learn**

Can you draw any picture that would help you remember the following vocabulary?

- A circle**                      **to look a gift horse in the mouth**                      **screwdriver**

**Word forks are good ways of learning adjectives and verbs**

Look at the complete word forks below. Finish the others

<b>shoot</b>		<b>original</b>		<b>magnificent</b>	
<b>edit</b>		<b>brilliant</b>		<b>superb</b>	
<b>direct</b>	<b>a film</b>	<b>unusual</b>	<b>idea</b>		<b>view</b>
<b>star in</b>					
<b>review</b>					

**Organizing by word-class**

When you meet a synonym or an antonym of a word you already have in your book, enter it next to that word with a few notes [1]:

- Urban ≠ rural**      **stop=cease (more formal)**

**Making tables for word-classes is a good idea, since you can fill in the gaps over time. What do you think you may put in the remaining gaps in the table?**

<b>Noun</b>	<b>verb</b>	<b>adjective</b>	<b>person</b>
production	produce	.....	producer
industry	.....	industrial	.....
export	.....	.....	.....

## **2 Part One**

### **2.1 Text 1**

#### **FOR THE BLIND**

Mr. Stern had a small shop. Once his friend called at his shop and noticed a shabby blind on the window in his shop. He said: “Excuse me and don’t get angry with me, but you will have to buy a new blind if you want to have a lot of customers. I recommend you to change the blind as soon as possible as the old one is too bad.”

“Yes, you are right. I know that I have to buy a new blind, but it is very expensive. However, I believe I shall be able to do something.”

Some weeks later his friend visited his shop again, and was very glad to see a new blind. “I see you have got a nice new blind. I think you have paid a lot of money for it!” — “Oh, yes, the blind is rather expensive, but I decided to turn to my customers for help. You see, I put a box in my shop with a notice: “For the blind”. And in this way I got the money to buy this new blind.”

#### 2.1.1 Vocabulary notes

to turn to smb. For help — обратиться к кому-либо за помощью

a blind — жалюзи

blind — слепой

#### 2.2.2 Answer the questions

Why did Mr. Stern’s friend recommend him to buy a new blind?

Who helped Mr. Stern to buy a new expensive blind? Why?

### **2.2 Text 2**

#### **SINCERE CONFESSION**

A ticket-collector who had worked at the railway station for forty-five years was going to retire. One day he was talking to his friends about his work. He had enjoyed everything: his friends, his manager, the work itself. There was only one thing which he didn’t like in all of it. “What is it?” the friends asked him. “Oh, the passengers, certainly the passengers.”

#### 2.2.1 Vocabulary notes

to retire – уходить в отставку, увольняться



## 2.3 Text 3

Bill works in a factory, and he usually comes home at half-past six every evening. He came home early last Friday, and he was very angry. He shut the door very hard, went into the living-room and sat down.

His wife was in the kitchen. She came up to her husband and looked him for a few seconds. Then she said to him, "Why are you angry, Bill?"

"Bus tickets cost three pence last week, but now they cost two pence," he said.

"But that isn't bad, Bill," his wife said. "It's good. Going by bus is cheaper now."

"Yes, it is," Bill said, "but I always walk to work in the mornings, and I walk home in the afternoons. Last week I saved six pence every day, but now I save four pence."

### 2.3.1 Vocabulary notes

to save – ЭКОНОМИТЬ

## 2.4 Text 4

### FRIENDS IN BUSINESS

A rich businessman was dying. Before the death he wanted to tell his partner who was in business with him some important things. So he asked his family to leave him with his partner alone. The rich man thought that his friend George was a reliable partner and a very good friend. When they were alone the man said: "I'm dying, listen please. I've always been bad to you. When you were away on business two years ago I took a big sum of money from the safe and never put it back. I disliked you all my life. I sold the secret of your plan to another company for a hundred and fifty thousand dollars. Oh, George, I'm very sorry." "That's all right," said George. "I was not so reliable as you thought I was. It was I who put poison into your tea at lunch yesterday."

### 2.4.1 Vocabulary notes

to rely on (upon) – ПОЛАГАТЬСЯ НА К.-Л.

Reliable – НАДЕЖНЫЙ, ЗАСЛУЖИВАЮЩИЙ ДОВЕРИЯ

## 2.5 Text 5

\* \* \*

James Rand worked for a company which sold office equipment. He came to Mr. Benson who wanted to open some new offices in New York to offer him the equipment of his company. Benson asked him about the quality of the equipment, the prices and the demand for the goods. After that he told him: "All right. Here is a letter

to my New York manager, you can go to him for the order.”

Rand took the letter and went to New York by train. He had talks with the manager and got a very large order on attractive terms. When he came back home he remembered about Mr. Benson’s letter.

He opened the letter and read it. Mr. Benson wrote to his manager: “Get all information from this man but don’t buy his goods.”

### 2.5.1 Vocabulary notes

equipment – оборудование

demand – спрос

talks – переговоры

on attractive terms – на привлекательных условиях

## 2.6 Text 6

\* \* \*

Peter Robinson is a young Englishman. He lives in London in a small flat and works for a big company. He has been a clerk for two years. Every August he goes on holiday. Some years ago he liked going to foreign countries but now he prefers to spend two weeks at a seaside hotel in Great Britain. Sometimes he rents a room in a boarding house or goes on a camping holiday. This summer he decided to go to Brighton, a famous resort. The weather is usually warm and dry there in the summer season. Peter rented a room in a hotel. The accommodation was very expensive. He sunbathed every morning. In the evening he went to restaurants, night clubs, casinos. He had a very good time. A week later he had no money to pay for his room or to buy lunch. So he sent a telegram to his father: “No money, no funny. Sonny.” Soon he received the answer from his father: “Too bad. Too sad. Dad.”

### 2.6.1 Vocabulary notes

boarding house – пансион, меблированные комнаты со столом

accommodation – жилье

## 2.7 Text 7

### A BUSINESS TRANSACTION

One afternoon Mr. Wallis who lived far from the centre of London was returning home. It had already got dark when he came to a quiet narrow street with no people or traffic in it. Suddenly a middle-aged man stopped him and asked if he would buy a cat from him. As Mr. Wallis refused to make the purchase the man aimed a gun at him.

“How much does it cost?” asked Mr. Wallis. “It’s not expensive. Five hundred pounds only”, was the reply. So Mr. Wallis had to sign a cheque for five hundred

pounds and the man gave him the cat.

Several years had passed since that day. Mr. Wallis decided to go shopping and called at a small shop where he had never been before. He recognized in the shop-assistant the man who had sold him the white cat several years before.

Mr. Wallis left the shop and returned a little later. "I've brought a white cat. Will you buy it?" smiled he, "It's one of the lovely kittens of the white cat that you sold me several years ago, I recommend you to buy it". The shop-assistant understood everything. He told Mr. Wallis that he would pay him for the cat if Mr. Wallis did not tell the police about it and if he never came to the shop again.

"How much does it cost now?" he asked.

"Seven hundred pounds", was the answer, "because I want to get some interest on my money."

### 2.7.1 Vocabulary notes

to make a purchase – делать покупку

to get some interest on (smth.) — получить проценты от (чего-л.)

## 2.8 Text 8

### A BUSINESS TRIP TO NEW YORK

Last winter Eileen went to New York on business. Her husband went with her as he had never been to New York before. On the last day of their stay in New York they checked out of the hotel in the morning. Eileen's husband decided to do some sightseeing while she was at her last business meeting.

They agreed to meet at the airport. The plane was leaving at a quarter past nine.

When after the meeting Eileen went out into the street there was much snow everywhere and it was still snowing heavily. She took a taxi but it was just before Christmas and there was a terrible traffic jam. Then the car broke down. Suddenly she remembered there was a subway close to that place — that's what the Americans call their underground trains to the airport.

When she took a bus from the subway to the airport, it was almost 8.30. It wasn't far to the airport but it was snowing still heavier and the bus went slowly. When at last she got to the airport she ran to the check-in-desk. There was a large crowd of people. One of them was her husband.

"There was no need to hurry," he said, "The snow has delayed everything. The plane is late too."

### 2.8.1 Vocabulary notes

to check out (ant. To check in – регистрироваться) – платить по счету в гостинице

to delay – откладывать, задерживать

## 2.9 Text 9

### A DAY OFF WORK

Bill Walker works for an import-export company. Last Wednesday morning Bill rang his office at 9 o'clock and spoke to his boss Mr. Thompson. Bill told his boss that he couldn't come to the office that day, he had a very sore throat. He was going to stay in bed but the next morning he would be able to come to work.

Mr. Thompson recommended him to stay in bed until he felt well again. Mr. Thompson liked Bill very much. At 12.30 he got into his car, drove to a shop and bought some fruit for him. He went to Bill's flat to visit him. "How is your throat?" he asked Bill.

"I'm sure, I'll be able to come in tomorrow", Bill answered.

At 3 o'clock in the afternoon Mr. Thompson locked his office door and switched on his portable television. He wanted to watch an important international football match. It was England against Brazil. Both teams were playing well, but neither of them could score a goal. The crowd were cheering and booing. It was very exciting.

Then at 3.20, England scored from a penalty. Mr. Thompson jumped out of his chair. He was very excited. He was smiling happily when suddenly the camera-man showed the crowd. Mr. Thompson's smile disappeared and he looked very angry. Bill Walker's face, in close-up, was there on the screen. He didn't look ill, and he didn't sound ill. He was smiling happily and cheering wildly [3].

#### 2.9.1 Vocabulary notes

to score a goal – забивать гол

to boo – произносить неодобрительное восклицание, освистывать

in close-up — крупным планом

## 3 PART TWO

### 3.1 Text 1. Read the text, answer the following questions

#### SOME MORE, PLEASE

Once a Frenchman went on business to Germany. He was to visit an exhibition there. His firm was interested in developing trade contacts with German firms. Though the exhibition was not very large he hoped that he would be able to find something interesting for his firm as they always exhibited latest models at such exhibitions. As the Frenchman had never been to Germany before he hoped that he would have time to go sightseeing there and would enjoy his stay in that country.

He went there by an overnight train and hoped that it would not take him much

time to get there. He enjoyed his trip by train. As he was travelling first class, there were only two passengers in his compartment and he was satisfied with his fellow travellers.

But there was one thing which he didn't like. The fact was there was no buffet-car on the train and by the end of the journey he was very hungry. So he looked forward to having a good dinner at the station restaurant.

What he wanted to do first when he arrived at Hamburg was to find a restaurant. It took him some 15 minutes to get to the nearest restaurant. "He left his coat in the cloak-room and went upstairs.

The head-waiter showed him to a little table near the window. In a few minutes a waiter came up to his table and put the menu on the table. The Frenchman made his choice very quickly because there was only one word on the menu he could understand, it was "beef-steak." So he had to order beef-steak; but it was so bad the Frenchman couldn't eat it.

At a table not far from him a man was eating chicken. The Frenchman wanted to have chicken too, but he didn't know how to say it in German. Soon the man finished his chicken and said to the waiter: "Some more, please." The waiter went out and a minute later came back with another plate of chicken.

"Well," thought the Frenchman, "now I know how to say «chicken» in German." So he called the waiter and said in German: "Some more, please."

The waiter went out and ten minutes later brought him another beef-steak.

### 3.1.1 Vocabulary notes

to look forward to – ожидать, очень хотеть

### 3.1.2 Answer the questions

- 1 What was the purpose of the Frenchman's visit to Germany?
- 2 What was he looking forward to while staying in Germany?
- 3 How did he like his trip by train?
- 4 Why was he hungry by the end of the journey?
- 5 What was the first thing he did at Hamburg?
- 6 Did he enjoy his meal at the restaurant? Why not?
- 7 Why didn't he get what he required?
- 8 How do you think he felt when the waiter brought him another beef-steak? Did he eat it?
- 9 Why do you think it is extremely important to know foreign languages if you deal with foreign firms?
- 10 Did you go to a restaurant during your last trip to a foreign country? Who ordered meals for you?

### 3.2 Text 2. Read the text and answer the questions.

#### THE LOVE OF A BUSY BUSINESSMAN

(after O'Henry)

Pitcher was the chief clerk in the office of Harvey Maxwell. Mr. Maxwell was a businessman. He bought and sold things. He also helped other businessmen buy and sell things. Pitcher was an important man in Maxwell's office.

This morning Pitcher's face had a look of surprise on it. The clerk did not usually show his feelings, but today his boss came into the office late. It was half past nine. And he had his pretty young secretary with him.

With a quick "Good morning," Maxwell hurried to his desk. Hundreds of papers waited for him there. He started working on them at once. The secretary was beautiful. She did not look or dress like a secretary. Her simple clothes and hair were most pleasant to see. And this morning her face shone with a gentle light. Her eyes were bright and full of dreams.

Pitcher noticed this. He also noticed a difference in her ways this morning. She usually went straight into her office. Today she stayed near Mr. Maxwell's desk. But he did not notice her. As soon as he sat down at the desk, Maxwell became a machine.

At last he saw her. "Well, what is it?" he asked sharply. His cold grey eyes looked at her. He wanted to get on with his work.

"Nothing," said the secretary. She moved away with a little smile. "Mr. Pitcher," she said to the clerk. "Did Mr. Maxwell say anything about the agency yesterday?"

"About getting another secretary, Miss Leslie? Yes, he did. He told me to telephone the agency. I did. I told them to send me a secretary this morning. But it's a quarter to ten now, and no one has arrived yet."

"I will just continue my work then," said the secretary. "Just until the new secretary arrives." She went into her office. She hung up her hat and started to work.

Perhaps you have never seen a really busy New York businessman at work. "One crowded hour of busy life," the old song says. Mr. Maxwell's hours were crowded. The minutes and seconds were fighting for a place in them.

This day was one of Harvey Maxwell's busiest days. The telephone rang all the time. He was buying, selling, arranging. Visitors came in, visitors went out. The clerks in the office flew about like leaves in a strong wind. Pitcher's usually calm face still looked very surprised.

Business was fast and fierce. Prices flew up and down and Maxwell had to follow them exactly. He moved among his business machines and telephones. He gave orders ... he was in another world.

In the middle of all this, the businessman suddenly noticed a stranger. It was a young woman with a lot of bright yellow hair. She wore a large green hat and a white coat with a black collar. Pitcher came and stood at her side.

"A young lady from the agency, sir," he said. "About the job." Maxwell turned round in his big chair. His hands were full of papers.

"What job?" he asked.

"The job of secretary, sir," said Pitcher. "You asked me to call the agency

yesterday. You wanted to hire a new secretary this morning."

"Pitcher, you are going mad," said the businessman. "I do not need a new secretary. Miss Leslie has been with us for a year. I am very pleased with her. She is a very good secretary. Madam," he said to the young woman. "I am sorry. There is no job here." He turned to Pitcher. "Tell the agency that you made a mistake. Don't bring any more secretaries in here."

The young woman left the office. There was an angry look on her face under the large hat.

"Oh dear," thought Pitcher. "The boss has forgotten!" Business continued. Orders to buy and sell flew about like birds. Maxwell still worked like a machine. He worked quickly and exactly. This was the world of business and money. There was no time for feelings.

At one o'clock the clerks went out to get something to eat. The office was a little calmer. Maxwell did not go out. Businessmen do not have time to eat in the middle of a working day. He stood by his desk. His hands were full of letters and telegrams. His pen was behind his ear. His hair hung untidily all over his face.

The window of his office was open. Spring was coming to the city. Through the window came the soft, sweet smell of spring flowers. For a second Maxwell stood still. He knew that scent. His secretary always wore it. The scent brought Miss Leslie into Maxwell's busy thoughts. Suddenly the world of business appeared very unimportant. She was in the next office and he had something to say to her.

"I'll do it now," Maxwell said to himself. "Why didn't I do it long ago?" He hurried into his secretary's office. She looked up at him with a smile. Her face was pink and her eyes were honest and kind. Maxwell sat down on the edge of her desk. His hands were still full of papers. His pen was still behind his ear.

"Miss Leslie," he began. "I can't stay here long. I am very busy but I want to say something to you. Will you be my wife? I haven't had time to talk to you about love in the ordinary way but I really do love you. Answer quickly, please. I must get back to work."

"Oh, what are you talking about?" cried the secretary. She looked at him with round, surprised eyes.

"Don't you understand?" went on Maxwell. "I wanted to tell you. I waited for a long time; I was too busy before... Oh, dear. There's another telephone call for me now. Tell them to wait a minute, Pitcher... Miss Leslie, will you marry me?"

The secretary acted in a very strange way. At first she was too surprised to move or speak. Then she cried. Then she smiled, like the sun after rain. One of her arms slipped round the businessman's neck.

"I know now," she said softly. "You're so busy, dear. It really makes you forget everything, doesn't it? Harvey, have you really forgotten? We got married yesterday!"

### 3.2.1 Vocabulary notes

to arrange – договариваться, устраивать(ся)

fierce - жесткий

to hire – нанимать на работу

### 3.2.2 Answer the questions

What were Mr. Pitcher, Mr. Maxwell and Miss Leslie's jobs?

What kind of company did they work at?

Why did Mr. Pitcher's face had a look of surprise that morning?

### 3.3 Text 3. Read and answer the questions

#### **CAGED**

(after L. E. Reeve)

Purcell was a small man. He owned a pet shop. He sold cats and dogs and monkeys, he dealt in fish food, on his shelves there were long rows of cages.

Each morning when he completed the routine of opening his shop he sat down on a high stool behind the counter and read a morning newspaper.

It was a cold rainy day. Mr. Purcell was reading a newspaper as usual, when a customer appeared in the shop.

"Good morning," Purcell said. "What can I do for you?" The customer didn't answer. He looked around the shop. It was a man with short hair, his suit was cheap and very old.

"Good morning," repeated the shopkeeper.

"What do you want?"

The man looked at Purcell and answered:

"I want something in a cage."

"Something in a cage?" Mr. Purcell was a bit confused. "You mean some sort of pet?"

"I mean what I said!" answered the man.

"Something in a cage. Something alive that's in a cage."

"I see," said the shopkeeper, not sure that he did.

"Now, let me think. A white rat, perhaps? I have some very nice white rats."

"No!" said the man. "Not rats. Something with wings. Something that flies."

"A bird!" exclaimed Mr. Purcell.

"A bird is all right." Suddenly the customer pointed to the cage with two white doves.

"How much for those?" "Five-fifty," came the quick answer. "It's a very reasonable price. They are a fine pair." "Five-fifty?" The man produced a five-dollar bill. "I'd like to have those birds. But this is all I've got. Just five dollars."

Mr. Purcell thought that even if he reduced the price by 50 cents he would make a good profit.

"My dear man, if you want them so much, you can certainly have them for five dollars," he smiled.

"I'll take them," the customer said and put the money on the counter.

Mr. Purcell handed the cage to him.

"Listen," the man said suddenly. "How long do you think it took me to make those five dollars?"



Mr. Purcell was in a state of panic, but he asked, "Why, how long?" The other laughed. "Ten years! I've spent ten years in jail. Ten years! Fifty cents a year!"

The man took his cage and left the shop. Mr. Purcell came up to the shopwindow to look at the customer who was holding the cage and poking at his purchase.

Then the man opened the cage and took the birds out. Soon they disappeared in the grey sky.

### 3.3.1 Vocabulary notes

to own – владеть ч.-л.

to deal in – заниматься ч.-л., торговать

counter – прилавок в магазине

shopkeeper – владелец магазина

reasonable price – доступная цена

to make a profit – извлекать прибыль, получать прибыль

### 3.3.2 Answer the questions

1 What did Mr. Purcell deal in?

2 What discount did Mr. Purcell offer to his strange customer?

3 What did the customer do with his purchase?

## 3.4 Text 4

### PEARLS

(by Philip Wylie)

Cedric Bradley, at fifty-three, was short apple-cheeked, with blue eyes and a cockney accent. He controlled Bradley Ltd., the largest jewelry house in London. He was proud of two things: he built his business with his own hand and brain and he had never been swindled or robbed.

One morning in May when Bradley was calculating his profits the card of Lord Throckmorton of Taine was brought to the jeweller. Throckmorton came in. He was a total stranger to the firm.

"My daughter is about to be married," said he, "I thought of a necklace, matched and perfect. Nothing unusual — just the best. Now I'm going to Africa for three months. I thought — with three months — you can assemble something good. For, say, eighty thousand pounds?"

"Agreed."

His Lordship took out a check book from his coat. "A deposit, say ten thousand?" Mr. Bradly agreed. The check was written, the two men shook hands.

Three months passed. Lord Throckmorton entered the office of Mr. Bradley. The head of the firm showed him the necklace.

"Good Lord, Bradley. They are the best I've ever seen. I say, my wife is an

invalid, I want her to see them before my daughter. Can you send them over?"

"I'd be glad to bring them over myself," answered the jeweller.

The jeweller was received in the drawing room. Her Ladyship was there. When she saw the pearls she cried. Then a nurse took her away to her room. Lord Trockmorton asked to see the pearls again. At that moment his daughter Gwen entered the room. As the pearls were to be a surprise at the time of the wedding the Lord hurriedly put them into his cabinet that had belonged to Louis XV. Both the father and his guest rose to meet the girl. She was a real beauty. She was more than an elegant girl. Bradley was all emotions.

Her father sat near the piano. "Play that old thing I like," he suggested. The servant came up to him and said something. He lifted his hands in apology and left. Gwen sang on. When she finished she asked: "Where is father?"

"He was called out."

"Excuse me, I'll bring him right back." She left the room.

Five then ten minutes passed. By and by he pulled the bell cord. No response. He went to Louis XV cabinet and opened it. The pearls were gone. It was not a cabinet in fact, but a sort of chute lined with silk so that the pearls didn't make a noise on the way to the other room.

Mr. Bradley walked out to the hall and left the house. When at home he went to his bedroom. There he pushed a picture aside, opened the safe behind it, took the string of real matched pearls from his coat pocket and locked them behind the door. Then he mopped his forehead with a silk handkerchief.

### 3.4.1 Vocabulary notes

to swindle – обманывать, надувать

to rob - грабить

matched — хорошо подобранный

deposit – задаток, залог

his Lordship — его светлость

her Ladyship — ее милость

Good Lord! — О, Господи!

cabinet – шкаф с выдвижными ящиками

in apology — извиняясь

no response — никакого ответа

chute – лоток, желоб, спускной желоб

to mop – вытирать (пот, слезы)

### 3.4.2 Answer the questions

- 1 What was Cedric Bradley like and what was his job?
- 2 Who visited him one morning and what was the purpose of his visit?
- 3 What kind of necklace did he want to have for his daughter?
- 4 What were the terms of payment for the necklace?
- 5 When did Lord Throckmorton come to Mr. Bradley's office again?

- 6 How did he like the necklace?
- 7 Why did he want it to be brought to his house?
- 8 What was the real reason of his request?
- 9 Mr. Bradley was proud that he had never been swindled or robbed, wasn't he?
- 10 Was he still proud of it after his visit to Lord Throckmorton? Why?

### **3.5 Text 5**

#### **A FUTURE BUSINESSMAN**

(from "The Financier" by Theodor Dreiser)

Buttonwood Street, Philadelphia, where Frank Cowperwood spent the first ten years of his life, was a lovely place for a boy to live in. There were mainly red brick houses there with small marble steps leading up to the front doors. There were trees in the street — a lot of them. Behind each house there was a garden with trees and grass and sometimes flowers.

The Cowperwoods, father and mother, were happy with their children. Henry Cowperwood, the father of the family, started life as a bank clerk, but when Frank, his elder son, was ten, Henry Cowperwood became a teller at the bank.

As his position grew more responsible, his business connections increased, and gradually he was becoming quite a personage. He already knew a number of rich businessmen who dealt with the bank where he worked. The brokers considered him to be a most reliable person.

Young Cowperwood took an interest in his father's progress. From seeing his father count money, he was sure that he would like banking, and Third Street, where his father's office was, seemed to him the cleanest, most fascinating street in the world. He was quite often allowed to come to the bank on Saturdays, when he could watch with great interest the quick exchange of bills. He wanted to know where all the types of money came from, why discounts were demanded and received, and what the men did with all the money they received. His father, pleased at his interest, was glad to explain so that even at this early age — from ten to fifteen — the boy gained a wide knowledge of the condition of the country financially. He was also interested in stocks and bonds, and he learned that some stocks and bonds were not even worth the paper they were written on, and others were worth much more than their face value showed.

At home he also listened to considerable talk of business and financial adventure.

Frank realized that his father was too honest, too careful. He often told himself that when he grew up, he was going to be a broker, or a financier, or a banker, and do some of the risky things he so often used to hear about.

Just at this time there came to the Cowperwoods an uncle, Seneca Davis - Henry Cowperwood was pleased at the arrival of this rather rich relative, for before that Seneca Davis had not taken much notice of Henry Cowperwood and his family.

This time, however, he showed much more interest in the Cowperwoods, particularly in Frank.

"How would you like to come down to Cuba and be a planter, my boy?" he asked him once.

"I'm not so sure that I'd like to," replied the boy. "Well, that's frank enough. What have you against it?" "Nothing, except that I don't know anything about it." "Well, what are you interested in?" "Money!"

"Aha! get something of that from your father! Well, that's a good trait. And speak like a man, too!"

He looked at Frank carefully now. There was real force, in that young body — no doubt of it.

"A clever boy!" he said to Henry, his brother-in-law. "You have a bright family."

Henry Cowperwood smiled. This man, if he liked Frank, might do much for the boy. He might leave him some of his money. He was rich and single.

Uncle Seneca became a frequent visitor to the house and took an increasing interest in Frank.

"When that boy gets old enough to find out what he wants to do, I think I'll help him to do it," he said to his sister one day. She told him she was very grateful. He talked to Frank about his studies, and found that he cared little for books or most of the subjects he had to take at school.

"I like book-keeping and mathematics," he said. "I want to get out and get to work, though. That's what I want to do."

"You are very young, my son," his uncle said. "You're only how old now? Fourteen?" "Thirteen."

"Well, you can't leave school much before sixteen. You'll do better if you stay until seventeen or eighteen. It can't do you any harm. You won't be a boy again."

"I don't want to be a boy. I want to get to work."

"Don't go too fast, son. You'll be a man soon enough. You want to be a banker, don't you?"

"Yes, sir."

"Well, when the time comes, if everything is all right and you've behaved well and you still want to, I'll help you get a start in business. If you are going to be a banker, you must work with some good company a year or so. You'll get a good training there. And, meantime, keep your health and learn all you can."

And with these words he gave the boy a ten-dollar gold piece with which to start a bank account.

### 3.5.1 Vocabulary notes

teller – кассир в банке, банковский служащий

to deal with – заниматься чем-л., иметь дело с кем-л., чем-л.

bill – счет; вексель; *амер.* банкнота, казначейский билет

discount – скидка

stock – акция, ценные бумаги, облигации

bond – долговое обязательство, облигация

face value – номинальная стоимость

a broker – брокер, маклер; агент; посредник  
trait – характерная черта, особенность  
book-keeping – бухгалтерский учет  
bank account – счет в банке, банковский счет

### 3.6 Text 6

#### THE FIRST TRANSACTION

(from "The Financier" by Th. Dreiser)

It was in his thirteenth year that young Cowperwood entered into his first business transaction. Walking along Front Street one day he saw an auctioneer's flag before a grocery and from the interior came the auctioneer's voice: "What price am I offered for this exceptional lot of Java coffee?" The people offered their price. The coffee was quickly sold. At first Cowperwood had no intention to take part in the auction but after he had made a rapid calculation he thought he could make a profit.

"I am going to offer you now a fine lot of seven cases of Castile soap. At this moment this soap costs anywhere 11 dollars and 75 cents a case."

People began to offer their price. The original price was 15 dollars. Then the price reached 30 dollars. Cowperwood's mind was working hard. He took everything into account. Frank was sure he would get a profit, "that's why he decided to participate. When finally Cowperwood offered 32 dollars the auctioneer noticed him standing almost directly under his nose. The solidity of the boy's expression made a great impression on the man. Meanwhile young Cowperwood was thinking that he had no right to buy the soap as he had no money with him. But he was sure that his father who was a teller of the Third National Bank would lend him the money.

"32 — once! 32 — twice! Three times! The soap is sold to Mr....?" The auctioneer looked into the face of the boy.

"Frank Cowperwood, the son of the teller of the Third National Bank,' replied the boy. "Will you wait while I run up to the Bank and get the money?"

"Yes. Don't be long. If you are not here in an hour I'll sell it again."

Young Cowperwood made no reply. He hurried out and ran fast, but first to his mother's grocer.

When he entered the grocer's store he looked about for Castile soap. There it was, the same kind, displayed in a box and looking just as his soap looked.

Mr. Dalrymple, the owner of the store, though very much surprised, agreed to buy the soap offered by Cowperwood on condition that the boy would deliver the goods himself. Frank was sure there would be no difficulty in delivering the soap to the shop. At last they finalized the matter. Cowperwood was to deliver the soap to the shop and the grocer was to give him 62 dollars. So the question was settled to both parties' satisfaction.

Frank hurried out again and ran to his father's bank. The boy knew that his father wouldn't object to his plan.

"What's the trouble, Frank? What's the reason for your coming?" asked his father looking up from his desk when the boy appeared.

Frank explained the situation to him. He assured his father that it was a clear profit of 30 dollars and he would not do anything special. It was a good opportunity and he was not going to miss it.

Cowperwood senior, approved Frank's plan. Moreover it was not even necessary to instruct him how to act. This was the most business — like attitude he saw in his son. And Frank's father appreciated it very much. Frank was so bright and keen for a boy of 13. So the father counted out 32 dollars. Frank ran out of the building and returned to the auction premises as fast as his legs could carry him. He paid for the soap and it was not a problem for him to cover little transportation expenses.

In an hour he was before the door of Mr. Dalrymple's store with the soap. The owner paid for the goods and thought to himself it was most incredible for such a boy to be in business.

Since that transaction Frank Cowperwood decided to devote his life to business.

### 3.6.1 Vocabulary notes

to enter into a transaction – заключать сделку

to offer a price – предлагать цену

to take part in the auction – участвовать в аукционе

original price – первоначальная цена

to take into account – принимать во внимание, в расчет

to get a profit – получать прибыль

solidity - твердость

on condition that – при условии

to deliver goods – доставлять груз; поставлять товар

premises –помещение, здание, дом; недвижимость

to cover transportation expenses – покрывать транспортные расходы

to be in business – заниматься торговлей

### 3.7 Text 7

#### **MY FINANCIAL CAREER**

(by Stephen Leacock)

When I go into a bank I get rattled. The clerks rattle me; the wickets rattle me; the sight of the money rattles me; everything rattles me.

The moment I cross the threshold of a bank and attempt to transact business there, I become an irresponsible idiot.

I knew this beforehand, but my salary had been raised to fifty dollars a month and I felt that the bank was the only place for it.

So I shambled in and looked timidly round at the clerks. I had an idea that a person about to open an account must consult the manager.

I went up to a wicket marked "Accountant." The accountant was a tall, cool devil. The very sight of him rattled me. My voice was sepulchral.

"Can I see the manager?" I said, and added solemnly, "alone." I don't know why I said "alone."

"Certainly," said the accountant and fetched him.

The manager was a grave, calm man. I held my fifty-six dollars clutched in a crumpled ball in my pocket.

"Are you the manager?" I said. God knows I didn't doubt it.

"Yes," he said.

"Can I see you," I asked, "alone?" I didn't want to say "alone" again, but without it the thing seemed self-evident.

The manager looked at me in some alarm. He felt that I had an awful secret to reveal.

"Come in here," he said and led the way to a private room. He turned the key in the lock.

"We are safe from interruption here," he said. "Sit down."

We both sat down and looked at each other. I found no voice to speak.

"You are one of Pinkerton's men, I presume," he said. He had gathered from my mysterious manner that I was a detective. I knew what he was thinking, and it made me worse.

"No, not from Pinkerton's," I said, seeming to imply that I came from a rival agency.

"To tell the truth," I went on, as if I had been prompted to lie about it, "I am not a detective at all. I have come to open an account. I intend to keep all my money in this bank."

The manager looked relieved but still serious; he concluded now that I was a son of Baron Rothschild.

"A large account, I suppose," he said.

"Fairly large," I whispered. "I propose to deposit fifty-six dollars now and fifty dollars a month regularly."

The manager got up and opened the door. He called to the accountant.

"Mr. Montgomery," he said loudly, "this gentleman is opening an account, he will deposit fifty-six dollars. Good morning."

I rose.

A big iron door stood open at the side of the room.

"Good morning," I said and stepped into the safe.

"Come out," said the manager coldly and showed me the other way.

I went up to the accountant's wicket and poked the ball of money at him with a quick convulsive movement as if I were doing a conjuring trick.

My face was ghastly pale.

"Here," I said, "deposit it." The tone of the words seemed to mean, "Let us do this painful thing while the fit is on us."

He took the money and gave it to another clerk.

He made me write the sum on a slip and sign my name in a book. I no longer knew what I was doing. The bank swam before my eyes.

"Is it deposited?" I asked in a hollow, vibrating voice.

"It is," said the accountant.

"Then I want to draw a cheque."

My idea was to draw out six dollars of it for present use. Someone gave into a cheque-book through a wicket and someone else began telling me how to write it out. The people in the bank had the impression that I was invalid millionaire I wrote something on the cheque and thrust it in at the clerk. He looked at it.

"What! Are you drawing it all out again?" he asked in surprise. Then I realized that I had written fifty-six instead of six. I was too far gone to reason now. I had a feeling that it was impossible to explain the thing. All the clerks had stopped writing to look at me.

Reckless with misery, I made a plunge.

"Yes, the whole thing."

"You withdraw your money from the bank?"

"Every cent of it."

"Are you not going to deposit any more?" said the clerk, astonished.

"Never."

An idiot hope struck me that they might think something had insulted me while I was writing the cheque and that I had changed my mind. I made a wretched attempt to look like a man with a fearfully quick temper.

The clerk prepared to pay the money. "How will you have it?" he said.

"What?"

"How will you have it?"

"Oh," I caught his meaning and answered without even trying to think:

" - in fifties."

He gave me a fifty-dollar bill.

"And the six?" he asked dryly.

"In sixes," I said.

He gave it to me and I rushed out.

As the big door swung behind me I caught the echo of a roar of laughter that went up to the ceiling of the bank. Since then I bank no more. I keep my money in cash in my trousers pocket and my savings in silver dollars in a sock [4].

### 3.7.1 Vocabulary notes

get rattled – терять спокойствие, нервничать

wicket – окошко (кассы)

to transact business – вести дела

to shamle – волочить ноги, тащиться

to open an account – открывать счет

accountant - бухгалтер

sepulchral voice – замогильный голос

to prompt – побуждать, толкать, подсказывать

to draw a cheque – выписывать чек

to withdraw money from a bank – изымать деньги из банка

cash – наличные деньги, наличность

savings – сбережения



## 4 Part three

### 4.1 Text 1

#### IF TOMORROW COMES

After Sidney Sheldon

Tracy Whitney was young, beautiful, intelligent and about to marry into wealth and glamour. She was on top of the world. Until suddenly, betrayed by her own innocence, she was in prison, framed by a ruthless Mafia gang, abandoned by the man she loved.

Beaten and broken, but kept going by her dazzling ingenuity, Tracy emerged from her savage ordeal determined to revenge herself on those who had destroyed her life and to fight back against a society that denied her success and happiness. No one would ever cheat her again.

From New Orleans to London and on to Paris, Madrid and Amsterdam, with intelligence and beauty her only weapons, Tracy played for the highest stakes in a deadly game, matching her wits against the successful and the unscrupulous.

Only one man can challenge her. He's handsome and persuasive and just as daring. And only one man can stop her. An evil genius who shadows her every move – a man whose only hope of salvation is Tracy's destruction...

Tracy met Charles Stanhope at a financial symposium where Charles was the guest speaker. He ran the investment house founded by his great-grand-father, and his company did a good deal of business with the bank Tracy worked for. After his lecture, Tracy went up to disagree with his analysis of the ability of third-world nations to repay the staggering sums of money they borrowed from commercial banks worldwide and western governments. Charles at first was amused then intrigued by the impassioned arguments of the beautiful young woman before him. Their discussion continued through dinner at the old Bookbinder's restaurant.

In the beginning, Tracy was not impressed with Charles Stanhope even though she was aware that he was considered Philadelphia's prize catch. Charles was thirty-five and a rich and successful member of one of the oldest families in Philadelphia. Five feet ten inches, with thinning sandy hair, brown eyes, and an earnest, pedantic manner, he was, Tracy thought, one of the boring rich.

As though reading her mind, Charles leaned across the table and said, "My father is convinced they gave him the wrong baby at the hospital."

"What?"

"I'm a throwback. I don't happen to think money is the end-all and be-all of life. But please don't ever tell my father I said so."

There was such a charming unpretentiousness about him that Tracy found herself warming to him. I wonder what it would be like to be married to someone like him — one of the establishment. And what am I going on about like an idiot?

Talk about ego. A man asks me out to dinner and I'm deciding whether I want to marry him. We'll probably never even see each other again.' Charles was saying,

“I hope you’re free for dinner tomorrow...?” Philadelphia was a dazzling cornucopia of things to see and do. On Saturday nights Tracy and Charles went to the ballet or watched Riccardo Muti conduct the Philadelphia Orchestra. During the week they explored New Market and the unique collection of shops in Society Hill. They ate cheese steaks at a pavement table at Geno’s and dined at the Cafe Royal, one of the most exclusive restaurants in Philadelphia. They shopped at Head House Square and wandered through the Philadelphia Museum of Art and the Rodin Museum.

#### 4.1.1 Vocabulary notes

guest speaker — приглашенный докладчик  
to run — управлять, руководить  
investment house — инвестиционная компания  
to found — основать  
ability — способность, возможность  
staggering sums of money — огромные суммы денег  
to be aware — понимать, осознавать  
to consider — рассматривать  
to convince — убеждать  
to wonder — хотеть знать  
to wander — бродить  
leisure — досуг  
cornucopia — рог изобилия

#### 4.1.2 Fill in the gaps with the following prepositions: **with, by, of, from, after, in**

- 1 His company did a good deal ... business ... the Philadelphia Trust and Fidelity Bank.
- 2 The investment house was founded ... his great-grandfather.
- 3 Third-world nations borrow money ... commercial banks worldwide and western governments.
- 4 ... the beginning Tracy was not impressed ... Charles Stanhope.
- 5 ... Charles’s lecture Tracy went up to disagree with his analysis.

#### 4.1.3 Fill in the gaps with the following words: **beautiful, at first, financial, business, investment, successful**

- 1 Charles was amused, then intrigued.
- 2 Tracy was a ... woman of her mid-twenties with lovely, intelligent face.
- 3 Tracy met Charles at a... symposium.
- 4 Charles was a rich and ... member of one of the oldest families in Philadelphia.
- 5 Charles ran the ... house.
- 6 His company did a good deal of... with the bank Tracy worked for.

#### 4.1.4 Answer the questions

- 1 Where did Tracy meet Charles Stanhope?
- 2 What company did Charles Stanhope run?
- 3 What bank did Charles' company do a good deal of business with?
- 4 Why did Tracy go to Charles Stanhope after his lecture at the financial symposium?
- 5 What sums of money did third-world nations borrow from commercial banks worldwide and western governments?
- 6 How did Tracy and Charles spend their leisure?

#### 4.1.5 What do you think about the main characters of the extract?

#### 4.1.6 What is in store for Tracy and Charles?

#### 4.1.7 Make up a dialogue between Tracy and Charles

- After his presentation at the financial symposium in the bank Tracy worked for;
- During dinner at the restaurant.

#### 4.1.8 Describe the appearance of: a) Charles; b) Tracy

4.1.9 Write five sentences using the following expressions: *financial symposium; to run the investment house; to disagree with; to do a good deal of business; to repay the staggering sums of money*

### 4.2 Text 2

#### **IF TOMORROW COMES**

After Sidney Sheldon (to be continued)

As Tracy approached the bank, she glanced at her watch. Eight-twenty.

The doors of the Philadelphia Trust and Fidelity Bank would not be open to employees for another ten minutes but Clarence Desmond, the bank's senior vice-president in charge of the international department, was already turning off the outside alarm and opening the door. Tracy enjoyed watching the morning ritual. She stood in the rain waiting as Desmond entered the bank and locked the door behind him.

Banks the world over have arcane safety procedures and the Philadelphia Trust and Fidelity Bank was no exception.

Clarence Desmond was checking the lavatories, storeroom, safe-deposit area. Only when he was fully satisfied that he was alone would the Venetian blind be

raised as a sign that all was well.

The senior bookkeeper was always the first of the employees to be admitted. He would take his place next to the emergency alarm until the other employees were inside then lock the door behind them.

Tracy smiled and went to work. She was in charge of the cable-transfer department. Until recently the transfer of money from one bank to another and from one country to another had been a slow, laborious process requiring multiple forms to be filled out and dependent on national and international postal services. With the advent of computers the situation had changed dramatically and enormous amounts of money could be transferred instantaneously. It was Tracy's job to extract overnight transfers from the computer and to make computer transfers to other banks. All transactions were in code, changed regularly to prevent unauthorized access. Each day millions of electronic dollars passed through Tracy's hands. It was fascinating work, the life-blood that fed the arteries of business all over the globe, and until Charles Stanhope the Third had come into Tracy's life, banking had been the most exciting thing in the world for her. The Philadelphia Trust and Fidelity Bank had a large international division and at lunch Tracy and her fellow workers would discuss each morning's activities. It was heady conversation.

Deborah, the head bookkeeper, announced: "We just closed the hundred-million-dollar syndicated loan to Turkey..."

Mae Trenton, secretary to the vice-president of the bank, said in the confidential tone: "At the board meeting this morning they decided to join the new money facility to Peru. The up-front fee is over five million dollars..."

John Creighton added: "I understand we're going in on the Mexican rescue package for fifty million. Those wetbacks don't deserve a damned cent..."

"It's interesting," Tracy said thoughtfully, "that the countries that attack America for being too money-oriented are always the first to beg us for loans."

It was the subject on which she and Charles had their first argument.

#### 4.2.1 Vocabulary notes

to be in charge of the department — возглавлять отдел

alarm — зд. Сигнализация

arcane safety procedures — система сигнализации

storeroom — склад

safe-deposit area — место для сейфов

senior — старший

bookkeeper — бухгалтер

employee — служащий

to transfer — пересылать

4.2.2 Fill in the gaps with the necessary words: *fully, except, besides, safe-deposit, employees, the world over, exception.*

1 There are many different banks in the USA ... the Philadelphia Trust and Fidelity Bank.

2 The routine never varied, ... for the security signal.

3 When Clarence Desmond was ... satisfied that he was alone the Venetian blind would be raised as a sign that all was well.

4 Banks ... have arcane safety procedures, and Philadelphia Trust and Fidelity Bank was no ... .

5 Clarence Desmond checked the lavatories, storeroom, ... area.

6 The senior bookkeeper was always the first of the ... to be admitted.

4.2.3 Fill in the blanks with the necessary preposition: *of for, at*

1 The bank would not be open ... another ten minutes.

2 As Tracy approached ... the bank she glanced ... her watch.

3 Clarence Desmond was in charge ... the international department.

4 Tracy enjoyed ... watching the morning ritual.

5 Desmond entered ... the bank.

4.2.4 Find answers in the text

1 What was Clarence Desmond?

2 What department was Clarence Desmond in charge of?

3 What was Tracy Whitney?

4 What bank did Tracy work for?

5 What was Deborah?

6 What was Mae Trenton?

7 What was John Creighton?

4.2.5 Write five sentences using the following word combinations: *to approach the bank, to be admitted to, to be fully satisfied with, senior bookkeeper, to make certain*

4.2.6 Make up the dialogue between Tracy and her colleagues during dinner

4.2.7 Translate the sentences into Russian paying attention to the infinitive constructions

1 The decision is sure to be adopted tomorrow and we might get acquainted with it.

2 I insist you send us the catalogues, price-lists and other documents.

3 The Home Secretary is expected to make a statement next week on the provisional agreement.

4 An attempt to cover up the differences which came to the surface last weekend will be made by both Ministers in talks expected to take place at the end of next month.

5 I heard them have agreed upon all the main problems and they are looking forward to a new contract to be concluded with us.

6 This decision is considered to be of decisive importance for those branches of industry to which it refers.

7 The questions raised in your letter are likely to be discussed during the private meeting.

8 The ship is likely to arrive at the port tomorrow morning, we might be informed of it.

### 4.3 Text 3

#### **IF TOMORROW COMES**

After Sidney Sheldon (to be continued)

There are numerous illegal ways to gain entry to a computer and Tracy was an expert. She had helped set up the security system at the Philadelphia Trust and Fidelity Bank, and now she was about to circumvent it.

Her first step was to find a computer shop where she could use a terminal to tap into the bank's computer. The shop some distance from the bank was almost empty.

An eager salesman approached Tracy. "May I help you, miss?"

"Thanks. I'm just looking."

His eye was caught by a teenager playing a computer game.

"Excuse me." He hurried away.

Tracy turned to the desk-model computer in front of her, which was connected to a telephone. Getting into the system would be easy, but without the proper access code, she was stymied, and the access code was changed daily. Tracy had been at the meeting when the original authorization code had been decided on.

"We must keep changing it," Clarence Desmond had said, "so no one can break in; yet we want to keep it simple enough for people who are authorized to use it."

The code they had finally settled on used the four seasons of the year and the current day's date.

Tracy turned on the terminal and tapped out the code for the Philadelphia Trust and Fidelity Bank. She heard a high-pitched whine and placed the telephone receiver into the terminal modem. A sign flashed on the small screen: YOUR AUTHORIZATION CODE, PLEASE?

Today was the tenth.

AUTUMN 10, Tracy tapped out.

THAT IS AN IMPROPER AUTHORIZATION CODE. The computer screen went blank.

Had they changed the code? Out of the corner of her eye, Tracy saw the

salesman coming towards her again. She moved over to another computer, gave it a casual glance. The salesman checked his stride. A looker, he decided. He hurried forward to greet a prosperous-looking couple coming in the door. Tracy returned to the desk-model computer.

She tried to put herself into Clarence Desmond's mind. He was a creature of habit, and Tracy was sure he would not have varied the code too much. He had probably kept the original concept of the seasons and the numbers, but how had he changed them? It would have been too complicated to reverse all the numbers, so he had probably shifted the seasons around.

Tracy tried again.

YOUR AUTHORIZATION CODE, PLEASE?

WINTER 10.

THAT IS AN IMPROPER AUTHORIZATION CODE. The blank screen again.

It's not going to work, Tracy thought despairingly. I'll give it one more try.

YOUR AUTHORIZATION CODE, PLEASE?

SPRING 10.

The screen went blank for a moment, and then the message appeared: PLEASE PROCEED.

So he had switched the seasons. She quickly typed out: DOMESTIC MONEY TRANSACTION.

Instantly, the bank menu, the category of available transactions, flashed onto the screen:

DO YOU WISH TO:

a) DEPOSIT MONEY

b) TRANSFER MONEY

c) WITHDRAW MONEY FROM SAVINGS ACCOUNT

d) INTERBRANCH TRANSFER

e) WITHDRAW MONEY FROM CURRENT ACCOUNT, PLEASE

ENTER YOUR CHOICE

Tracy chose B. The screen went blank and a new menu appeared.

AMOUNT OF TRANSFER?

WHERE TO?

WHERE FROM?

She typed in: FROM GENERAL RESERVE FUND TO RITA GONZALES. When she came to the amount, she hesitated for an instant. Tempting, Tracy thought. Since she had access, there was no limit to the amount the now subservient computer would give her. She could have taken millions. But she was no thief. All she wanted was what was rightfully owed her.

She typed in \$1,375.65, and added Rita Gonzales's account number.

The screen flashed: TRANSACTION COMPLETED, DO YOU WISH OTHER TRANSACTIONS?

NO.

SESSION COMPLETED. THANK YOU.

The money would automatically be transferred by CHIPS, the Clearing House Interbank Payment System that kept track of the \$220 billion shifted from bank to

bank every day.

The store clerk was approaching Tracy again.

She hurriedly pressed a key, and the screen went blank.

“Are you interested in purchasing this machine, miss?”

“No, gracias,” Tracy apologized. “I don’t understand these computers.”

She telephoned the bank from a corner drug store and asked to speak to the head cashier.

#### 4.3.1 Vocabulary notes

numerous — многочисленный

illegal — незаконный

to gain — выиграть, добиться

entry — вход, точка входа

to set up — создавать, устанавливать

security system — система охраны (безопасности)

to be about — собираться, намереваться

circumvent — обмануть, перехитрить

to tap — эксплуатировать, перехватывать

to place — размещать, определять место

to flash — вспыхнуть, быстро промелькнуть

to vary — менять, варьировать

to shift — зд. Заменять

to purchase — покупать

head cashier — главный кассир

4.3.2 Continue the dialogue between head cashier and Tracy who introduced herself as Rita Gonzales

4.3.3 Fill in the gaps with the following words: *owed, taken, transferred, proper, tap*

1 Tracy could have ... millions if she had wanted.

2 All Tracy wanted what was rightfully ... her.

3 The money would automatically be ... by the Clearing House Interbank Payment System.

4 Tracy’s first step was to find a computer shop where she could use a terminal to ... into the bank’s computer.

5 Getting into the system would be easy but without the ... access code, she was stymied and the access code was changed daily.



#### 4.3.4 Fill in the gaps with the following prepositions: *to, from, into, by*

- 1 Tracy tried to put herself... Clarence Desmond's mind.
- 2 Tracy returned ... the desk-model computer.
- 3 The shop some distance ... the bank was almost empty.
- 4 There are numerous illegal ways to gain entry ... a computer and Tracy was an expert.
- 5 The salesman's eye was caught ... a teenager playing a computer game.

#### 4.3.5 Answer the questions

- 1 What was Tracy?
- 2 What shop was she going to visit?
- 3 Why did Tracy visit a computer shop?
- 4 What was Clarence Desmond?
- 5 How many dollars did the Philadelphia Trust and Fidelity Bank owe Tracy?

#### 4.3.5 Retell the given extract

### 4.4 Text 4

#### **THE BANKER**

After Leslie Waller

Woods Palmer Jr – He came to New York to wage a gigantic multi-million dollar war — and stayed to win.

Virginia Clary – During bankers' hours she controlled his public affairs. After hours, she took care of his private ones.

Edith Palmer – She had charge of his home, his children, his social life — but she had a permanent I.O.U. on his love.

Mac Burns – He was hired to influence the right people. When he couldn't do it with money he tried blackmail — and women.

*“The inside scoop on banking, the power drive of the two-fisted but alluring hero, all add up to a sure bestseller.”*

LIFE MAGAZINE

Palmer trailed the older man along the corridor past the receptionist, wondering as he did so why none of the other top officers had been brought in to meet him. This was not, officially, his first day at work. He wasn't to start the new job until after Labor Day, but this was his first visit to Ubco and protocol usually called for introductions all around.

“You'll forgive me,” Burekhardt said after a moment as the elevator descended, “for not introducing you to a few of the boys.”

“I gather this savings-bank thing is urgent.”

“It's silly and unnecessary as hell,” the older man exploded suddenly. “It's the kind of irrational thing you don't expect from another banker. But for all that, you're

right: it's urgent."

"I'm not very well briefed on it yet," Palmer said as the doors opened on the main floor. He was, as a matter of fact, fairly well briefed. Although he'd never had to cope with savings banks in Illinois, he kept abreast of the trouble they'd been giving commercial banks in the seventeen states where they operated. Because most of the money was in New York, the conflict was sharpest here.

"Just what do you know?" Burckhardt asked.

"Just that they — "

"In the car," Burckhardt cut in swiftly.

The car pulled swiftly away from the curb and headed into the heart of Broad Street's traffic.

"All right, shoot," Burckhardt ordered.

Palmer frowned, although it cost him no effort at all to summon up the details.

"It's a matter of new money," he said then. "The savings banks are paying a better dividend and they're attracting a lot of new money. The problem is to channel the new money back to us."

"In the nutshell. There isn't a great deal more I can tell you."

"You flatter me," Palmer said. "I don't even know what you've done about the problem so far. I'd have to know that."

It was a lie, Palmer reflected as he said it, but it was a lie in a worthy cause. The old bird was so obviously dying to unburden himself that any excuse would be enough to start him going.

"Done?" Burckhardt snapped. "We've sat around diddling ourselves, that's what we've done. For fifteen years we've sat on our butts and let the mutuals snatch every savings dollar out from under our noses because we didn't want that kind of chickenfeed. Now, when we need those dollars, we can't get at them."

"That's the part I don't understand," Palmer lied again. "I mean, what is so mysterious about these mutual banks? What are there... a hundred and thirty of them? All over the state?"

"About. With their branches, say, two-fifty."

"Why, Ubco has almost as many branches by itself as their whole system."

When Burckhardt failed to answer, Palmer pressed on, trying to give him another opening to unburden himself. "That's what makes it hard to understand," he said. "Here's a wage earner. He's in debt for about two thirds of his salary. But he puts away, say, ten dollars a week. Say five. It doesn't matter how much. He looks around him for a place to save it. On every corner he finds an Ubco branch, or a branch of Manufacturer's or Chase or First National or Chemical. What I mean is, he has to search long and hard to find a savings-bank branch as convenient to him as a commercial bank. Isn't that so?"

Burckhardt shrugged. "It doesn't explain what's happened," he said, more to himself than Palmer. "It doesn't explain why the mutual savings banks have two thirds of all the savings money in the state. Money we sorely need."

"You make it sound like witchcraft."

"It's plain old American stupidity," Burckhardt retorted. "The mutuals advertise a dividend rate about a half of one per cent higher than we do. One half a miserable

per cent per annum. Do you have to have that spelled out for the average saver? It means he gets an extra five bucks on his account each year. If you put it to him that way, he'd see how stupid he was being. But nobody's explained it to him and nobody will." He stopped and turned to Palmer. "Can you guess why?"

Palmer pretended to frown again.

"I suppose," he said slowly, feigning deep thought, "everyone's afraid to mention it because it shows just how little your savings earn, whatever bank you put them in."

"Exactly. When people have it spelled out that way, they'll withdraw their money and throw it into mutual funds or directly on the market. Or this other idiocy, real estate syndication.

#### 4.4.1 Vocabulary notes

to blackmail – шантажировать, вымогать деньги

savings-bank – сберегательный банк

mutual savings banks – взаимно-сберегательный банк

dividend rate – коэффициент выплаты дивиденда

to withdraw money – снимать (изымать) деньги

#### 4.4.2 Comments

I'm not very well briefed on it yet — я еще недостаточно осведомлен об этом

we've sat on our butts — мы просиживали штаны

we didn't want that kind of chickenfeed — мы не пожелаали возиться с такой мелочью

the mutual banks — зд. Сберегательные банки

Ubco — Юнайтед Бэнк

Labor Day — День труда

#### 4.4.3 Fill in the gaps with the following prepositions: *with, to, into, of, in*

1 The car pulled swiftly away from the curb and headed ... the heart of Broad Street's traffic.

2 Palmer had never had to cope ... savings banks in Illinois.

3 The savings banks are paying a better dividend and they are attracting a lot... new money.

4 The problem is to channel the new money back ... us.

5 He is... debt for about two thirds of his salary.

#### 4.4.4 Fill in the blanks with the following words: *cope with, pressed on, call for, dividend, finds*

1 Palmer wasn't to start the new job until after Labor Day, but this was his first visit to Ubco and protocol usually... ..introductions all around.

2 Palmer had never had to ... .. savings banks in Illinois.

3 The savings banks are paying a better ... and they are attracting a lot of new money.

4 When Burckhardt failed to answer, Palmer... .., trying to give him another opening to unburden himself.

5 On every corner a wage earner... an Ubco branch, or a branch Manufacturer's or Chase or First National or Chemical.

4.4.5 Write ten sentences using the following word combinations: *his first day at work, to start the new job, as a matter of fact, to go with savings banks, commercial banks, it costs me no effort at all, it's a matter new money, to attract a lot of new money, to fail to do smth, a wage earner*

4.4.6 Make up a dialogue between Palmer and Burckhardt

4.4.7 Retell the text expressing your attitude to the main characters of the extract

4.4.8 Translate into English

1 Разве в этом банке не новый президент?

2 В этом году ожидается значительная прибыль.

3 За последнее время прибыль медленно повышается.

4 Их резервы становятся довольно низкими.

5 Нам повезло (посчастливилось) иметь большие резервы.

6 Какова сумма основного капитала?

7 У них были трудности в отношении увеличения основного капитала.

8 Главный экономист как раз сейчас находится в отпуске.

9 Я не думаю, что они смогут получить лицензию.

10 Я решила положить деньги на сберегательный счет.

11 Разве наш новый отчет еще не напечатан?

12 У нас есть все основания (причины) гордиться отчетом.

13 Сообщают, что отчет будет разослан всем акционерам.

14 Говорят, что Бэркхардт является одним из крупнейших акционеров «Юнайтед Бэнк».

15 Известно, что остаток банка столь же велик, как и основной капитал.

16 Сообщают, что «Юнайтед Бэнк» имеет значительный остаток.

17 Сколько вы получили по дивиденду?

18 Я хотела бы сделать капиталовложение в эту фирму.

19 Сколько у вас денег для инвестиций?

20 Я хочу поговорить с вами о моих инвестициях.

21 Президент банка опасается, что правление выделило рискованный кредит.

22 Какова сумма совместного кредита (займа)?

## 4.5 Text 5

### THE BANKER

After Leslie Waller (to be continued)

Palmer was about to ask Burckhardt if he were having some kind of attack, then decided to remain silent. The urge to speak, simply to fill a soundless void had been one of the hardest of his youthful habits to break. The realization that more trouble was caused by talking than by not talking — a view of life his father had lectured him about since Palmer had been twelve years old — had come very slowly to him in his mid-thirties.

Now, in his mid-forties, he often wondered how sound the idea had been. It was true, he reflected as the Rolls sped northward, that you did avoid trouble by avoiding speech. There was very little question of that. But as he grew older, he had begun to wonder what “trouble” really was and whether, regardless of its identity, it was something to be avoided at all costs.

Sitting beside Burckhardt now, he saw that, in this case, “trouble” was simply a further involvement with the man who was to be his superior for many years to come. Although the nature of the involvement was unknown, was it necessarily to be avoided?

Palmer moistened his lips very slightly. He was about to break training, revert to a habit of his youth, and the anticipation made him feel suddenly uneasy. He turned to the older man and —

“Damned old fool!” Burckhardt burst out.

Palmer blinked and checked back quickly the lines along which Burckhardt might have been thinking. “Joe Loomis?” he asked finally.

“He’s a stubborn, senile, fuzzy-headed old coot and I wish to God he hadn’t called me this morning.”

“What did he want?” Palmer asked.

“Why, the earth itself on a silver platter.”

“Something to do with this savings-banks business?”

“That’s what hurts most, I think,” Burckhardt said.

“He’s a widower now, you know. We may have him out for the weekend once a year. He and I may lunch every few months, if that often. We may see each other at the club for a drink now and then. He may or may not attend an Ubco board meeting. The bulk of our contact is purely social. I don’t believe I’ve ever asked a favor of him that wasn’t in his own interest, too, and I’m quite sure that the same applies to those he’s asked of me. But, God damn it, today he called me up direct from a trustees’ meeting of the Murray Hill Savings Bank and wanted my pledge that we wouldn’t oppose one of their bills up at the state legislature this year.”

“That’s hardly what I call a confidential request.”

“Even that doesn’t irk me.” Burckhardt snapped. “I don’t relish the idea of the rest of the trustees sitting around listening to him ask me for such a favor, of course not. But the thing that absolutely violates my ... my ...”. He paused, struggling for words, and glared angrily at Palmer for help.

Ethics, Palmer suggested silently, conscience, morality, way of life. He said none of these, but waited and endured the glare.

“The thing that angers me most,” Burckhardt finished lamely, “is the irrational gall of the man, squeezing me in this impossible position between what I know is right for Ubco and my friendship for him. It’s intolerable!”

“What did you tell him?” Palmer wanted to know.

“Tell him? What could I tell him? I stalled.”

“You’ll have to give him an answer eventually.”

“Oh,” he said then, “and don’t think I’m Joe’s only friend to be asked for a commitment. Nor is he the only savings-bank trustee with commercial-bank friends. All over town they’ll be asking this particular favor. It’s a completely untenable position and I won’t be forced into it.”

“What particular bill does he want you not to oppose?”

“I don’t even remember,” the older man said.

The realization seemed to release him from the peculiar trance into which he had fallen, reading, in the entrails of his relationship with a friend, the death of friendship.

“One of their perennial branch bills?”

Burckhardt snorted, then turned slowly to Palmer.

“Just how well are you briefed, Woody?” he asked in an irritated tone. “You seem to know as much about this as I do.”

“Never. Just moderately up on things.”

“You’re crapping the old man, aren’t you?” Burckhardt’s voice had grown very cold. “Let’s put it this way, Woody: you’re entitled to be ignorant when you really want information. But don’t let me catch you faking it just to make me feel good. Understand?”

“I don’t-“

“And don’t let me catch you lying about it,” Burckhardt interrupted. “If I don’t have a clear picture of the full extent of your knowledge at all times, I’m working at a handicap. Is that clear?”

“Perfectly. Sorry.”

Burckhardt’s mouth turned up slightly at the corners.

“As a matter of fact,” the older man said after a long silence, “it did have something to do with branches for savings banks. I’m not sure what.”

“More of them, no doubt.”

Burckhardt shrugged. “In the suburbs, something like that. They can’t go out in the suburbs now and it’s driving them crazy.”

“Their depositors are moving out of the city, I suppose.”

“By and large,” Burckhardt agreed. “The savings banks have no one to blame but themselves. They’ve been investing heavily in mortgages since the war. It’s the only kind of loan they can make and, of course, they’ve really plunged into it feet first. They’ve made it possible for people to move out into the suburbs, but the savings banks can’t follow them.”

“Then why all the excitement?” Palmer asked. “If they’re hoist by their own petard, let them dangle. Why worry about them?”

“Because they don’t intend to dangle. They want more rope and they’ll move heaven and earth to get it.”

Palmer nodded. “Vicious circle”. He glanced out the window at the traffic jam.

“These savings banks have the money. They have it right in their hands. Their assets are cash or the next thing to it — governments — and mortgages. It’s ... it’s like ...” Burckhardt sputtered out.

“Like money in the bank,” Palmer suggested with a small laugh.

Burckhardt favored him with a stony glance.

“Now, look,” he began, “I’m all for a sense of humor, Woody. A man has to have it in the world or he can crack up. But some things are simply no laughing matter. This is one of them.”

Palmer turned slightly toward him, not eagerly but slowly. “What’s more “upsetting?” he asked then, “the savings bank mess or Joe Loomis putting the squeeze on you?”

“You can’t separate one from the other. I’ve lived with this thing for years now. The mutuals are getting desperate and the heat’s on. If I do one thing, I lose volume. If I do another, I lose a friend. It’s just that brutally simple.”

Palmer watched the Rolls swing smoothly west again on Fifty-fifth and head across Madison toward Fifth.

Burckhardt shrugged. “Naturally, if anybody has to shaft Joe Loomis, I’d rather it weren’t me. But that’s only part of the reason.” He sighed heavily. “You’re about to meet the other part, Mac Burns.”

“He’s a pretty high-powered guy,” Palmer mused.

“He ... I heard him at a convention once in Chicago. Good speaker.”

“One of the best. Started on the Coast as one of these show-business press agents.”

“Now he’s a public-relations consultant or something? I think he has some Chicago clients.”

Burckhardt sighed. “So the fame of Mac Burns has traveled out to Chicago, has it?”

“What’s wrong with him?”

“Nothing. He’s just what we need, unfortunately.”

“But he’s partly the reason you’ve dumped it all on me.”

“That’s right,” Burckhardt said.

“I’ve got nothing against Greeks or Syrians or whatever Burns is”, Burckhardt said, getting out of the car. “It’s just that I can’t get along with this particular one. So you can have the dubious pleasure of working with Mac Burns or whatever his name used to be.” He stood on the sidewalk and waited for Palmer to follow him.

“And one thing more,” Burckhardt said sotto voce, detaining Palmer from entering the huge plate glass doors of the intensely modern bank.

Palmer tuned toward him. “Yes?”

“Burns knows how I feel about him. I can’t hide it. That’s why you’re going to have to get very chummy with him, to counteract me. Can you do it?”

“Why not?”

“It’d better be a damned sight more certain than that,” Burckhardt snapped.

Then, deeping his voice down again: “You’re going to live with this man for quite a while. Can you do it?”

“I can do it.”

“Because without Mac Burns, we’re dead.”

The two men stared at each other without speaking.

#### 4.5.1 Vocabulary notes

depositor – вкладчик, депозитор

mortgage – залог, ипотека, закладная.

Loan – заем, ссуда, кредит

asset – активы; средства; капитал; фонды; имущество; собственность

#### 4.5.2 Fill in the gaps with the prepositions: *from, at, of, for*

1 We may see each other ... the club ... a drink now and then.

2 But, God damn it, today he called me up direct... a trustees’ meeting of the Murray Hill Savings Bank and wanted my pledge that we wouldn’t oppose one ... their bills up ... the state legislature this year

3 I am all... a sense of humor.

4 I’m working ... a handicap.

5 Burckhardt’s mouth turned up slightly ... the corners.

#### 4.5.3 Fill in the gaps with the following words: *wondered, habits, superior, mortgages, board meeting, loan*

1 The urge to speak, simply to fill a soundless void, had been one of the hardest of his youthful... to break.

2 In his mid-forties, Palmer often ... how sound the idea had been.

3 Sitting beside Burckhardt now, Palmer saw that, in this case, “trouble” was simply a further involvement with the man who was to be his ... for many years to come.

4 Joe Loomis may or may not attend an Ubco

5 The savings banks have no one to blame but themselves. They’ve been investing heavily in ... since the war. It’s the only kind of... they can make and, of course, they’ve really plunged into it feet first.

#### 4.5.4 Answer the questions

1 What was Palmer?

2 What was Burckhardt?

3 What was Joe Loomis?

4 What was Mac Burns?



4.5.5 Retell the text expressing your attitude to the main characters of the extract

4.5.6 Make up a dialogue between Palmer and Burckhardt

## 4.6 Text 6

### THE BANKER

After Leslie Waller (to be continued)

After the first dinner he had ever eaten at Schrafft's, Palmer sat back and sighed, not so much in appreciation of the meal, but in silent recognition of the fact that millions of people regularly ate such meals and, apparently, came back for more. He had agreed to Schrafft's, on Virginia Clary's suggestion, in simple accord with the unspoken fact that it would be impossible for him to run into anyone he knew there. At the time, her choice had seemed an admirable compromise between the need to be fed and the need to minimize, without any outright intrigue, the fact that they were eating together.

"That look on your face," she said after the waitress had cleared away their dishes. "After all, I warned you you'd be better off with the Tom turkey."

"With pineapple-and-chestnut dressing?" Palmer asked in a semi-stricken voice. "My father warned me never to eat turkey before Thanksgiving or after Christmas. Unfortunately, he had nothing to say on the subject of chicken loaf."

She smiled and sipped her water. Palmer noticed that in the somewhat subdued lighting of Schrafft's, with its faintly rosy tint, the deep shadows in which her eyes were set seemed less stark, more becoming. Although she couldn't be considered beautiful, he told himself now, she was certainly attractive enough, in a small, intense way.

"That's the third time," she said then, "that you've quoted your father."

"He turned out a tremendous number of quotations in his time. Should I apologize?"

"I think it's old-fashioned and charming," she said. "People who haven't yet learned to hate their parents are quite rare in New York."

"You even have your mother's picture on your desk."

"She lives with me. Or vice versa. I'm never sure. Not," she went on hurriedly, "that we're devoted to each other. We keep a kind of armed truce. She's never really forgiven me for going to work at a bank."

"Bad as all that?" he asked.

"A bank foreclosed our house in Hollis in 19-oh-31."

"Your mother can't forgive that?"

"Neither would you if the house meant to you what it did to my folks.

We'd lived most of our lives in the upper Yorkville section, the part they call Spanish Harlem now. When my father managed to make the downpayment on that bungalow in Hollis ... I tell you, it was Hallelujah Day. And then, after only three years, to ..." Her voice died away. "But then," she went on more strongly, "we had a

lot of company in 1931. All our neighbors were foreclosed, too.”

“It was quite a year.”

“What happened to you in 1931?” she asked.

Palmer shrugged. “Nothing much. I think it was my freshman year at college. Well insulated from the outside world, to say the least.”

“Class of ‘34?”

“Yes. Another great year.”

“I was class of ‘34 at Barnard,” she said.

Palmer’s eyebrows went up slightly, then came slowly down. He wondered whether she had seen the movement, decided that she undoubtedly had and then, suddenly, wondered why he had bothered to try concealing it.

“I’d never believe it,” he said then. “You don’t look old enough.”

“I’m a few years younger than you, at any rate,” she said. “I was ahead of my class at Holy Name. Graduated when I was fourteen with a scholarship to Marymount, but we couldn’t afford me living out of town. My mother wouldn’t hear of me at a co-ed school like C.C.N.Y. I was just about to matriculate at Hunter when this Barnard thing came through, thanks to Paddy Culhane.”

Palmer sat forward slightly. “Why is that name familiar?”

“He was our old district captain in East Harlem”.

“Any relation to Big Vic Culhane?”

She looked at him in vague amazement. “His father.”

“Did you know Big Vic?”

“Of course,” she said. “He went to the boys’ part of Holy Name”.

“Ever seen him since?”

She frowned. “Many times. I used to be a newspaper gal, you know. Is something wrong?”

Palmer shook his head. “Not at all. Quite the contrary, if anything.”

She watched him for a moment, then sat back and folded her hands in her lap. “Anyway,” she said then, “that’s all there is to the history of Virginia Clary. Except that I’m working on my mother every spare moment I get, trying to wean her from this unreasoning hatred of banks.”

“You could have lied to her, told her you were working in a house of ill fame.”

“I thought of that,” she said. “But then she’d insist on me going to Mass every morning. It’s easier this way.”

Without warning, the waitress plopped menus in front of them with the question, “Dessert?”

“Just coffee,” Virginia Clary said.

“The same.”

“You get dessert on the dinner,” the waitress reminded Palmer.

“I know.”

“Loganberry shrub, luxuro peach smash, kumquat supreme huckleberries in wine.”

“Just coffee,” Palmer said, trying not to wince.

“I may have some peanut-butter snowball left.”

“Just coffee, please.”

“Yes, sir.”

#### 4.6.1 Comments

Schrafft — Шраффт

with pineapple-and-chestnut dressing — в соусе из ананасов и орехов

in semi-stricken voice — с полушутливым испугом

chicken loaf — куриная отбивная

vice versa — наоборот

Hollis — Холл и с

armed truce — вооруженное перемирие

I was class of '34 at Barnard — Я кончала в 1934 году колледж Барнарда

#### 4.6.2 Fill in the gaps with the prepositions: *in, of to, on, at*

1 Palmer had agreed to Schrafft's, ... Virginia Clary's suggestion.

2 ... the time, her choice had seemed an admirable compromise between the need to be fed and the need to minimize, without any outright intrigue, the fact that they were eating together.

3 Although Virginia Clary could not be considered beautiful, she was certainly attractive enough, ... a small, intense way.

4 We keep a kind ... armed truce.

5 What happened ... you in 1931?

#### 4.6.3 Fill in the blanks with the following words: *ahead, forgive, rate, attractive, hate*

1 I'm a few years younger than you, at any....

2 I was ... of my class at Holy Name.

3 Your mother can't... that.

4 Virginia Clary could not be considered beautiful, Woods Palmer told himself now, she was certainly ... enough, in a small, intense way.

5 People who haven't yet learned to ... their parents are quite rare in New York.

#### 4.6.4 Write ten sentences using the following words: *appreciation, recognition, suggestion, to admire, to warm, to quote, beautiful, attractive, charming, old-fashioned*

#### 4.6.5 Describe Virginia Clary's appearance

#### 4.6.6 Make up the dialogue between Clary and Palmer at the dinner

#### 4.6.7 Answer the questions

1 Where did Virginia and Woods dine?

- 2 What did they eat for dinner?
- 3 What did the waitress offer for dessert?
- 4 Where did Virginia study?
- 5 Where did Virginia work?

4.6.8 Make up a dinner menu

4.6.9 Retell the text

## 4.7 Text 7

### **THE BANKER**

After Leslie Waller (to be continued)

Virginia Clary and Woods Palmer sat in silence until the waitress had moved away.

“You’re a second-generation banker,” she said.

“Third. My grandfather founded the bank.”

“None of us were quite sure why you were chosen over the heads of some of the old-timers around the shop, or a man from another New York bank who knew the local set-up. But I begin to see the logic of the choice.”

“The usual move,” Palmer explained, “is to pick a man who’s a senior partner in the law firm that represents the bank. The future of the world belongs to lawyers, anyway.”

“They picked you against a trend?” She thought for a moment. “I doubt it. I think they wanted somebody with banking in his blood.”

“I imagine I’ll have to take that as a compliment.” He sighed. “There’re a lot of things about being chosen by Ubco that still haven’t been answered to my satisfaction.”

“Such as?”

Palmer shrugged slowly. “Technical things,” he parried, unwilling to let the matter go any further. It was easy enough, he told himself, to let pleasant conversation with an agreeable dinner partner spill over into the exchange of confidences that weren’t meant for exchange. He glanced up at Virginia Clary. Not, he decided, that she’d divulge many confidences about herself. She looked too intelligent for that.

“If you’d – “

“Which reminds me,” Palmer cut in, determined to get away from his previous words, “we haven’t even begun making a dent in your colossal mound of banking ignorance.”

Her eyes widened in mock chagrin. “I’m beginning to feel like a terrible liability to the firm.”

“Take comfort from the fact that you probably know more than most of the people in the shop.”

“I know about interest rates and personal loans and amortization and the Federal

Reserve and like that,” she rattled off. “What am I missing?”

“As we say in public relations, the Big Picture.”

Palmer looked up as the waitress brought their coffee. He watched Virginia Clary add cream and sugar and stir it with slow, full sweeps of the spoon. “Something I said before,” he began then. “About money being as important to modern man as air and food. That’s the frame of reference you have to understand.”

“Believe me, no one has to explain the importance of money to me.”

“Let’s call it the necessity of money,” he amended.

“There are still places on earth where you can trade a dozen spearheads for a side of dried beef. But they’re not the places where history and progress are being made.”

“These miserable bartering folks have no A-bombs or moon rockets.”

He looked up at her. “You are baiting me again.”

“Sorry. Mother’s influence. I really do want to know.”

“Fine.” Palmer sipped his coffee and found it good. “As we get a more highly organized society, money begins to become more important than anything else. Eventually, we reach the stage we’re in now. Money buys a man the food he eats, the clothes on his back, care when sick, the roof over him, his education, his recreation, everything. Without money, he can’t even die properly, unless he wants to lie in Potter’s Field. It’s become that sharp a definition: without money, man cannot live or die with decency.”

“Is that good?”

“Probably not,” Palmer said. “But we are not philosophers, we’re bankers. We supply, safeguard, control and define the most precious commodity of life — money.”

“More precious than anything?”

“Suggest some other commodities.”

“Health?” she asked.

“Preserved and recovered through money.”

“I see. And things like, oh, love or hate. Money buys them.”

Palmer hunched himself forward until both his elbows rested on the small walnut table. “Try to understand that we’re not conducting a philosophical analysis. A man can live without love or hate. Without friends. Without the gratification of desires. But he cannot live, on the material Plane, without money.”

“That’s only one plane of living,” she demurred.

“It’s the life — or — death plane.”

“Yes, but I want to get that on the record. It’s only in the material scheme of things that money is the most important.”

“All right. Granted.”

She eyed him closely. “You’re patronizing me,” she said then. “You don’t for a moment grant that life has any other plane than the material one.”

“Not for the purposes of this discussion, at any rate.”

She shook her head almost sadly. “You’re a very hard man to trap,” she admitted. “I’d hate to interview you for a newspaper.” She watched him for another moment and then gave up. “All right,” she said. “We’re bankers. We aren’t interested in anything but the material world.”

#### 4.7.1 Vocabulary notes

interest rates – ставка процента

personal loans – ссуда частному лицу

amortization – амортизация, снашивание; погашение долга в рассрочку

commodity – предмет потребления, товар; продукт

#### 4.7.2 Comments

Ubcso — «Юнайтед Бэнк»

Potter's Field — Поттерс Филд — кладбище нищих

#### 4.7.3 Fill in the gaps with the prepositions: *on, over, without, up, for*

1 Palmer looked ... as the waitress brought their coffee.

2 Money buys a man the food he eats, the clothes ... his back, care when sick, the roof ... him, his education, his recreation, everything.

3 A man can live ... love or hate, ... friends, ... the gratification of desires, but he cannot live ... money.

4 You're a very hard man to trap. I'd hate to interview you ... a newspaper.

5 She watched him ... another moment and then gave up.

#### 4.7.4 Fill in the gaps with the words or word combinations: *explain, necessity, interest rates, highly organized, precious commodity*

1 I know about ... and personal loans and amortization and the Federal Reserve and like that.

2 Believe me, no one has to ... the importance of money to me.

3 Let's call it the ... of money.

4 As we get a more ... society, money begins to become more important than anything else.

5 But we're not philosophers, we're bankers. We supply, safeguard, control and define the most .... of life — money.

#### 4.7.5 Write ten sentences using the following words: *to be sure, senior partner, law firm, to my satisfaction, the exchange of confidences, to take comfort from the fact, personal loans, public relations, necessity of money, precious commodity of life.*

#### 4.7.6 Write out two sentences where *to have* has the modal meaning “must”

#### 4.7.7 Answer the questions: Whom does the future of the world belong to, as Woods Palmer thinks?

1 Which generation banker is Palmer?

- 2 Why was Woods Palmer hired to work at the Ubco?
- 3 What matters of banking was Virginia Clary interested in?
- 4 How did Virginia and Palmer consider the necessity of money?
- 5 Why did Virginia consider Palmer to be a very hard man to trap?

4.7.8 Retell the text expressing your attitude to the main characters of the extract

4.7.9 Pair work: Make up a dialogue between Virginia and Woods during dinner at the Schrafft's

## 4.8 Text 8

### THE BANKER

After Leslie Waller (to be continued)

Woods Palmer sipped his coffee and sat back in his chair. "What do banks do with money? We keep it in vaults where it can't be stolen, except occasionally. We invest it in bonds and stocks and mortgages and business and personal loans. We handle it. We channel it. We tell it what to do. We mold it and teach it. We create it."

"Money? What do we do, print it?"

"Almost literally," he said.

"Is that legal?"

"Perfectly," Palmer assured her. "As a Federal Reserve Bank, we create a brand-new dollar out of thin air for every four dollars we take in."

"Is that good?"

He slapped his hand palm down on the arm of his chair. "Stop asking philosophical questions. It probably is the worst thing that could happen to the United States of America and our great-grandchildren will pay for it dearly. But right now it's the money that makes our particular mare go."

"In other words, we're responsible for printing money that isn't based on silver?"

"In other words, we're creating inflation," Palmer told her. "But inflation is what the American people want."

"You don't really believe that."

"It's not a question of belief. It's a fact. People want to buy all kinds of gimcracks, twenty-one-inch color television sets, two-door refrigerators, overpowered automobiles. They refuse to wait until they have saved up money. Like little children, when they want something they want it now. All right, behind every automobile and television set stands a man willing to sell it on credit. But he can't wait thirty-six months for his money; when he sells something, he wants to be paid now. So behind him stands a finance company, an acceptance corporation or an accounts-receivable factor. They pay him the money and get paid for the favor by charging his customer carrying charges. But they need their money now, too. Where do they get it? Most of them don't have enough money to cover the tremendous

amount of time buying that goes on. So, behind them stand banks, providing the money, and more until the supply of money begins to run a little short. You wonder where it's all coming from. But you know where it's coming from. It's rolling off the printing presses."

He stopped, suddenly aware of the fact that his voice had grown in intensity until a man two tables away glanced at him. In the odd silence that followed, Palmer stubbed out his cigarette and wondered why he had got so excited.

"You were beginning to sound like a philosopher there for a second," Virginia Clary said then.

"I do have a philosophy about money," Palmer admitted. "It's an archaic one that would probably wreck the country inside of a week if we ever put it into effect. It's a banker's view of money with centuries of banking behind it."

She leaned forward toward him, watching very closely now. "Tell me this explosive philosophy."

Palmer laughed briefly, without much joy. "Don't spend what you don't have," he said then. "So simple. So impossible." He laid his hands palms up on the small table between them. "When you see a lovely gimcrack, resist the urge to own it at once. Save for it. Then buy it. Chances are, by then the urge to own it will have passed, anyway."

Her rather full eyebrows drew together in an expression of pain. "Oh," she said, "what a terribly limited way to live. I wouldn't like it at all."

Palmer shrugged. "If by limited you mean disciplined, yes."

"Disciplined? Does that sound any better?" She shook her head. "It's a bleak, stark, cold way of life. No adventure, no excitement."

"No problems, no crises."

"You see?" she pounced. "It isn't a way of life at all. It's preview of death."

"Nonsense."

"What is life all about?" she asked. "Problems and crises. Seeing something lovely and wanting it now and taking it and paying for it later."

"Whose life are we talking about?" Palmer wanted to know.

She frowned again. "Yes," she said, "that's right, isn't it? Not everybody wants to live that way. I forgot."

Neither of them spoke for a moment. Palmer watched the upturned Palms of his hands, then turned them over on the cool table top. His palms felt moist and he wondered why. "At any rate," he said, "no matter whose life we're discussing, the philosophy is mine."

Her great eyes opened as wide as they could and she seemed to be taking a deep breath. "If you'll forgive me for saying so," she said, "it's the philosophy of a man who's never wanted for money."

Palmer sat perfectly still for a moment, then withdrew his hands from the table and placed them in his lap. "You are probably right," he said after a while in a voice that sounded to him entirely devoid of any feeling. "The whole idea of deferring desires comes easily to someone who's never had to." She looked down at the place on the table where his hands had been. "I didn't mean to imply," she said in a deliberately slow manner, "that having money automatically gratifies all one's desires."



I don't for a moment think there are things money can't buy. Goodness, no. But, having bought them, they don't always gratify the buyer. Everything is for sale, apparently, but when you get it in your hand, it isn't always the same as it looked in the shop window."

#### 4.8.1 Vocabulary notes

vault – хранилище, сейф

business loan – ссуда, выдаваемая деловым предприятиям

to handle money – заниматься деньгами

supply of money – предложение денег; денежные резервы

#### 4.8.2 Fill in the gaps with the prepositions: *out of, forward toward, in, for, of, at*

1 We keep money ... vaults where it can't be stolen, except occasionally.

2 We invest money ... bonds and stocks and mortgages and business and personal loans, we handle it, we channel it.

3 As a Federal Reserve Bank, we create a brand-new dollar thin air ... every four dollars we take ....

4 Palmer stopped, suddenly aware ... the fact that his voice had grown ... intensity until a man two tables away glanced at him.

5 Virginia leaned him, watching very closely now.

#### 4.8.3 Fill in the gaps with the words: *bonds, stocks, mortgages, except, sets, overpowered, printing, on credit*

1 We keep money in vaults where it can't be stolen, ... occasionally.

2 Money is invested in ..., ..., ....

3 We are responsible for ... money.

4 People want to buy all kinds of gimcracks, twenty-one-inch color television ..., two-door refrigerators, ... automobiles.

#### 4.8.4 Behind every automobile and television set stands a man willing to sell it

#### 4.8.5 Complete the sentences

1 We keep money in ...

2 We invest money in ...

3 We are responsible for...

4 People want to buy ...

5 The banks provide ...

6 Palmer's philosophy about money was ...

7 Virginia Clary's philosophy about money was ...

- 8 The whole idea of deferring desires comes ...
- 9 Having money automatically gratifies...
- 10 When you get money in your hand ...

4.8.6 Write ten sentences using the following words: *personal loans, to pay for it dearly, to be responsible for, to save money, to sell on credit, to have a philosophy about money, to resist the urge to own something at once; a bleak, stark, cold way of life; no matter, to want for money*

4.8.7 Answer the questions

- 1 Where did Virginia and Woods have their first dinner?
- 2 What did they discuss?
- 3 Where do bankers invest money in?
- 4 What is the Federal Reserve System?
- 5 Does the Ubco belong to the Federal Reserve System?
- 6 What is inflation?
- 7 Why was Palmer beginning to sound like a philosopher during their first dinner?
- 8 How did Woods Palmer consider money?
- 9 What was Palmer's explosive philosophy?
- 10 What did Virginia Clary think of money?
- 11 What is your philosophy of money?
- 12 What is life all about?

4.8.8 Retell the text expressing your attitude to the problem of money

4.8.9 Pair work: Make up the dialogue between Virginia Clary and Woods Palmer about role of money in one's life

## 4.9 Text 9

### THE BANKER

After Leslie Waller (to be continued)

Virginia Clary said: "The savings banks use the Ubco as a correspondent bank. We sell mortgages to them. We're all doing the same thing — banking. But there is our side and their side. Why?"

"Do you know the difference between a commercial and a savings bank?"

She nodded, blew out smoke and waved it away in a business-like manner, as if disposing of the question. "They can't make business loans."

"That's a by-product of the real difference."

"Which is?"

"Which is shrouded in the mists of time," Palmer explained. "Back, oh, about a century and a half. Right after the turn of the nineteenth century. Poor people could

do only two things with their money: hide it under the mattress, or spend it. It wasn't safe under the mattress, so they spent it on the thing that would let them forget their poverty: whisky."

"Ah, well I know the feeling."

"The do-gooders of the day were appalled. Drunkenness was all about them. So they imported an idea developed in Scotland by a dominie. Ministers, philanthropists, educators, reformers ... they began organizing savings banks to accept the savings of poor people."

"Sounds pretty dastardly."

"Terribly. The regular banks of the period wouldn't touch anything but business deposits or the estates of wealthy men. But the savings banks would accept anything, a penny a week, whatever a wage earner wanted to put aside. And the really dastardly thing was that they invested those pennies and paid back interest to the wage earners as an incentive to save more."

"Criminal!"

"No, the worst part hasn't been explained yet."

"What could be worse?" she asked.

"Just this: these savings banks were mutual. They had no stockholders. They were owned by their depositors. They made money only for their depositors. Nobody skimmed a profit off the top. All the earnings went right back to the wage earners who deposited their pennies in the savings bank." "Sounds downright socialistic."

"It is," Palmer told her. "But, you see, Karl Marx was only eight years old when that Scottish minister had his brainstorm."

"Oops."

"In any event, our brand of savings bankers were pretty true-blue. They usually invested their funds in government bonds. Highly patriotic. Highly stable, too. Almost none of their banks ever failed, which is more than you can say for ... well, anyway, time passed."

"A century of it."

"A century and more," Palmer said. "Things happened to the wage earner. He became unionized. He got Social Security, old-age benefits, health insurance, life insurance, welfare funds, pensions, everything. The commercial banks stopped turning up their noses at him. They welcomed his savings. He was banking's darling now, secure whether he worked or not, whether he was healthy or sick and with his family provided for when he died."

"Which has what to do with savings banks?"

"Exactly. It has nothing to do with them. They've outlived their usefulness. Nobody needs them any more."

"Oh," she said, "that's a shame. Really?"

"Seriously. What do they provide that isn't available to the wage earner from five other sources?"

"But it's sad," she objected. "All those ministers".

"I'd never have told you if I'd thought you'd crack up."

"I'll get over it in a moment," she said. "See? I'm over it already. Tell me, has anyone mentioned this to the savings banks? They're cruising right along as though

they still served a purpose.”

One corner of Palmer’s mouth turned up in a wry expression. “That’s the whole problem.”

“No one’s told them, huh?”

“Here is what’s happened,” Palmer said. “Those ministers planted a seed that grew into a tree. Nobody needs the tree, but it keeps right on growing. Savings banks give jobs to tens of thousands of employees, from the presidents on down to the clerks. True, there aren’t any stockholders. But the employee corps has a stake in making sure the savings banking system keeps flourishing.”

“Why not let them? I mean, people like to save at savings banks.”

“I’ll tell you why,” Palmer said. “That tree, the one that kept growing? It has deep roots. They’ve spread out and they keep spreading. And they’re stealing the nourishment from the ground on which we’re planted. Does that make it clear to you?”

“All of sudden, yes.” She sat back and stubbed out her cigarette. Then, looking up at him in a wary way, her eyes half hidden behind her long black lashes, she asked, “What are you going to do about the tree?”

Palmer looked at the table. “Prune it... drastically.”

#### 4.9.1 Vocabulary notes

correspondent bank – банк-корреспондент

regular bank – обычный банк

wage earner – рабочий

stockholder – акционер, пайщик

earnings – заработок, доход, прибыль; поступления

government bonds – государственные ценные бумаги, правительственные облигации

old-age benefits – пособие по старости

welfare funds – пособие по безработице

social security — социальное страхование

#### 4.9.2 Comments

they can't make business loans — они не могут предоставлять кредиты коммерческим предприятиям

that's a by-product of the real difference — это лишь косвенный результат существенного отличия

dominie — 1) шотл. Школьный учитель 2) амер. Священник, проповедник

he was banking's darling — от стал желанным гостем банка

true-blue — зд. Последовательно

they've outlived their usefulness — они (сбербанки) изжили себя

prune it... drastically — срубить его под корень

#### 4.9.3 Fill in the gaps with the prepositions: *with, on, of, to*

1 The Ubco sells mortgages ... them (the savings banks).

2 Poor people could do only two things ... their money: hide it... the mattress or spend it.

3 It wasn't safe under the mattress, so they spent it ... the thing that would let them forget their poverty: whisky.

4 The regular banks ... the period wouldn't touch anything but business deposits or the estates ... wealthy men.

5 The savings banks would accept anything, a penny ... a week, whatever a wage earner wanted to put aside.

#### 4.9.4 Fill in the gaps with the words: *earnings, more, depositors, savings, keeps*

1 The savings banks after the turn of the nineteenth century were owned by their ....

2 All the ... went right back to the wage earners who deposited their pennies in the savings bank.

3 A century and .... Things happened to the wage earner, he became unionized.

4 The commercial banks welcomed the wage earner's ....

5 The employee corps has a stake in making sure the savings banking system... flourishing.

#### 4.9.5 Complete the sentences:

1 The savings banks use ...

2 The difference between a commercial and a savings bank is ...

3 Right after the turn of the nineteenth century poor people do only two things with their money...

4 Karl Marx was only eight years old when ...

5 Things happened to the wage earner. ...

6 Savings banks give ...

#### 4.9.6 Write ten sentences using the following word combinations: *the savings banks, the commercial banks, a business-like manner, the real difference, in any event, government bonds, wage earner, salary earner, social security, welfare funds*

#### 4.9.7 Answer the questions

1 What is the real difference between a commercial bank and a savings bank?

2 Can the savings banks make business loans?

3 What could poor people do with their money back about a century and a half?

4 Why did ministers, philanthropists, educators, reformers begin organizing savings banks right after the turn of the nineteenth century?

- 5 Do the savings banks have stockholders?
- 6 Who owns the savings banks?
- 7 Whom do all the earnings of the savings banks go to?
- 8 Where do the savings banks invest in?
- 9 What securities did wage earners get?
- 10 Why did the commercial banks stop turning up their noses at wage earners?

4.9.8 Make up a dialogue about commercial and savings banks using words and phrases of the text

4.9.9 Retell the text expressing your attitude to a savings bank problem

## 4.10 Text 10

### THE BANKER

After Leslie Waller

Palmer walked into the lobby of the narrow old office building in which the Club was located.

Palmer glanced around.

“Yes, sir?”

Palmer turned to find an elderly gentleman. Palmer said: “Mr. Palmer to see Mr. Loomis.”

“Yes, Mr. Palmer. He’s expecting you. This way, please.”

Palmer followed him along a rather narrow corridor.

The first impression most people got of Joseph Loomis was usually an accurate one, unchanged by closer inspection. He had probably looked this way for the past thirty years and his photograph was familiar to anyone who followed the financial news.

“Glad you could come,” Loomis said as the waiter arrived with small leather folders.

“How’s Burckhardt treating you?” Loomis asked then.

“Leaving me pretty much alone.”

“Ha.” The monosyllable was not a laugh, but a word. “Lane leaves nobody alone. I imagine he warned you I’d turned renegade, eh?”

“He didn’t use exactly that word.”

“Too weak, eh? Turncoat? Traitor?”

“He told me about what I suppose a lot of people already know. Your loyalty to Murray Hill Savings.”

“Can’t figure it out, I imagine,” Loomis said, smiling slightly. “Lane has a sharp mind for corporate structures and such. But he’s poor on people. Can’t read them the way he ought to. Or won’t take the trouble, more likely.”

“I really haven’t noticed that.”

“Seems pretty astute to you, eh?” Loomis asked.

“Yes.”

“Why? Because he hired you?” Loomis smiled thinly again. “Sound judgement, eh?” The older man nodded several times. “All right. But he also hired Mac Burns. Eh?”

“And?” Palmer parried.

“Ha.” Loomis closed his menu with a sharp slap and pushed it away from him. “You’re about as close with words as your father before you.”

Palmer grinned, paused and cleared his throat.

“About this Murray Hill Savings business.”

“Yes, all right.”

“The whole savings-bank thing, really,” Palmer amplified. “Does it have to be as serious as it seems to be?”

“Seems to who?” Loomis asked dryly. “Lane Burckhardt and who else?”

“You’ll have to forgive me there,” Palmer said. “I’m a country boy, still. I’m not as up on things as I’d like to.”

“Palmer,” the older man cut in. “Every time a man tells me he’s a country boy who isn’t up to our big city ways, I always finish without my wallet. Now, then. I will do you the favor of being entirely candid. I know the job you’ve been assigned. Will you be equally candid and stop pretending this fight with the savings banks is a holy crusade?”

Palmer smiled. “It’s refreshing to hear you say that.”

“Eh?” Loomis stared at him, then nodded by way of acknowledging the evasion. His large eyes scanned the room behind Palmer. “All of us here,” he said then, “understand that it’s a grab for cash. The savings banks now get more of the cash and the commercial banks want a bigger share than they’ve been getting. In a situation like that, nobody profits.”

“Except the public.”

“Exactly.” Loomis nodded again several times. “There are certain battles the public watches with ill-concealed glee. Any kind of retail price war, for example. The public couldn’t care less who wins. They simply step in and buy at the lowest prices they can find. What we have here is much the same thing. Bankers at each other’s throats? The public loves it. And, meanwhile, they shop around for an extra quarter of a per cent per annum as though it would make them all rich as Croesus. Who gains? They, not we. Are we agreed?”

“Agreed.”

“A man with your particular background,” Loomis went on quickly, “doesn’t have to be told that bankers, of all people, can’t afford to wash their dirty linen in public. Am I right?”

“You are.”

“It may be somebody’s meat,” Loomis added, “but it’s our position. Is that correct?”

“Correct.”

Palmer nodded politely, waited a second and then asked, with as little ingenuousness as he could muster: “Do I understand, then, that you’d be willing to

withdraw your branch bill?"

Loomis sank back in his chair and for a moment, Palmer thought he had scored a point. It was an interesting game, now that he knew the name of it.

"You understand nothing of the sort," Loomis said at last. He glanced up at Palmer. "They warned me you were bright," he added in a quiet voice and looked down again.

"It's just," Palmer went on, "that it will be difficult to settle things out of the court as long as the savings banks pursue their branch bill."

"And if we withdrew it?" Loomis' glance lifted from his plate to fasten on Palmer.

"Then there'd be nothing to battle about."

"Is this your view, or Lane's?"

Palmer shrugged: "Anybody's, I should think. No branch bill, no branch battle."

Loomis nodded. "You have an odd idea of a compromise, eh? Nothing less than unconditional surrender."

"I really wish Lane hadn't found you, young man. You're as intransigent as he."

"Not really."

"Perhaps more so, since you're, as you say, new to the situation. One expects a wait-and-see attitude from a new man."

"Actually, wait-and-see is my attitude," Palmer said.

"Let me tell you something about Lane Burckhardt," Loomis began. "He fancies himself a leader. He is, too. He has all the physical qualities of a great line officer: bearing, presence, style, dash, all the outward qualities. He seems born to deliver the line: "Follow me, men!" As head of Ubco, he adds something else to his natural attributes: great financial power. You would think, therefore, that he should be, and therefore is, the leader of the commercial banks, eh? But he's not. No one is. Each bank follows its own destinies. After all, they compete with each other, as well as with the savings banks. What's good for Ubco isn't always good for its sister commercial banks. And when something's bad for Ubco, not all of Lane's immense personal qualities of leadership will convince his rival banks that they, too, <sup>ar</sup>e suffering. They may be. I should think they are, as a matter of obvious fact.

But they would suffer still more if they had to submit to Lane's leadership, because they would be abdicating a piece of their own autonomy by so doing. You'll find that the chief spokesman for the commercial banks in this state will always be some gentleman from a smaller bank, preferably upstate, who has been carefully chosen to head their trade association because, in real life, he is a pygmy among giants. The giants endorse him because they obviously surrender nothing by so doing. When Lane jumps into the situation, they flinch. They retreat. And that leaves Lane so far ahead of the parade that he can't hear the music."

Palmer smiled, not so much at the thought, but at the fact that Loomis had been effortlessly able to express it without □oφφ□lo, unless you counted the parade-music thing.

"I think that figure with the baton out there in front all by himself," he said, "isn't Burckhardt. It's me."

For the first time since they had met, Loomis' mouth split into a real, full grin.



“Now we’re talking,” he said. “I wondered if you’d understood just what Lane was doing to you.”

“But you’re not going to like this next thing,” Palmer said. “You see, the business of being a whatayacallit? Cat’s paw? Stalking horse? It may all be true.”

“I assure you it is,” the older man said.

“But it doesn’t bother me in the least.”

Palmer watched him sit perfectly still for a moment. Then Loomis nodded twice. “I see,” he said, finally. “I was afraid of that.”

#### 4.10.1 Vocabulary notes

wallet – бумажник

retail price – розничная цена

to compete – конкурировать

#### 4.10.2 Comments

monosyllable — односложное слово

turncoat — ренегат, перебежчик

#### 4.10.3 Fill in the gaps with the prepositions: *in, with, of, into, at, by*

1 Woods Palmer walked ... the lobby of the narrow old office building ... which the Club was located.

2 Woods Palmer made the appointment ... Joseph Loomis ... the Club.

3 Joseph Loomis was expecting ... Woods Palmer.

4 The first impression most people got... Joseph Loomis was usually an accurate one, unchanged ... closer inspection.

5 The waiter arrived ... small leather folders.

#### 4.10.4 Fill in the gaps with the words: *retail price, wash their dirty linen, as long as, as well as, commercial banks*

1 The savings banks now get more of the cash and the ... want a bigger share than they’ve been getting.

2 There are certain battles the public watches with ill-concealed glee, for example, any kind of ..... war.

3 A man with your particular background doesn’t have to be told that bankers, of all people, can’t afford to .....in public.

4 It will be difficult to settle things out of the court the savings banks pursue their branch bill.

5 Each bank follows its own destinies. After all, they compete with each other,..... with the savings banks.

#### 4.10.5 Write ten sentences using the following word combinations:

*immense personal qualities, rival banks, as a matter of obvious fact, ill-concealed glee, in a situation like this, to wash smb's dirty linen in public, great financial power, in real life, to have a sharp mind for corporate structures, to close the file with a sharp slap and push it away from ...*

4.10.6 Complete the sentences:

- 1 Each bank follows ...
- 2 The commercial banks compete with ...
- 3 As a matter of obvious fact the savings banks ...
- 4 Palmer watched Loomis ...
- 5 Loomis closed his menu ...
- 6 This Murray Hill Savings business is ...
- 7 Lane Burckhardt had a sharp mind for...
- 8 Lane Burckhardt headed ...
- 9 Joseph Loomis headed ...
- 10 I'm not as up on things as ...

4.10.7 Answer the questions

- 1 Where was the Club located?
- 2 Whom did Palmer make the appointment at the Club with?
- 3 What was Joseph Loomis?
- 4 How did he look like?
- 5 What was Woods Palmer?
- 6 How did Woods Palmer look like?
- 7 How did Joseph Loomis treat Woods Palmer?
- 8 What were Palmer's immense personal qualities?
- 9 Who had a sharp mind for corporate structures?
- 10 Why did Joseph Loomis and Woods Palmer discuss Lane Burckhardt?

4.10.8 Sum up the given extract

4.10.9 Pair work: Make up the dialogue between Palmer and Loomis at the Club dinner

## **4.11 Text 11**

### **A WOMAN OF SUBSTANCE**

After Barbara Taylor Bradford

Emma slipped on her horn-rimmed glasses and took up the large blue folder that pertained to Sitex Oil. As she quickly ran through the papers there was a gleam of satisfaction in her eyes. She had won. At last, after three years of the most despicable

and manipulative fighting she had ever witnessed, Harry Marriott had been removed as president of Sitex and kicked upstairs to become chairman of the board.

Emma has recognized Marriott's shortcomings years ago. She knew that if he was not entirely venal he was undoubtedly exigent and specious and dissimulation had become second nature to him. Over the years, success and the accumulation of great wealth had only served to reinforce these traits, so that now it was impossible to deal with him on any level of reason. As far as Emma was concerned, his judgement was crippled, he had lost the little foresight he had once had, and he certainly had no comprehension of the rapidly shifting inner worlds of international business.

As she made notations on the documents for future reference, she hoped there would be no more vicious confrontations at Sitex. Yesterday she had been mesmerized by the foolhardiness of Harry's actions, had watched in horrified fascination as he had so  $\square\circ\phi\phi\square$ lous $\square$  manoeuvred himself into a corner from which Emma knew there was no conceivable retreat. He had appealed to her friendship of some forty-odd years only once, floundering, helpless, lost; a babbling idiot in the face of his adversaries, of whom she was the most formidable. Emma had answered his pleas with total silence, an inexorable look in her pitiless eyes. And she had won. With the full support of the board. Harry was out. The new man, her man, was in and Sitex Oil was safe. But there was no joy in her victory, for to Emma there was nothing joyful in a man's downfall.

Satisfied that the papers were in order, Emma put the folder and her glasses in her briefcase, settled back in her seat, and sipped the cup of coffee. After a few seconds she addressed Paula. "Now that you have been to several Sitex meetings, do you think you can cope alone soon?"

Paula glanced up from the balance sheets, a look of astonishment crossing her face. "You wouldn't send me in there alone!" she exclaimed. "It would be like sending a lamb to the slaughter. You wouldn't do that to me yet." As she regarded her grandmother she recognized that familiar inscrutable expression for what it truly was, a mask to hide Emma's ruthless determination. My God, she does mean it, Paula thought with a sinking feeling. "You are not really serious, are you, Grandmother?"

"Of course I'm serious!" A flicker of annoyance crossed Emma's face. She was surprised at the girl's unexpected but unequivocal nervousness, for Paula was accustomed to high-powered negotiations and had always displayed nerve and shrewdness. "Do I ever say anything I don't mean? You know better than that, Paula," she said sternly.

Paula was silent and, in that split second of silence, Emma became conscious of her tenseness, the startled expression that lingered on her face. Is she afraid? Emma wondered. Surely not. She had never displayed fear before. She was not going to turn out like the others, was she? This chilling possibility penetrated Emma's brilliant mind like a blade and was so unacceptable she refused to contemplate it. She decided then that Paula had simply been disturbed by the meeting, perhaps more so than she had shown. It had not disturbed Emma; rather it had irritated her, since she had found the bloodletting unnecessary and a waste of precious time, and therefore all the more reprehensible. But she had seen it all before, had witnessed the rapacious pursuit of power all of her life, and she could take it in her stride.

With her strength she was equipped to deal with it dispassionately. As Paula will have to learn to do, she told herself.

The severity of her expression did not change, but her voice softened as she said, “However, I won’t send you alone to Sitex until you know, as I already know, that you can handle it successfully.”

#### 4.11.1 Vocabulary notes

chairman of the board – председатель правления компании

shortcoming – недостаток; нехватка, дефицит

foresight – предвидение, предусмотрительность

balance sheets – балансовый отчет

negotiations – переговоры

#### 4.11.2 Fill in the gaps with the prepositions: *at, in, of, on*

1 Harry Marriott had been removed as president ... Sitex and kicked upstairs to become chairman ... the board.

2 Over the years, success and the accumulation of great wealth had only served to reinforce these traits, so that now it was impossible to deal with him ... any level of reason.

3 As Emma made notations ... the documents for future reference, she hoped there would be no more vicious confrontations ... Sitex.

4 Emma had won but there was no joy ... her victory, for to Emma there was nothing joyful... a man’s downfall.

5 Satisfied that the papers were ... order, Emma put the folder and her glasses ... her briefcase, settled back ... her seat and sipped the cup of coffee.

#### 4.11.3 Fill in the gaps with the words and expressions: *balance sheets, ruthless determination, displayed fear, was accustomed, afraid of, make some changes, another cup of coffee*

1 Paula glanced up from the ... , a look of astonishment crossing her face.

2 As Paula regarded her grandmother she recognized that familiar inscrutable expression for what it truly was, a mask to hide Emma’s... ..

3 Paula ... .. to high-powered negotiations and had always displayed nerve and shrewdness.

4 Paula had never ... ..before.

5 Paula poured herself.... and, as she sipped it, regarded her grandmother carefully.

6 Paula had never been ... .. her grandmother, but she recognized that most of the family were, her uncle Kit in particular.

7 Emma looked up from the papers: “Paula, how would you like to go to the Paris store? I really think I have to ... ..in the administration, from what I see in these balance sheets.”

4.11.4 Write ten sentences using the following word combinations: *to deal with, the accumulation of great wealth, to appeal to smb's friendship (cooperation), balance sheets, to be accustomed to, to make some changes, to display fear, a waste of precious time, the rapacious pursuit of power, to handle business successfully*

4.11.5 Answer the questions

- 1 What business did Emma run?
- 2 Who helped Emma in her business?
- 3 What was Harry Marriott?
- 4 What kind of a man was he?

4.11.6 Using the text make up a dialogue between Emma and Paula

4.11.7 Retell the text

## 4.12 Text 12

### A WOMAN OF SUBSTANCE

After Barbara Taylor Bradford (to be continued)

Paula was still holding the folder in her hands, delicate hands with tapering fingers. She put the folder down and sat back in her seat. She was regaining her composure and, gazing steadily at her grandmother, she said quietly, "What makes you think they would listen to me the way they listen to you? I know what the board think of me. They regard me as the spoiled, pampered granddaughter of a rich and powerful woman. They dismiss me as empty-headed and silly, a brainless pretty face. They wouldn't treat me with the same deference they treat you, and why should they? I'm not you."

Emma pursed her lips to hide a small amused smile, sensing injured pride rather than fear. "Yes, I know what they think of you," she said in a much milder tone, "and we both know how wrong they are. And I do realize their attitude riles you, darling. I also know how easy it would be for you to disabuse them of their opinions of you. But I wonder, Paula, would you want to do that?"

She looked at her granddaughter quizzically, a shrewd glint in her eyes, and when the girl did not answer, she continued: "Being underestimated by men is one of the biggest crosses I've had to bear all of my life, and it was particularly irritating to me when I was your age. However, it was also an advantage and one I learned to make great use of, I can assure you of that. You know, Paula, when men believe they are dealing with a foolish or stupid woman they lower their guard, become negligent and sometimes even downright reckless. Unwittingly they often hand you the advantage on a plate."

"Yes, but... "

"No buts, Paula, please. And don't you underestimate me. Do you honestly

think I would expose you to a dangerous situation?” She shook her head and smiled. “I know what your capabilities are, my dear. I have always been sure of you. More sure of you than any of my own children, apart from your mother, of course, and you’ve never let me down.”

“I appreciate your confidence, Grandmother,” Paula replied steadily, “but I do find it hard to deal effectively with people who don’t take me seriously and the Sitex board do not.” A stubborn look dulled the light in her eyes and her mouth became a thin tight line, an unconscious replica of her grandmother’s.

“You know, you really surprise me. You have enormous self-assurance and have dealt with all manner of people, on all levels, since you were quite a young girl. It has never seemed to disturb you before.” Emma sighed heavily. “And haven’t I told you countless times that what people think about you in business is unimportant. The important thing is for you to know who you are and what you are. And frankly I always thought you did.”

“I do!” Paula cried, “but I am not sure that I have your capacity for hard work, or your experience.”

Emma’s face darkened. “Yes, you do. Furthermore, you have all the advantages of education I never had, so don’t let me hear you speak so negatively of yourself again! I’ll concede experience to you, but only to a degree. And you are gaining more of that every day. I’ll tell you in all honesty, Paula, I would have no compunction in sending you back to Sitex tomorrow — and without me. Because I know you would handle yourself brilliantly. After all, I raised you, I trained you. Don’t you think I know what I created?”

A carbon copy of yourself and a copy is never quite as good as the original, Paula thought dryly, but said, “Please don’t be angry, Grandmother”. Her voice was gentle. “You did a wonderful job. But I’m not you. And the board are very aware of that. It’s bound to affect their attitude!”

“Now listen to me!” Emma leaned forward and her narrowed eyes were like green glass slits underneath the old wrinkled lids. She spoke more slowly than was her custom, to give weight to her words.

“You seem to have forgotten one thing! When you walk into Sitex in my place, you walk in there with something they have to take seriously. Power! Whatever they think of your ability, that power is the one thing they cannot ignore. The day you take over from me, after my death, you will be representing your mother, who will have become the single largest stockholder of Sitex. With her power of attorney you will be controlling twenty-five per cent of the preferred stock and fifteen per cent of the common stock of a multimillion-dollar corporation.” She paused and stared intently at Paula, and then continued: “That’s not ordinary power, Paula. That’s immense power, and especially so in one person’s hands. And don’t you ever forget that. Believe me, they won’t when it comes to the crunch. They didn’t yesterday. But in spite of their unparalleled behaviour — and I am beginning to realize just how much it did upset you — they were unable to ignore me and what I represent!” Emma sat back in her seat, but she kept her eyes focused on Paula, and her face was implacable.

#### 4.12.1 Vocabulary notes

preferred stock (амер.) = preference stock – привилегированные акции  
common stock – обыкновенная акция

#### 4.12.2 Fill in the gaps with the prepositions: *to, by, at, of, in, for*

1 Paula was still holding the folder ... her hands, delicate hands with tapering fingers.

2 She was regaining her composure and, gazing steadily ... her grandmother, she said quietly, "What makes you think the board would listen ... me the way they listen to you?"

3 Emma looked ... her granddaughter, a shrewd glint in her eyes, and when the girl did not answer, she continued: "Being underestimated ... men is one of the biggest crosses I've had to bear all my life, and it was particularly irritating to me when I was your age."

4 A stubborn look dulled the light... her eyes and her mouth became a thin tight line, an unconscious replica... her grandmother's.

5 Paula cried, "I am not sure that I have your capacity ... hard work, or your experience."

6 Emma said ... Paula: "You have all the advantages ... education I never had, so don't let me hear you speak so negatively of yourself again."

7 Emma told ... Paula: "I'll concede experience ... you, but only ... a degree."

#### 4.12.3 Fill in the gaps with the word combinations: *most needed, sudden interest, take inventory, go on, you the truth*

1 Paula remarked, keeping her voice casual and light, "I'll go to Paris if you want, but to tell ... .., I had thought of spending some time in Yorkshire."

2 Paula murmured, "I'll go where you think I'm ... .. Obviously it's a Paris." She sat very still, sensing her grandmother's surprised reaction.

3 Emma demanded, "Why this ... .. in Yorkshire?. It strikes me there is some fatal fascination up there! Jim Fairly, I presume."

4 Paula said defensively, "Don't be ridiculous! I just thought I ought to ... ..at the northern stores.

5 Paula hesitated, wondering whether she dare ... .., she did not want to hurt her grandmother.

4.12.4 Write ten sentences using the following word combinations: *delicate hands, a small amused smile, injured pride, a dangerous situation, to have enormous self-assurance, to have capacity for hard work, to have all the advantages of education, to speak negatively of yourself, to become the single largest stockholder, to hand somebody the advantage on a plate*

#### 4.12.5 Complete the sentences

- 1 Paula was still holding ...
- 2 Paula was afraid of...
- 3 Paula appreciated...
- 4 Paula had all the advantages ...
- 5 Power is...

#### 4.12.6 Answer the questions

- 1 Why was Paula afraid of the Sitex board?
- 2 What did Emma assure Paula of?
- 3 What advantages did Paula have in business?
- 4 What is the most important thing in business for a woman?
- 5 Why was Emma's face implacable?

4.12.7 Make up a dialogue between Emma and Paula using words and expressions from the text

#### 4.12.8 Retell the text

### 4.13 Text 13

#### A WOMAN OF SUBSTANCE

After Barbara Taylor Bradford (to be continued)

Paula had been listening attentively to her grandmother, as she always did, and her nervousness was ebbing away. For she did have courage and spirit, and not a little of Emma's resoluteness. But the virulence of the fighting at Sitex had indeed appalled her, as Emma suspected. As she gazed at her grandmother, reflecting on her words, she looked at her again, as she had yesterday. Emma was seventy-eight years old. An old woman. Yet she had none of the infirmities of the aged, nor their loss of grace. She was vital and totally in command of her faculties. Paula had watched her grandmother's performance at Sitex with awe, had been amazed at her invincible strength, but most of all she had admired her integrity in the face of incredible pressure and opposition. Now Paula wondered, with a cold and calculating objectivity, whether she would ever have that sense of purpose, that icy tenacity to manipulate those men as astutely as her grandmother had. She was not sure. But then some of the nagging doubts were dispelled as she recognized the truth of her grandmother's words. Finally it was her own driving ambition that ultimately overcame the remnants of nervousness.

She spoke with renewed confidence. "You're right, of course. Power is the most potent of weapons, probably more so than money. And I'm sure it is the only thing the Sitex board do understand." She paused and looked at her grandmother directly. "I'm not afraid of them! Don't think that, Grandy. Although I must admit they did



disgust me. I suppose if I was afraid, I was afraid of failing you.” The smile she gave Emma was full of sureness and the troubled look had left her face.

Emma leaned forward and patted her hand reassuringly. “Don’t ever be afraid of failing, Paula. It’s stopped more people achieving their goals than I care to think about. When I was your age I didn’t have time to worry about failing. I had to succeed to survive. And always remember what you just said to me about power. It is the ultimate weapon. Power, not money, talks.

Money is only important when you’re truly poor, when you need it for a roof over your head, for food and clothes. Once you have these essentials taken care of and go beyond them, money is simply a unit, a tool to work with. And don’t ever let anyone persuade you that power corrupts.

It doesn’t always, only when those with power will do anything to hold on to that power. Sometimes it can even be ennobling.” She smiled briefly and added with great positiveness, “And you won’t fail me, my dear.”

“I hope not, Grandy”, Paula said, and when she saw the challenging look that swept over Emma’s face, she added quickly, “I know I won’t! But what about Harry Marriott? He’s the chairman and he appears to hate me.”

“I don’t think he hates you, Paula. Fears you perhaps.” Emma’s voice was suddenly flat, but there was a dark gleam in her eyes. She had many memories of Harry Marriott, none of them very pleasant, for she had crossed swords with him innumerable times in the past.

“Fears me! Why?” Surprise made the girl’s voice rise noticeably, and she leaned forward towards her grandmother.

A flicker of contempt touched Emma’s face as she thought of Marriott. “Because you remind him too much of your grandfather and that unnerves him. Harry was afraid of your grandfather from the very beginning, when they formed the original Sydney-Texas Oil Company and started drilling. Your grandfather always knew what Harry was and Harry instinctively knew that he knew. Hence his fear. When your grandfather left the Sitex stock to me it was with the understanding that I would never sell it as long as I lived. I was to hold it in trust for your mother and any children she might have. You see, your grandfather had great vision, Paula. He recognized years ago that Sitex would become the major company it is today and he wanted us to benefit from it. And he wanted Harry controlled. He wanted my rein on him always.”

“I don’t think he can do any more damage at Sitex. He’s been rendered virtually powerless, thanks to you. Grandfather would be proud of you, darling,” Paula said, and then asked with some curiosity, “Do I really resemble him? Grandfather, I mean?”

Emma looked at Paula quickly. They were flying into the sun and a passage of light, very intense and golden, came in through the window. It centred on Paula as she was speaking. To Emma, her hair seemed shinier and blacker in this golden light, hanging in folds like switches of velvet around the pale still face, and her eyes were bluer and more alive than ever. His eyes. His hair. She smiled gently, her eyes lighting up. “Sometimes you do, like right now. But mostly I think it’s something in your manner that flusters Harry Marriott. And you have no cause to worry about him,

Paula. He won't be there for long." She turned to the briefcase on the seat and began sorting her papers. After a few minutes she looked up and said, "If you've finished with the balance sheets of the New York store I'll have them back. By the way, do you agree with me?"

"Yes, I do, Grandy. They've made a □офф□lous turnround." "Let's hope we can keep them on the straight," Emma said as she took the folder from Paula. She put on her glasses and began studying the figures from the Paris store, already calculating the changes that would have to be made there: Emma knew the store was running into trouble and her mouth tightened in aggravation as she concentrated on the damning figures, and considered the moves she would make on their return to England.

#### 4.13.1 Vocabulary notes

essentials – предметы первой необходимости

to benefit – получать пользу; извлекать выгоду

turn-round – оборот, оборачиваемость (валюты)

#### 4.13.2 Fill in the gaps with the prepositions: *with, of, about, in, to*

1 Emma was vital and totally ... command of her faculties.

2 Now Paula wondered, ... a cold and calculating objectivity, whether she would ever have that sense of purpose, that icy tenacity to manipulate those men as astutely as her grandmother had.

3 Power is the most potent ... weapons, probably more so than money.

4 The smile Paula gave Emma was full ... sureness and the troubled look has left her face.

5 Emma said ... Paula, "When I was your age I didn't have time to worry ... failing. I had to succeed to survive."

6 Emma leaned forward, "Don't ever be afraid of failing, Paula. It's stopped more people achieving their goals than I care to think about."

7 Emma smiled briefly and added ... great positiveness, "You won't fail me, my dear."

#### 4.13.3 Fill in the gaps with the word combinations: *renewed confidence, work with, food, clothes, crossed swords, performance, faculties, weapons*

1 Paula had watched her grandmother's ... at Sitex with awe, had been amazed at her invincible strength.

2 Emma was seventy-eight years old, yet she was vital and totally in command of her....

3 Paula spoke with. "Power is the most potent of..., probably more so than money."

4 Money is only important when you're truly poor, when you need it for a roof over your head, for ... and ..., money is simply a unit, a tool to ... .

5 Emma had many memories of Harry Marriott, none of them very pleasant, for

she had ... ..with him innumerable times in the past.

4.13.4 Write ten sentences using the following word combinations: *challenging look, innumerable times, invincible strength, in the face of incredible pressure and opposition, to be in command of..., to have the sense of purpose, to have many memories of..., to cross swords with ..., to remind smb. Of smth., from the very beginning*

4.13.5 Complete the sentences

- 1 Paula had been listening to ...
- 2 Paula had watched ...
- 3 Paula had been amazed at...
- 4 Paula had admired ...
- 5 Paula wondered...
- 6 Emma was...
- 7 Emma suspected...
- 8 Emma cared to think about...
- 9 Money is...
- 10 Harry Marriott was afraid of...

4.13.6 Answer the questions

- 1 How old was Emma?
- 2 How did Emma look like?
- 3 How did Emma treat Paula?
- 4 What was Paula afraid of?
- 5 What memories of Harry Marriott did Emma have?

4.13.7 Describe Paula's appearance

4.13.8 Make up a dialogue between Emma and Paula when they flew from New York to London

4.13.9 Retell the text expressing your attitude to Emma's business abilities

#### **4.14 Text 14**

##### **THE THORN BIRDS**

After Colleen McCullough

There is a legend about a bird which sings just once in its life, more sweetly than any other creature on the face of the earth. From the moment it leaves the nest it searches for a thorn tree, and does not rest until it has found one. Then, singing among the savage branches, it impales itself upon the longest, sharpest spine. And,

dying, it rises above its own agony to out-carol the lark and the nightingale. One superlative song, existence the price. But the whole world stills to listen, and God in His heaven smiles. For the best is only bought at the cost of great pain... Or so says the legend.

Sitting at his window looking out over the vista of Drogheda in the dying sun, the ghost gums golden, the mass of red and pink and white roses in the garden all empurpled, Father Ralf de Bricassart took Mary Carson's letter from his case and held it between his hands. But she had insisted he read it before he buried her, and somewhere in his mind a little voice was whispering that he must read it now, not later tonight after he had seen Paddy and Meggie, but now before he had seen anyone save Mary Carson.

It contained four sheets of paper; he riffled them apart and saw immediately that the lower two were her will. The top two were addressed to him, in the form of a letter.

My dearest Ralph,

You will have seen that the second document in this envelope is my will. I already have a perfectly good will signed and sealed in Harry Gough's office in Gilly; the will enclosed herein is a much later one, and naturally nullifies the one Harry has.

As a matter of fact I made it only the other day, and had it witnessed by Tom and the fencer, since I understand it is not permissible to have any beneficiary witness one's will. It is quite legal, in spite of the fact Harry didn't draw it up for me. No court in the land will deny its validity, I assure you.

But why didn't I have Harry draw this testament up if I wanted to alter the disposition of my effects? Very simple, my dear Ralph. I wanted absolutely no one to know of this will's existence apart from you, and me. This is the only copy, and you hold it. Not a soul knows that you do. A very important part of my plan.

Do you remember that piece of the Gospel where Satan took Our Lord Jesus Christ up onto a mountaintop, and tempted Him with the whole world? How pleasant it is to know I have a little of Satan's power, and am able to tempt the one I love (do you doubt Satan loved Christ? I do not) with the whole world. The contemplation of your dilemma has considerably enlivened my thoughts during the past few years, and the closer I get to dying, the more delightful my visions become.

After you've read the will, you'll understand what I mean. While I burn in Hell beyond the borders of this life I know now, you'll still be in that life, but burning in a hell with fiercer flames than any God could possibly manufacture. Oh, my Ralph, I've gauged you to a nicety! If I never knew how to do anything else, I've always known how to make the ones I love suffer. And you're far better game than my dear departed Michael ever was.

When I first knew you, you wanted Drogheda and my money, didn't you, Ralph? You saw it as a way to buy back your natural meatier. But then came Meggie, and you put your original purpose in cultivating me out of your mind, didn't you? I became an excuse to visit Drogheda so you could be with Meggie. I wonder could you have switched allegiances so easily had you known how much I'm actually worth? Do you know, Ralph? I don't think you have an inkling. I suppose it isn't

ladylike to mention the exact sum of one's assets in one's will, so I had better tell you here just to make sure you have all the necessary information at your fingertips, when it comes to your making a decision. Give or take a few hundred thousands, my fortune amounts to some thirteen million pounds.

I'm getting down towards the foot of the second page, and I can't be bothered turning this into a thesis. Read my will, Ralph, and after you've read it, decide what you're going to do with it. Will you tender it to Harry Gough for probate, or will you burn it and never tell a soul it existed? That's the decision you've got to make. I ought to add that the will in Harry's office is the one I made the year after Paddy came, and leaves everything I have to him. Just so you know what hangs in the balance.

Ralph, I love you so much I would have killed you for not wanting me, except that this is a far better form of reprisal. I'm not the noble kind.

I love you but I want you to scream in agony. Because, you see, I know what your decision will be. I know it as surely as if I could be there, watching. You'll scream, Ralph, you'll know what agony is. So read on, my beautiful, ambitious priest! Read my will, and decide your fate.

It was not signed or initialed. He felt the sweat on his forehead, felt it running down the back of his neck from his hair. And he wanted to get up that very moment to burn both documents, never read what the second one contained.

But she had gauged her quarry well, the gross old spider. Of course he would read on; he was too curious to resist. God! What had he ever done, to make her want to do this to him? Why did women make him suffer so? Why couldn't he have been born small, twisted, ugly? If he were so, he might have been happy.

The last two sheets were covered by the same precise, almost minute writing. As mean and drudging as her soul.

I, Mary Elizabeth Carson, being of sound mind and sound body, do hereby declare that this is my last will and testament, thereby rendering null and void any such testaments previously made by me.

Save only for the special bequests made below, all my worldly goods and moneys and properties I bequeath to the Holy Catholic Church of Rome, under the hereby stated conditions of bequest:

First, that the said Holy Catholic Church of Rome, to be called the Church hereafter, knows in what esteem and with what affection I hold her priest, Father Ralph de Bricassart. It is solely because of his kindness, spiritual guidance and unfailing support that I so dispose of my assets.

Secondly, that the bequests shall continue in the favor of the Church only so long as she appreciates the worth and ability of the said Father Ralph de Bricassart.

Thirdly, that the said Father Ralph de Bricassart be responsible for the administration and channeling of these my worldly goods, moneys and properties, as the chief authority in charge of my estate.

Fourthly, that upon the demise of the said Father Ralph de Bricassart, his own last will and testament shall be legally binding in the matter of the further administration of my estate. That is, the Church shall continue in full ownership, but Father Ralph de Bricassart shall be solely responsible for the naming of his successor

in administration; he shall not be obliged to select a successor who is either an ecclesiastical or a lay member of the Church.

Fifthly, that the station Drogheda be never sold nor subdivided.

Sixthly, that my brother, Padraic Cleary, be retained as manager of the station Drogheda with the right to dwell in my house, and that he be paid a salary at the discretion of Father Ralph de Bricassart and no other.

Seventhly, that in the event of the death of my brother, the said Padraic Cleary, his widow and children be permitted to remain on the station Drogheda and that the position of manager shall pass consecutively to each of his sons, Robert, John, Hugh, Stuart, James and Patrick, but excluding Francis.

Eighthly, that upon the demise of Patrick or whichever son excluding Francis is the last son remaining, the same rights be permitted the said Padraic Cleary's grandchildren.

Special bequest.

To Padraic Cleary, the contents of my houses on the station Drogheda.

To Eunice Smith, my housekeeper, that she remain at a fair salary so long as she desires, and in addition that she be paid the sum of five thousand pounds forthwith, and that upon her retirement she be awarded an equitable pension.

To Minerva O'Brien and Catherine Donnelly, that they remain at fair salaries so long as they desire, and in addition that they be paid the sum of one thousand pounds each forthwith, and that upon their retirements they be awarded equitable pensions.

To Father Ralph de Bricassart the sum of ten thousand pounds to be paid annually so long as he shall live, for his own private and unquestioned use.

It was duly signed, dated and witnessed.

His room looked west. The sun was setting. The pall of dust which came with every summer filled the silent air, and the sun thrust its fingers through the fine-strung particles so that it seemed the whole world had turned to gold and purple. Streaky clouds rimmed in brilliant fire poked silver streamers across the great bloody ball which hung just above the trees of the far paddocks.

"Bravo!" he said. "I admit it, Mary, you've beaten me. A master stroke. I was the fool, not you."

He could not see the pages in his hand through the tears, and moved them before they could be blotched. Thirteen million pounds! Thirteen million pounds! Thirteen million pounds! It was indeed what he had been angling for in the days before Meggie. And with her coming he had abandoned it, because he couldn't carry on such a campaign in cold blood to cheat her of her inheritance. But what if he had known how much the old spider was worth? What then? He had no idea it was a tenth so much. Thirteen million pounds [5]!

#### 4.14.1 Vocabulary notes

will – завещание

beneficiary – бенефициар (наследник по завещанию)

validity – законность, юридическая сила

fortune amounts – состояние (богатство) составляет (сумму); равняется

property – собственность, имущество  
ownership – владение  
salary – жалование, оклад  
retirement – выход в отставку, на пенсию  
equitable pension – справедливая пенсия  
indecent — неприличный, непристойный  
to use — language — непристойно выражаться  
obsession — навязчивая идея, наваждение

#### 4.14.2 Comments

Colleen McCullough — Колин Маккалоу  
Ralph de Bricassart — Ральф де Брикассар  
Drogheda — Дрохеда  
Gospel — Священное писание  
Our Lord Jesus Christ — наш Господь Иисус Христос  
Harry Gough — Гарри Гофф  
Gilly — Джилли

#### 4.14.3 Fill in the gaps with the prepositions: *to, in, of, at*

1 Father Ralf de Bricassart was sitting ... his window looking out over the vista of Drogheda... the dying sun.

2 Father Ralf de Bricassart took Mary Carson's letter addressed ... him.

3 Mary Carson's letter contained four sheets... paper.

4 As Father Ralf came ... holding Meggie's hand, Mary Carson's gaze beat the child's down; Father Ralf felt the increase ... Meggie's pulse rate and squeezed her wrist sympathetically.

5 Mary Carson had made Gillanbone the epicenter... the Archbishop Papal Legate's map with a vengeance; the tremors would reach as far as the Vatican.

4.14.4 Write eight sentences with the following word combinations: *as a matter of fact, in spite of, to draw up the will for smb., to deny the will's validity, the will's existence, the last will and testament, to bind legally in the matter of the further administration of the estate in the event of, the sum of*

4.14.5 Fill in the gaps with the word combinations: *rightly assuming, had lived, be well respected, get out, was retained*

1 For seven years Padraic Cleary and his family... .. in the head stockman's house and worked themselves ragged for Mary Carson.

2 Padraic Cleary had grown to love Drogheda as if the station were his own, it... .. would be.

3 Paddy wouldn't be the owner of that fabulous thirteen million pounds, but he would ... ..comfortably provided for.

4 Padraic Cleary as manager of the station Drogheda with the right to dwell in Mary Carson's house and be paid a salary at the discretion of Father Ralf de Bricassart.

5 Thirteen million pounds meant the chance to be Cardinal de Bricassart, the chance to... ..of Gillanbone.

#### 4.14.6 Complete the sentences

- 1 Father Ralf de Bricassart was ...
- 2 Padraic Cleary was ...
- 3 Mary Carson was ...
- 4 After her death, Mary Carson left...
- 5 Before her death, Mary Carson wrote ...

#### 4.14.7 Answer the questions

- 1 What was Mary Carson?
- 2 Where did she live?
- 3 Who was Padraic Cleary?
- 4 What was Padraic Cleary?
- 5 What was Harry Gough?
- 6 How many pounds did Mary Carson's fortune amount to?
- 7 What did Mary Carson's last letter contain?
- 8 Why did Mary Carson insist Father Ralf de Bricassart read the letter before he buried her?
- 9 What sum of pounds will be paid annually to Father Ralf de Bricassart so long as he shall live?
- 10 Why did Mary Carson make Father Ralf de Bricassart suffer?

#### 4.14.8 Retell the text

### 4.15 Text 15

#### **THE WOMEN IN HIS LIFE**

After Barbara Taylor Bradford

He walked on past the Henley car showroom and Lloyds bank, and pushed through the doors of Berkeley Square House. He nodded to the security guard, who touched his cap in recognition. This was the best commercial address in town and a powerhouse of a building. Here, floor upon floor, were housed the great international corporations and the multinationals, companies that had more financial clout than the governments of the world. Maxim thought of the bluff-colored edifice as a mighty treasury of trade, for it did hundreds of billions of dollars' worth of business a year. And yet it had no conspicuous face; had long since blended into the landscape of this lovely, leafy square in the very heart of Mayfair, and most Londoners who walked



past it daily were hardly aware of its existence. But it was the British base for an amazing number of megacorporations and the spot where the big bucks stopped.

Maxim crossed the richly carpeted white-marble hall, stepped into the elevator and rode up to Alan Trenton's offices on the sixth floor.

Alan had recently finished redecorating his office, and Maxim liked the new ambience. A sense of elegance and warmth had been created, with pine-paneled walls, fine English antiques and bucolic landscapes of the English countryside hanging in elaborate carved and gilded frames. All bespoke Trenton's lifelong predilection for ancient objects and artifacts, which had developed into a very serious and consuming hobby. He had become a well-known collector, an avid bidder at auctions. All that oil money to spend, Maxim commented to himself. North Sea oil money. Big Texas oil money. He had encouraged Alan to pursue his own ideas, to expand the family business after he had taken over from his father, and backed him to the hilt in every way, giving him moral and financial support. The combination has worked, and Alan's great prosperity over the past fifteen years pleased Maxim tremendously.

A moment later Trenton handed Maxim the champagne. They clinked tankards. Alan said, "Here's to your title. Wear it in good health, old chap."

Maxim couldn't help laughing. "Thanks, Stubby, and here's to you." Maxim tasted the icy Cristal, liking its dryness. He took another sip, then said, "So, Alan, what *is* this all about?"

Trenton eyed him speculatively. "How would you like to be a white knight?"

Maxim stared at him. It was the last thing he expected.

"To come to the rescue of Lister Newspapers, I presume," Maxim said at last, and it was Trenton's turn to be taken aback. "Someone else had already approached you!" he exclaimed, managing to make his words sound like both a statement and a question.

Maxim shook his head. "Not at all. But that's the only company in London facing hostile takeover bid, at least that I'm aware of. And anyway, how come you're involved?"

"In actuality, I'm not," Trenton was quick to say. "I'm sort of" – he paused, groped for a word – "a go-between. It's John Vale, my merchant banker, who is the one involved. The merchant bank acts for Lister Newspapers and John is very close to the chairman, Harry Lister, and is seeking to help him. He's aware we're old friends and asked me to arrange this meeting."

"But it's hardly my bailiwick, I'm not interested in –" Maxim abruptly broke off as he saw the door open.

#### 4.15.1 Vocabulary notes

multinationals – международная, транснациональная компания

financial clout – влиятельное лицо в бизнесе

edifice – здание, сооружение

prosperity - процветание

takeover bid – предложение о присоединении компании

merchant banker – банк- акцептант, торговый банк

bailiwick – (шутл.) круг деятельности

#### 4.15.2 Fill in the gaps with the following prepositions **in, at, to, of**

The security guard touched his cap \_\_\_ recognition.

He had become an avid bidder \_\_\_ auctions.

Maxim stared \_\_\_ him.

Most Londoners who walked past it daily were hardly aware \_\_\_ its existence.

He had encouraged Alan \_\_\_ expand the family business.

This was the best commercial address in town and a powerhouse \_\_\_ a building.

#### 4.15.3 Make up five sentences using the following expressions: ***to be aware of, to be interested in, to be taken aback, to back sb., can not help doing sth***

#### 4.15.4 Learn the following phrasal verbs

to break off	внезапно прекращать, обрывать (разговор, беседу)
to break down	разбивать, разрушать(ся), сломать
to break into	вламываться
to break up	разбивать (на мелкие куски)
to break away	убежать, вырваться (из тюрьмы)

#### 4.15.5 Fill in the blank with the appropriate phrasal verb

- 1 Burglars \_\_\_\_\_ our house while we were on holiday.
- 2 The car \_\_\_\_\_ again this morning.
- 3 The criminal \_\_\_\_\_ from the policemen who were holding him.
- 4 In spring the ice on the Great Lakes \_\_\_\_\_.
- 5 There isn't going to be a wedding – they have \_\_\_\_\_ their engagement.

### 4.16 Text 16

#### THE WOMEN IN HIS LIFE

After Barbara Taylor Bradford

When Trenton returned to his office a few seconds later, John Vale peered at him and, with anxiety in his voice, asked, “Well? What did he say?”

“Nothing. At least, not about Lister Newspapers and his intentions. He wouldn't, you know, not even to me. He's very secretive about his business, always has been. I can tell you for a fact that he shreds every document that passes through his hands. Afraid of leaks, I suppose.”

“Nobody knows him better than you, Alan. What is your assessment? What do you think our chances are?”

Trenton pursed his lips, pondered briefly. “I honestly don't know.” He sat down heavily and looked off into the distance, a reflective expression on his face. At

length he said, “If it *feels* right to him, he’ll go with it.”

“What do you mean exactly?”

“That’s what Maxim has always said to me – that a deal’s got to feel right. He goes on instinct. Gut instinct. He ignores analysts, reports, valuations, advisers. Gut instinct, that’s what guides him.”

“Do you really believe that?” Vale sounded doubtful.

“Oh yes, I do! More important, Maxim believes it. But what he really means, of course, is that he relies on his experience, his expertise, his great knowledge. Plus his instinctive feel for the particular deal, the particular situation.”

Trenton picked up his champagne and sipped as he mulled something over.

“You asked me what my assessment is, John,” he went on at last, “and it’s this. If Maximilian West feels right about making an offer for Lister Newspapers he will do so. And if he feels wrong, or if he has no feeling about whatsoever, then he’ll pass. That’s the way he is. Very cut and dried. *Precise*. It’s his nature, always has been. Certainly he won’t keep you dangling. You’ll get a decision, and an answer, very quickly.”

#### 4.16.1 Vocabulary notes

leak - утечка

assessment - оценка

deal - сделка

gut instinct – природное чутье

valuation – оценка; определение стоимости

#### 4.16.2 Study the synonyms and then fill in the gaps

to mull over	to think carefully about something over a period of time: <i>They'll need time to mull over the proposals.</i>
to ponder	(formal) to think carefully about something for a long time before reaching a decision;
to think	to carefully consider facts in order to understand something, make a decision, or solve a problem: <i>Come on, think! There must be a solution. Let's stop and think before we do anything else</i>
to reflect	to think about something carefully and seriously: <i>He reflects for a moment and then begins to speak again</i>
to contemplate	to think very carefully about something for a long time: <i>I haven't got time to sit around contemplating the meaning of life.</i>
to meditate	to think about something carefully for a long time: <b>meditate on/upon:</b> <i>He spent hours meditating on his future.</i>

1 Study this poem and \_\_\_\_\_ it until you understand its real meaning.

2 Mike had a chance to \_\_\_\_\_ the events of the past few weeks as he lay in the

hospital.

3 I had been \_\_\_\_\_ my sister's strange behavior for some time.

4 As a young man, he had spent a lot of time \_\_\_\_\_ upon the purpose of life.

5 He remained there for hours deep in thought, \_\_\_\_\_ the mysteries of the universe.

4.16.3 Fill in the gaps with the prepositions: *on, at, in, to*

1 John Vale peered \_\_\_ him and, with anxiety \_\_\_ his voice.

2 He looked off into the distance, a reflective expression \_\_\_ his face.

3 If it feels right \_\_\_ him, he'll go with it.

4 He relies \_\_\_ his experience, his expertise, his great knowledge.

5 Afraid \_\_\_ leaks, I suppose.

#### 4.17 Text 17

### THE WOMEN IN HIS LIFE

After Barbara Taylor Bradford

"Champagne, Maxim, please." Graeme put her black velvet evening purse on the table and made herself comfortable on the chair opposite him, crossing her legs and adjusting her skirt. There was an air of urgency about her; it was as though she could hardly contain herself.

Now she bent forward, her manner suddenly grown confidential, her vivid eyes more alive and eager than ever, her intelligent face flushed pink with excitement. "I've come to a conclusion about Winonda Group. After being on and off the phone with Peter Heilbron in New York for the last couple of hours, I think we should go for it, make a bid! It's a *cinch* for us. The perfect company for a takeover despite what appear to be certain problems. I've studied the last two telexes from Peter and –

"If they're sensitive, I presume you've shredded them," Maxim cut in.

"Of course!" she looked at him askance. "Am I not your clone, Boss?"

Maxim bit back a smile, made no response.

Graeme rushed on, "Winonda has a number of unprofitable divisions, but these would be easy to liquidate. We would keep the profitable divisions, of course, and simply reorganize them, give them a bit of the west International streamlining."

She paused when the waiter brought the flute of champagne to her and waited until they were alone before continuing, "What makes the deal so attractive to me is the real estate Winonda owns just outside Seattle. It looks worthless at first glance, and especially so on paper. Undervalued, actually. It's run-down, and it's in a very bad area. However, I know it has great value, that it's a big asset."

Maxim stared at her, lifted a brow.

Graeme went on. "It's a big asset because a Japanese company wants to buy it. They're in the process of buying up the entire area, actually, and they want the Winonda real estate so that they can tear down the existing buildings, redevelop the

land by constructing a hotel, a shopping mall and offices on it.”

“Then why hasn’t Charles Bishop sold to them?” Maxim frowned. “That strikes me as particularly odd. He’s extremely shrewd, very fast.”

“He turned them down flat. Didn’t want to know what they were offering, apparently. And not because they weren’t offering plenty. I believe they went as high as two hundred and seventy million.”

“What’s the catch?”

“There isn’t one, at least not for us. If we owned Winonda, we could sell the real estate holdings tomorrow, and to the same Japanese company. They’re waiting in the wings. They’ll wait in vain, of course, as long as Bishop’s the president of Winonda. His father died in a Japanese prisoner-of-war camp, that’s why he won’t strike a deal with them.”

When Maxim said nothing, Graeme remarked in a low voice, “Put very simply, he’s letting his personal feelings get in the way.”

Maxim looked thoughtful. After a moment he glanced at her. “You have good vibes about this deal, don’t you?”

“Absolutely!”

“So do I, and I have from the very beginning, ever since you put forward Winonda as a possibility for us. Call Peter tomorrow, tell him to get the acquisition team moving at once. And good for you, Grae. I’m impressed. You must have done a great deal of research.”

Graeme shook her head. “A little, but not as much as you probably think. By one of those old coincidences, my cousin Sara lives in Seattle now. She’s with a bank. I asked her about Winonda, after you’d told me to go ahead and analyze the situation. She mentioned that some Japanese company has been sniffing around. She’d heard about their interest in the Winonda real estate through her boyfriend, who’s a partner in an accounting firm. There was a nasty leak from somewhere, I suspect.”

She grinned at Maxim. “I guess you’re right about shredding machines, Boss. You can’t be too careful. In any event, I ran with the information Sara had passed on to me and had it checked out. It proved to be correct.” Graeme stopped, cleared her throat. “The stockholders of the Winonda Group might not be too happy to learn that their president passed up millions of dollars for a parcel of real estate that nobody else seems to want. Poor judgment on Bishop’s part, wouldn’t you say?”

“Yes, but I can understand his reasoning in some ways. In the final analysis, though, you’re right.”

“As the president and CEO of a public company he ought to have put personal sentiments aside,” she said, in a voice that was surprisingly cold and deliberate.

#### 4.17.1 Vocabulary notes

go for it – наброситься, обрушиться

to make a bid – делать предложение

*cinch* – предрешенное дело

takeover – поглощение компании

unprofitable – неприбыльный, нерентабельный

run-down – снижение, сокращение  
 real estate – недвижимое имущество  
 catch – выгода, выгодное приобретение; хитрость, ловушка  
 waiting in the wings – ждать своего часа, быть наготове  
 vibes – ощущение ( a general feeling you get from a person or place)

4.17.2 Fill in the gaps with the following prepositions: **at, to, in, on**

- 1 I've come \_\_\_ a conclusion.
- 2 It looks worthless \_\_\_ first sight and especially so \_\_\_ paper.
- 3 They'll wait \_\_\_ vain, of course.
- 4 When Maxim said nothing, Graeme remarked \_\_\_ a low voice.
- 5 Graeme put her black velvet evening purse \_\_\_ the table.

4.17.3 Make up sentences with the following expressions: **to come to a conclusion, at first glance, to wait in the wings, to go ahead**

4.17.4 Remember the following phrasal verbs

to run down	сбежать, столкнуться, переутомляться, истощаться
to tear down	срывать, сносить постройку
to turn down	отвергать предложение, отказывать к.-л.
to break down	разбивать, разрушать
to let down	подвести, покинуть в беде, унижить, разочаровывать
to put down	унизить

Fill in the gaps with the given phrasal verbs

- 1 The police \_\_\_ the door down.
- 2 He has been \_\_\_ down so many times in the past.
- 3 When the motor \_\_\_s down it can be replaced.
- 4 The old theatre is to be \_\_\_ down and replaced by the offices.
- 5 I'm afraid your request for a pay rise was \_\_\_ down again.

4.17.5 Pay attention to the phrasal verbs with **put**

put forward	выдвигать, предлагать
put aside	откладывать (в сторону)
put across	ясно и понятно излагать мысли
put away	убирать, прятать
put in	представлять (документ), выдвигать свою кандидатуру
put up with	терпеть, мириться
put through	выполнить, закончить работу, соединять по телефону

Fill in the gaps with the appropriate phrasal verbs

- 1 How do you \_\_\_ \_\_\_ such rudeness?
- 2 Please \_\_\_ \_\_\_ all your toys at once.
- 3 He's good at \_\_\_ing his ideas \_\_\_.
- 4 I'm going to \_\_\_ \_\_\_ an application for that job.
- 5 He \_\_\_ his own name \_\_\_ to the committee.
- 6 Can you put me through to the accounts department, please?

4.17.6 Notice also the following common expressions with **put**

to put your foot down	to be firm about something
to put all your eggs in one basket	to risk all you have on a single venture
to put your mind to	to direct all your thoughts towards
to put two and two together	to draw an obvious conclusion
to put something in a nutshell	to state something accurately and in a few words only
to put someone's back up	to irritate someone

Using the above expressions, reword the following sentences without changing their meaning

- 1 He's bound to draw the obvious conclusion if you keep on behaving like that.
- 2 I find her terribly irritating.
- 3 It's sound business advice not to risk everything at once.
- 4 Please concentrate on the problem in hand.
- 5 She is very good at stating things succinctly.
- 6 You really should be firm with him or there'll be trouble later.

#### 4.18 Text 18

##### THE WOMEN IN HIS LIFE

After Barbara Taylor Bradford

It was with only the smallest degree of interest that he looked over the accounts of Lister Newspapers that he had fanned out on the desk in front of him. One of Maxim's greatest assets had always been his ability to read a financial statement well, and to size up a company quickly and with his own special brand of business acumen. This he did now, determining at once that Lister Newspapers was indeed a good buy, and by anybody's standards. Excellent, in fact. Then why did he feel no quickening of his pulse, no excitement in his veins, no thrill at the thought of going after it? Indisputably, his attitude had not changed since the meeting in Alan Trenton's office.

He simply was not interested in making a play for this company.

Or was that true for any company?

It struck Maxim, and with some force, that he wasn't particularly interested in Winonda Group either; and combined with everything else, this made him sit up with a start. What had caused his sudden change of heart?

Earlier, when he had told Graeme to go ahead, it had been for a variety of reasons. It was one of her biggest deals, and he knew how much it meant to her, he had no wish to disappoint or discourage her. Also, right at the outset he had recognized that Winonda would be an important acquisition for them, an enormously valuable asset to West International when it came to the overall picture of the conglomerate. But he had to admit, with surprise, that he much preferred that she handle the deal herself, with the help of Peter Heilbron and the financial team in the New York office. He didn't want to be the chief combatant in the actual battle; he had no interest whatsoever in being out there on the front line, a position he normally enjoyed. He would advise from the trenches, but this time his staff would have to do the hard hand-to-hand fighting.

Maxim frowned. Why this sudden reluctance to put himself in the middle of the action? He had never felt this way before.

He had always thrived on being at the centre of the action, at being the pivotal point. Was business beginning to bore him? But how could that be? Business was his life, wasn't it?

#### 4.18.1 Vocabulary notes

account – счет, финансовый отчет

financial statement – финансовый отчет за определенный период

to size up a company – определять величину, оценивать

business acumen – деловая проницательность, сообразительность

acquisition – приобретение; поглощение (фирм)

#### 4.18.2 Fill in the gaps with the prepositions: *of, in, at, to*

1 He looked over the accounts \_\_\_ Lister Newspapers.

2 He had fanned out the accounts \_\_\_ the desk \_\_\_ front \_\_\_ him.

3 Why did he feel no thrill \_\_\_ the thought of going after it?

4 He simply was not interested \_\_\_ making a play for this company.

5 Also, right \_\_\_ outset he had recognized that Winonda would be an important acquisition for them.

4.18.3 Make up sentences using the following expressions: *at the thought of, to size up, to sit up, to be interested in, to go ahead, at the outset*



#### 4.18.4 Remember the following phrasal verbs

to look up to	to respect
to look into	to investigate
to look for	to try to find
to look back on	to recall
to look after	to take care of
to look forward to	to expect with pleasure
to look on	to consider
to look out	to take care
to look through	to examine
to look over	to examine quickly
to look ahead	to plan for the future

What words do you need to complete the sentences below?

- 1 I look \_\_\_\_\_ that summer with some regrets.
- 2 He has a great respect for his colleagues but he doesn't really look \_\_\_ his boss.
- 3 Please look \_\_\_ the proposal and let me know what you think.
- 4 I've looked \_\_\_ your proposal but I still need to read the fine print.
- 5 I'm looking \_\_\_ to starting work.
- 6 Look \_\_\_ this day off as a reward for your hard work.
- 7 Could you help me to look \_\_\_ my keys, please?
- 8 A government inquiry is looking \_\_\_\_\_ the cause of the accident.
- 9 Six nurses look \_\_\_ the patients in this ward.
- 10 The company seems to be looking \_\_\_ to a bright future.

#### 4.19 Text 19

##### **THE WOMEN IN HIS LIFE**

After Barbara Taylor Bradford

This business venture had originally come about quite by accident, and because of Mrs. Threscoe, the Trentons' cockney charlady.

Stubby and she had a soft spot for each other since his childhood, and over the years Stubby had become her most trusted confidant. In 1950, when her husband had been knocked down by a truck and had subsequently died of head injuries, Mrs. Threscoe, who was childless, had come weeping to Stubby with her problems. Jack Threscoe had left very little money; all of his savings were tied up in a piece of land in the East End, a bomb site, which he had purchased in 1946. With Jack gone, she was now ready to sell the land, *needed* to sell, Mrs. Threscoe had explained to Stubby. But to her immense dismay nobody seemed to want it.

When Stubby had told his best friend the story, Maxim had mulled it over for a

couple of days, and had then suggested that they look at the land themselves. "If we're going to be businessmen, now it's time to start," he had said, and had pointed out that rebuilding was going on in various parts of London. "That land might have possibilities. Perhaps we should buy it, Stubby. We'd be helping Mrs. Threscoe out, and with a bit of luck, it could prove to be a good investment."

As it turned out, Maxim was right.

Before the sixteen-year-old boys had purchased the Threscoe bomb site, Maxim had asked the opinion of Henry Rossiter, who was still in charge of his money. The merchant banker had called in his real estate experts, who had gone to look at the land; after receiving their report, he had informed Maxim that it would be a safe investment.

"You probably won't make a great deal of money on it when you sell, which obviously you will one day, but you certainly won't lose," he had assured Maxim, and he had then purchased the land on their behalf. Mrs. Threscoe had asked for five thousand pounds, which gave her a decent profit; the boys agreed to her price without haggling and had split the cost down the middle, thus becoming partners. Maxim had used money from the Westheim funds, which were in Henry Rossiter's control; Stubby, with permission from his father, had plunked down the entire legacy his uncle had left him, plus three hundred pounds contributed by his own dotting mother.

Two years later they had sold the Threscoe bomb site for twenty-five thousand pounds, and had made a straight profit of twenty thousand, much to their surprise – and everyone else's, in fact.

They were supposed to have started university that year, having graduated from St. Paul's School in July, at the age of eighteen. But they had rejected Oxford. Instead they had started their own company with the profits from the Threscoe deal.

Teddy had objected initially, and so had Stubby's father, but they had both been won over in the end, thanks chiefly to the intervention of Henry Rossiter.

"Forcing them to go to Oxford now is rather like closing the gate after the horses have escaped," Mr. Rossiter had said to Teddy and Mr. Trenton with a chuckle. "It seems to me that these two young bucks have embarked on commercial careers already, and rather successfully, I might add. So why stop them now? I think they are going to do very nicely for themselves."

Mark had tended to agree with the merchant banker. His endorsement of the scheme had ultimately convinced Teddy that she was not making a mistake by permitting Maxim to go into business, rather than continuing his higher education. And she had given him her blessing.

Maxim had planned to be a financier, and had never intended to open a real estate business, and if it hadn't been for Stubby he would not have done so. But because the East End property had turned such a good profit, Stubby had persuaded Maxim to stay in this field, at least for a while. They took offices in Jermyn Street, formed a company called Westrent, which was a contraction of their last names, and started to buy bomb sites wherever they could find them.

For the most part they concentrated on major industrial cities in the provinces, which had been heavily bombed by the Luftwaffe during the war. They concentrated on Leeds, Bradford, Sheffield, Coventry and Birmingham, managed to find suitable

tracts of land at decent prices, sites that they considered to have great potential for future building projects. Once they had had the land cleaned of rubble and fenced in, they had sensibly held on to the sites until really good bids had been made. In some instances they had had to wait several years to make the right sales; ultimately, Westrent was profitable largely because of the postwar boom in England in the mid-fifties.

#### 4.19.1 Vocabulary notes

business venture – деловое предприятие

savings - сбережения

to purchase – покупать, приобретать

to haggle - торговаться

legacy - наследство

to start company – основать компанию

to embark on commercial career – начинать деловую карьеру

to go into business – заняться торговлей

to open a real estate business – основать предприятие по торговле недвижимостью

good bid – хорошее предложение цены

profitable – прибыльный, выгодный

#### 4.19.2 Fill in the gaps with the prepositions: *in, at, of, to on*

1 But \_ her immense dismay nobody seemed to want it.

2 Henry Rossiter was still \_ charge \_ his money.

3 Real estate experts had gone \_ look \_ the land.

4 You probably won't make a great deal \_ money \_ it.

5 He had then purchased the land \_ their behalf.

6 The Westheim funds were \_ Henry Rossiter's control.

4.19.3 Make up sentences of your own with the following expressions: *to have a soft spot, a bit of luck, a great deal of, to sb's surprise, to be in charge of, at the age, on one's behalf*

#### 4.19.4 Remember the following phrasal verbs

to come about	происходить, случаться
to knock down	сбить с ног
to tie up	вкладывать деньги во ч.-л.
to point out	указывать, показывать, обращать ч.-л. внимание
to help out	помочь в затруднении, выручить
to turn out	оказываться
to win over	склонить на свою сторону, расположить к себе

- 1 How did it come \_\_\_ that the man was dismissed?
- 2 Can you help me \_\_\_ with my English homework?
- 3 Jim was knocked \_\_\_ by a bus, and seriously hurt.
- 4 Mistakes in the printing should be pointed \_\_\_ at once.
- 5 My aunt's money is all tied \_\_\_ in shares.
- 6 As it turned \_\_\_,there was no need to worry.
- 7 Can you win the director \_\_\_? We need his vote.

#### 4.20 Text 20

### THE WOMEN IN HIS LIFE

After Barbara Taylor Bradford

When wheeling and dealing in real estate had become less challenging, and had actually begun to bore him, he had purchased several small, unprofitable companies; a printing plant in Wakefield, a bus company in Bristol and a brickyard in Nottingham. In a relatively short time he had put them back on their feet through a bit of brilliant reorganization and with the help of the new management teams he had sent in. Subsequently he had sold them, making excellent profits on all three. And thus a second company, Westinvest, was born.

Aside from his business acumen and his brilliance with figures, Maxim had the ability to understand and assess balance sheet and all its ramifications immediately and with the greatest of ease. He also had imagination and vision, his gut feeling instinct, which he always relied on, sometimes sweeping away analysts' reports and recommendations in favor of his own instinctive reaction to a deal, the "feel" he had for it. All of these elements were important factors in his success, and were to stand him in good stead for the future.

He had told Stubby that he intended to make a million pounds by the time he was thirty. Stubby never once doubted that he would. Nor did Maxim doubted himself, and making that million was the yardstick by which he judged himself and his achievements. And so he drove himself.

For years to go, he thought, as he came to the Palace Saint Michel, and stood at the curb waiting for the lights to change. He smiled; he was quite confident he would achieve his goal.

As far as Maxim himself was concerned, the real secrets of his success were single-mindedness of purpose, dedication, hard work and the ability to put in very long hours without suffering from fatigue.

He was fortunate in that he had immense stamina, and needed only about five hours' sleep; he usually rose at four in the morning, was at his desk in the flat by four-thirty, where he did paperwork until seven, when he left for his office in Jermyn Street to put in a full day. He thought nothing of working seven days a week, and for weeks on end without a break. Maxim had long acknowledged that he was a dyed-in-the-wool workaholic, which was why he guffawed when the papers called him a playboy.

#### 4.20.1 Vocabulary notes

to wheel and deal – обдѣлывать делишки, совершать махинации; заправлять делами

making excellent profits on – извлекать прибыль, получать прибыль

assess – оценивать, определять размер (налога, штрафа)

ramification – разветвление, ответвление

single-mindedness - целеустремленность

#### 4.20.2 Fill in the gaps with the prepositions: *in, on, at*

1 \_\_\_ a relatively short time he had put them back \_\_\_ their feet.

2 He had sold them, making profits \_\_\_ all three.

3 He had this gut feeling instinct which he always relied \_\_\_.

4 He usually rose \_\_\_ four in the morning.

5 Sometimes he swept away analysts reports and recommendations \_\_\_ favor \_\_\_ his own instinctive reaction to a deal.

4.20.3 Make up sentences of your own with the following expressions: *to wheel and deal, to think nothing of, to leave for, as far as sth is concerned*

#### 4.20.4 Remember some ways of saying **laugh**

**to giggle** to laugh in a nervous or excited way, especially at something silly:

*Andy and Sarah were giggling helplessly at the back of the class.*

**to chuckle** to laugh quietly, especially in a private or secret way:

*'Now that was a sight to see!' chuckled Anne as she looked at the photos.*

**to cackle** to laugh in a loud unpleasant way, especially when you are taking pleasure in someone else's bad luck: *The old man was cackling horribly and rubbing his hands.*

**to snigger** to laugh secretly and quietly, especially in an unkind way or at something that is rude: *The children started sniggering at Judy's dancing.*

**to titter** to laugh quietly and unkindly when something embarrassing happens:

*The audience tittered as Brock fell through the door.*

**to get the giggles** to start giggling and be unable to stop: *We got the giggles in the middle of the ceremony and Sarah was furious.*

**to be in hysterics/ stitches** to laugh in an excited and uncontrolled way: *You should have seen his face - we were in absolute hysterics!*

**to crack up** (informal) to suddenly start laughing at something, often in a situation when you are not supposed to: *When he told us to leave the room, we just cracked up, I'm afraid.*

**to guffaw** to laugh very loudly: *He guffawed when the papers called him a playboy.*

## 4.21 Text 21

### THE WOMEN IN HIS LIFE

After Barbara Taylor Bradford

After Maxim had given the order, Anastasia said, "You've been very secretive about your new deal. Can't you tell me what it is, now that you've closed it?"

"Of course I can. I bought a company called the Allandale Group, based here in New York."

"What is that?" She stared at him blankly. It doesn't mean a thing to me."

"The Allandale Group is a company with rather diverse holdings. For example, it owns Marianna Montevocchio, a small cosmetics company, real estate in Manhattan and Long Island, a tool and die company and a large bakery, one that supplies half the stores in the city and suburbs. As I said, it *is* rather diverse, and that's its basic problem. I plan to sell off the nonprofitable bits, keep only the divisions that make money."

"Which ones are they?"

"The real estate division and the cosmetics company. Those are the two I'm going to reorganize. I plan to launch the Montevocchio cosmetics line in England and Europe next years. I know it will do well, the product is superior." He gave her a little smile, one that was full of confidence. "That's the art of the takeover, knowing what to sell and what to keep."

"You like these little takeovers of yours, don't you?"

He stared at her. "Little. They're not so little, Peach Melba."

She threw him a sharp look. "I wish you wouldn't call me that," she chastised.

"Why, it's the perfect name for you. After all, you're good enough to eat." Her charming, lopsided smile flashed and he leaned over, kissed her cheek, then went on: "The takeover is the most marvelous invention. It's such a fabulous shortcut, saves all those years of slowly building a company, and it yields wonderful profits. It's also very exciting, finding the right company to take over, and then pursuing it.

"I suppose that's the part you love the most."

He shook his head. "I admit it's thrilling, but I like wrestling with the financial problems, and then reshaping the company, being creative, making it into something bigger and better. I'm not a paper chaser, I don't want to build an empire out of paper. Nor am I an asset stripper. I prefer to keep the companies I've bought and run them, once the fat's been trimmed. Anyway, I—"

Maxim broke off as the waiter placed a bowl of clam chowder in front of each of them.

"And you think that this cosmetics company has a future?"

"Very much so, here as well as in Europe, actually. You see, it's been mismanaged, and it also needs new packaging, a fresh marketing approach. The product is excellent and —" Maxim stopped abruptly, his attention caught by a small commotion near the entrance to the Oak Room.

#### 4.21.1 Vocabulary notes

shortcut - сокращение

yield a profit – давать, приносить прибыль

asset stripping – принятие во владение обанкротившегося предприятия, с целью его прибыльной продажи

packaging – упаковка, расфасовка, пакетирование

#### 4.21.2 Comments

Peach Melba - a sweet food that consists of half a PEACH with ICE CREAM and RASPBERRY sauce on top

4.21.3 Here is the list of prefixes which are useful in helping you to understand unfamiliar words

prefix	meaning	examples
1	2	3
bi	two, twice	bicycle, bi-monthly, biannual, bilingual
ex	former	ex-wife, ex-student, ex-president
ex	out of	extract, exhale, excommunicate
mis	badly/wrongly	misunderstand, mistranslate, misinform
over	too much	overdo, overtired, oversleep, overeat
post	after	postwar, postgraduate
re	again or back	retype, reread, replace, rewind
semi	half	semi-final, semi-detached
sub	under	subway, submarine, subdivision
under	not enough	underworked, underused, undercooked

Using the table, construct words or phrases to replace the underlined words

- 1 The BBC tries to avoid pronouncing foreign words incorrectly.
- 2 Most people say they have to work too hard but are paid too little.
- 3 He dated his cheque with a date that was later than the real date.
- 4 She's still on good terms with the man who used to be her husband.
- 5 He made so many mistakes in the letter that he had to write it again.

4.21.4 Fill in the gaps with the following prepositions: *off, down, over*

- 1 I plan to sell \_\_\_ the non-profitable bits.
- 2 It's also exciting, finding the right company to take \_\_\_ and then pursuing it.
- 3 Maxim broke \_\_\_ as the waiter placed a bowl of clam chowder in front of each of them.
- 4 The car broke \_\_\_ again this morning.
- 5 They have gone to see Jim \_\_\_ at the airport.

6 She turned \_\_\_ their offer of promotion.

4.21.5 Words for describing such thing as an event, experience, book, or holiday that you really enjoy: *good, excellent, perfect, great, marvelous, wonderful, fantastic, terrific, superb, amazing, incredible*

excellent	extremely good
perfect	so good that it couldn't be made any better
great	an informal word meaning very good
marvelous, wonderful, fantastic, terrific	extremely good, especially in a way that makes you feel happy or excited
superb	extremely good, especially because it is of the highest quality or very skillfully done
amazing, incredible	extremely good, especially in a surprising and unexpected way

Translate the following sentences into Russian

- 1 "Did you enjoy your trip?" "Yes, it was really *good*."
- 2 Our local theatre has put on some *excellent* productions.
- 3 "Did you have a good holiday?" "It was *great*!"
- 4 This blueberry pie is *wonderful*.
- 5 The kids had a *marvelous* time playing on the beach.
- 6 His latest song's *terrific*!
- 7 We had a *fantastic* time at the party on Saturday.
- 8 The food at the hotel was *absolutely marvelous* – all homebaked.
- 9 This film is worth seeing for the costumes alone: they're *superb*!
- 10 The fireworks were an *amazing* sight.
- 11 Being there with my wife when the baby was born was an *incredible* experience.

## 4.22 Text 22

### THE WOMEN IN HIS LIFE

After Barbara Taylor Bradford

His mind, always sharp, finely honed, zeroed in on his hostile takeover bid for Palmira-Kettelson, a gargantuan beauty products company and a major American corporation, international in scope. He had been buying its stock for some time, now owned 12 percent of the company and had recently informed the chief executive officer he was prepared to purchase as many more shares as he needed to give him control of the company. The offer had been rejected. The executives had gone into a tailspin. A battle was under way. But he did not want to do battle, despite Peter Heilbron's urging. The head of his acquisition team in New York was encouraging



him to continue, predicted he would win, be the *big* winner ultimately.

Turning up the collar of his trench coat and pushing his hands into his pockets, Maxim walked on, lost in concentration, which was one of his most formidable assets and part of his genius.

As he crossed Seventy-second Street and continued on down Fifth, he finally came to his decision. *He would pass*. Tomorrow morning he would phone the president of Palmyra and call off his hostile bid for the company back to them. He had about \$500 million invested. He would probably come out with a huge profit, maybe \$90 million, and he would probably be accused of greenmail. *So what*. He had to unload. He did not want the company. Peter would be disappointed, but he could not help that. Graeme would be relieved. She was with him on this, understood his reluctance to invest any further in America at this moment.

He had a peculiar uneasiness about the economy here. Leveraged buyouts and junk bonds were beginning to sicken him; worthless in the long run. West International was secure, the Allandale Group was secure, and the two huge conglomerates were profitable, completely in the black. He did not want to extend himself further.

Maxim's mind switched to his personal investments in the American stock market. He had hundreds of millions of dollars tied up in stock in other companies. He would start unloading that tomorrow. Slowly, carefully. He did not want to start a panic in the Street. He would sell his shares over a period of months, and by August or September he would be liquid. He had a strong suspicion that the economy in the States might possibly start lurching in the fall or winter of this year. He did not know how or why he suspected this, because he never knew where his premonitions about business came from. Gut instinct perhaps. And his gut instinct told him to sell. He did not want to be caught if the stock market *should* fail, God forbid.

Unexpectedly, he felt lighter, the heaviness in his chest dissipating. It came as no surprise. He generally experienced this rush of relief when he had made final decisions about business problems that had troubled him for weeks.

#### 4.22.1 Vocabulary notes

to call off bid - отзывать, отменять предложение

to leverage – воздействовать

buyouts – выкуп, приобретение контрольного пакета акций

junk bonds - (амер.) облигации с высокой степенью риска

to be in the black – иметь положительное сальдо, быть платежеспособным

stock market – фондовая биржа

to tie up in – вкладывать деньги во ч.-л.

liquid – легко реализуемый, ликвидный

to lurch - крениться

#### 4.22.2 Fill in the gaps with the prepositions: *in, at, to, of*

1 He finally came \_\_\_\_ a decision.

2 He would probably be accused \_\_\_ greenmail.

3 She understood his reluctance to invest any further in America \_\_\_ this moment.

4 The two huge conglomerates were profitable, completely \_\_\_ the black.

5 Maxim's mind switched to his personal investments \_\_\_ the American stock markets.

4.22.3 Explain the meaning of the following underlined expressions

1 He didn't want to start a panic in the Street.

2 He had a strong suspicion that the economy in the States might possibly start lurching in the fall or winter of this year.

3 His mind, always sharp, finely honed, zeroed in on his hostile takeover bid for Palmira-Kettelson, a gargantuan beauty products company and a major American corporation, international in scope.

4 He would probably come out with a huge profit, maybe \$90 million, and he would probably be accused of greenmail.

5 West International was secure, the Allandale Group was secure, and the two huge conglomerates were profitable, completely in the black.

4.22.4 Replace the words in *italics* by synonyms

1 He was prepared *to buy* as many more shares as he needed.

2 The offer has been *declined*.

3 He would probably come out with a huge *gain*.

4 He had a peculiar *anxiety* about the economy here.

5 The head of acquisition team *forecasted* he would win.

#### 4.23 Text 23

##### THE WOMEN IN HIS LIFE

After Barbara Taylor Bradford

Michael sat perfectly still in the chair, waiting for his father's next pronouncement, wondering what was coming. He was silent. He knew better than to make the slightest sound when his father had that intense, concentrated expression in his eyes.

At last Maxim spoke again. He said, "You had every right to those emotions, because, in certain ways, I haven't been fair to you over the years. For one thing, I haven't given you enough responsibility, enough power." Maxim let out a heavy sigh, shook his head. "I've clutched the power to me, but without realizing I was doing so. Unconsciously, if you like. Just too preoccupied with all the deals, that's been my main problem over the years. So preoccupied with the deals I've neglected a lot of things I should have paid attention to. In fact, I've been selfish, especially to some people. However, that's another story, we won't go into it. I asked you in here now so

that I could tell you things are about to change, Michael. As my only son, and heir to this gargantuan empire, I think it's about time you started sharing more of the work load, the responsibility, the power.

Michael was flabbergasted. Astonishment swept across his face. He continued to stare at his father disbelievingly.

"Aren't you going to say something?" Maxim asked at last, with a brief laugh.

"Are you serious, Dad?" he finally gasped.

"Do I ever say anything I don't mean, when it comes to business?"

"No. But, Dad...I mean, gosh, Dad, thanks." As the facts sank in, a huge smile spread across Michael's face. "This is fantastic news for me. I have been anxious to do more in the company, and I won't let you down."

"I know that, Michael. And let me just add that you're a brilliant businessman. The problem is, you've been operating in my shadow. Now's the chance for you to go out there and shine."

"Go out *where*?"

"New York. I'd like you to go to New York and run West International for me. And with me, of course."

Michael was further stunned, but managed to say, "Dad, this is great, wonderful."

Maxim tapped the two folders. "These are the details of the two small deals I've been working on with Grae and Peter, plus a number of memos from me about the New York office, what to expect from certain people."

Michael frowned, "but you'll be there, won't you?" he asked swiftly, staring at his father.

Maxim shook his head.

"You mean you're throwing me in at the deep end? Alone? To sink or to swim?"

"You won't sink, you'll swim. You are my son. We're winners. I've no worries about you. And don't look so troubled, it's what you've always wanted, isn't it?"

"But, Dad –"

Maxim held up his hand. "That's it, Michael. I've made the decision. You've always wanted the power. And the New York office. Take them both. Grae and Peter will back you all the way. You can trust them, they won't steer you in the wrong direction. In any case, I'll be at the end of the phone."

"But where?" Michael asked, frowning. "Where will you be?"

"Here in London. Or on the yacht. Perhaps even in New York, sitting two doors away from you in my office. The point is, I want you to run the American end of West International from now on. Will you do it?"

"Yes, of course I will, Dad. I was only *momentarily* startled. You seem to be giving up so much all of a sudden, and so unexpectedly." There was a moment of hesitation on Michael's part, and then he said, "May I ask you why?"

"Of course. First of all, West International will be yours one day. You know the London operation inside out; I think the time has come for you to totally understand the American end of the company. I will guide you, always be there for you, whenever you need me. However, I do want you to start *running* it, Michael. Put it

very simply, it's your turn now.”

Michael nodded. “I understand.”

“Secondly, I want to take it a bit easier. I've rushed and pushed and driven myself hard for years and years. Since I was eighteen, actually. I think I should slow down a bit.” With a wry smile, he confided quietly, “My brush with death made me realize that there are more things in life than big deals.”

#### 4.23.1 Vocabulary notes

мемо – памятная записка

#### 4.23.2 Fill in the gaps with the prepositions: *in, at, to, of, with*

- 1 \_\_\_ last Maixm spoke again.
- 2 I was just too preoccupied \_\_\_ all the deals.
- 3 I have neglected a lot \_\_\_ things I should have paid attention \_\_\_.
- 4 \_\_\_ any case, I'll be \_\_\_ the end of the phone.
- 5 You seem to be giving up so much all \_\_\_ a sudden.

#### 4.23.3 Fill in the gaps with the appropriate preposition: *down, up, out*

- 1 It's good to let \_\_\_ your feelings in a shout.
- 2 She let her breath \_\_\_ with a loud noise.
- 3 Never let your friends \_\_\_.
- 4 The doctor told Jim to give \_\_\_ sweets to loose weight.
- 5 Slow \_\_\_, will you, there's a police car ahead.
- 6 Now's the chance for you to go \_\_\_ there and shine.
- 7 Hold \_\_\_ your right hand and repeat these words after me.

#### 4.23.4 Look at the verbs of **seeing** in the text below

Yesterday I **glanced** out of the window and **noticed** a man **observing** a house opposite through a telescope. I thought I **glimpsed** a woman inside the house. Then I **saw** someone else **peering** into the window of the same house. I **gazed** at them wondering what they were doing. Suddenly the first man stopped **staring** through the telescope. He went and hit the other one on the head with the telescope and I realized that I had **witnessed** a crime [6].

a) Which of the verbs in the text suggests looking

- 1 on as a crime or accident occurs?
- 2 closely, finding it hard to make things out?
- 3 in a scientific kind of way?
- 4 quickly?
- 5 fixedly?

b) Replace the underlined words with a more interesting or precise verb

1 I saw a crime.

2 He looked fixedly at me.

3 The zoologist looked at the lion's behavior.

4 I quickly looked at my watch.

4.23.5 Pay attention to the words meaning so surprised that one cannot believe what has happened: **amazed, astonished, astounded, staggered, flabbergasted**

amazed	filled with great surprise or wonder
astonished	very surprised at something that happened
astounded	extremely surprised at something that has happened or at some information you have heard, because it is so completely unexpected
staggered	extremely surprised at something very bad or very good that has happened, or at very bad news that you have heard and find it difficult to believe.
flabbergasted	an informal word meaning so surprised at something that has happened, especially something bad, that you do not know what to say or do

Translate the following sentences into Russian:

1 Sarah stared at the photograph with an amazed expression on her face.

2 Mrs. Beale was astonished when the nurse said there was no bed for her in the hospital.

3 Phillip was absolutely astounded when he saw how much rubbish the workmen had left behind.

4 When parents heard of the terrible disaster at their children's school, they were staggered.

5 The delivery men just left the furniture in my front yard. I was flabbergasted.

## 5 Review exercises

### 5.1 Text 1

#### Money – buying, selling and paying

##### Personal finance

Some times in a shop they ask you: "How do you want to pay?"

You can answer: "**Cash/ By cheque/ By credit card.**"

In a **bank** you usually have a **current account**, which is one where you **pay in your salary** and then **withdraw money to pay your everyday bills**. The bank sends you a regular **bank statement** telling you how much money is in your account. You

may also have a **savings account** where you **deposit** any extra money that you have and only **take money out** when you want to **spend** it **on** something special. You usually try to avoid having an **overdraft** or you end up paying a lot of **interest**. If your account is **overdrawn**, you can be said to be **in the red** (as opposed to **in the black** or **in credit**).

Sometimes the bank may **lend** you money – this is called a **bank loan**. If the bank (or **building society**) lends you money to buy a house, that money is called a **mortgage**.

When you **buy** (or, more formally, **purchase**) something in the shop, you usually **pay** for it **outright** but sometimes you buy **on credit**. Sometimes you may be offered a **discount** or a **reduction** on something you buy at a shop. This means that you **get**, say, £10 **off** perhaps because you are a student. You are often offered a discount if you buy **in bulk**. It is not usual to haggle about prices in a British shop, as it is in, say, a Turkish market. If you want to return something which you have bought to a shop, you may be given a **refund**, i.e. your money will be returned, provided you have a **receipt**.

The money that you pay for services, e.g. to a school or a lawyer, is usually called a **fee** or **fees**; the money paid for a journey is a **fare**.

If you buy something that you feel was very **good value**, it's a **bargain**. If you feel that it is a definitely **not worth** what you paid for it, then you call it a **rip-off** (very colloquial)

### **Public finance**

The government collects money from citizens through **taxes**. **Income tax** is the tax collected on **wages** and **salaries**. **Inheritance tax** is collected on what people inherit from others. **Customs** or **excise duties** have to be paid on goods imported from other countries. **VAT** or **value added tax** is a tax paid on most goods and services when they are bought or purchased. Companies pay **corporation tax** on their profits. If you pay too much tax, you should be given some money back, a **tax rebate**.

The government also sometimes pays out money to people in need, e.g. **unemployment benefit** (also known informally as **the dole**) **disability allowances** and **students grants** (to help pay for studying). Recipients **draw a pension/unemployment benefit** or are **on the dole** or **on social security**.

Every country has its own special **currency**. Every day the **rates of exchange** are published and you can discover, for example, how many dollars there are currently to the pound sterling.

A company may sell **shares** to members of the public who are then said to have **invested** in that company. They should be paid a regular **dividend** on their **investment**, depending on the **profit** or **loss** made by the company.

### **5.2 Answer the following money quiz**

- 1 What currencies are used in Japan, Australia, India and Russia?
- 2 What does the expression, “hard currency”, mean?
- 3 Name two credit cards which are usable world-wide.

- 4 Give two examples of imports that most countries impose customs duties on.
- 5 Give three examples of kinds of income that would be classed as unearned.
- 6 Give an example of something that is priceless and something that is valueless.
- 7 Name the coins and banknotes used in your country and one other country.

### 5.3 Match the words on the left with their definitions on the right

1 interest	a) a bank account with minus in it
2 mortgage	b) money paid towards the cost of raising a family
3 an overdrawn account	c) money given by the government for education, welfare
4 savings account	d) an account that is used mainly for keeping money
5 current account	e) money paid to people after a certain age
6 pension	f) an account that cheques are drawn on for day-to-day use
7 disability allowance	g) money chargeable on a loan
8 child benefit	h) money paid to people with a handicap
9 grant	i) a loan to purchase property

### 5.4 Complete the sentences with the following words

*refund          black          inheritance tax          rebate          loan*

- 1 Money which has to be paid on what you inherit is known as .....
- 2 If the bank lends you money, you have a bank .....
- 3 If you have some money in your account you are in the .....
- 4 I paid too much tax last year so I should get a ..... soon.
- 5 If it's no good, take it back to the shop and ask for a .....

**Follow-up:** To improve your financial vocabulary, read articles on business in any English magazine or newspaper. Write down any new words or expressions that you come across.

### 5.5 Complete these sentences using one of the words below

**cheque    bill    menu    recipe    fare    catalogue    fee    receipt**

- 1 I can't go to court because I can't afford the lawyer's \_\_\_\_\_.
- 2 We had a lovely meal and our Greek friends insisted on paying the \_\_\_\_\_.
- 3 You should get a \_\_\_\_\_ for everything you buy in the shops.
- 4 I can pay by either \_\_\_\_\_ or credit card.
- 5 You must let me have the \_\_\_\_\_ for that wonderful Indian dish you made on Saturday.
- 6 Bus \_\_\_\_\_ are expensive in London.
- 7 Waiter, what's on the \_\_\_\_\_ tonight?

8 I don't know whether we have the CD in stock. I'll look in the \_\_\_\_\_.

**5.6 Choose the most suitable word or phrase underlined in each sentence**

- 1 I haven't got enough money, I'm afraid. Could you borrow/lend me some?
- 2 It's a good school, but the fares/fees are rather high.
- 3 This card is too expensive. We can't afford/pay it.
- 4 It was a very good meal. Can we have the account/bill please?
- 5 There's a small flat to hire/let in Bridge Street.
- 6 How much do you earn/gain in your new job?
- 7 She's a good dentist, but she doesn't charge/spend too much.
- 8 I bought this coat in the sales. It was decreased/reduced a lot.
- 9 Jack made his fortune/treasure buying and selling property.
- 10 How much do you reckon/value that house would cost?

**5.7 Replace each word or phrase underlined with a word or phrase from the list which has the *opposite* meaning: *cash generous profit save well off expensive poverty purchase take out worthless***

- 1 I was surprised by how mean Charles was. ....
- 2 Janet says that she is very hard up at the moment. ....
- 3 Last year their business made a huge loss. ....
- 4 I'd like to pay in £100 please. ....
- 5 That part of Spain always seems very cheap to me. ....
- 6 Most people in the city live in great prosperity. ....
- 7 The manager insisted that I paid by cheque. ....
- 8 Some people manage to spend most of their money. ....
- 9 Jean was able to make only one sale during the morning. ....
- 10 The old painting I found in the loft turned out to be valuable. ....

**5.8 Complete each sentence with a word from the list. Use each word once only: *coin guarantee pension rent tip credit card loan receipt safe wealth***

- 1 The old couple had only a small \_\_\_\_\_ to live on.
- 2 My uncle Sam acquired his considerable \_\_\_\_\_ selling cars.
- 3 David never carries cash with him and pays for everything by \_\_\_\_\_.
- 4 I wouldn't have been able to buy my boat without a bank \_\_\_\_\_.
- 5 The shop won't change any goods without the original \_\_\_\_\_.
- 6 Keith didn't like the waiter so he didn't leave a \_\_\_\_\_.
- 7 The house is not in very condition so the \_\_\_\_\_ is low.
- 8 The food mixer has a twelve month \_\_\_\_\_.
- 9 We keep all our money and valuables in this \_\_\_\_\_ in the floor.
- 10 The five pence \_\_\_\_\_ is so small that everyone dislikes it.



**5.9 Choose the most suitable response to each sentence a) to j) from the sentences 1) to 10). Use each response once only**

<p>a) Who do I make the cheque out to?  b) We seem to be spending a lot money lately.  c) The house has burnt down! What are we going to do?  d) How much do you want for this drawing?  e) Did you inherit this house?  f) Your dog must have cost a lot of money.  g) Do we still owe the bank any money?  h) How much do you make a year?  i) Can we change money at the hotel to pay the bill?  j) Why are you putting so much money in the bank?</p>	<p>1 Sorry, but it's not for sale.  2 I'm saving up to buy a new motorbike.  3 Perhaps we should try to economise a bit.  4 Yes, my Aunt Clara left it to me.  5 Well, we've nearly paid it all back.  6 To JB Woolbury PLC.  7 Actually I got it for nothing.  8 I think they accept travelers cheques anyway.  9 I've got quite a good salary actually.  10 Don't worry, we're insured.</p>
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**5.10 Choose the most suitable word or phrase to complete each sentence**

1 I bought these shoes in the sales. They were a real \_\_\_\_\_.

**a) cheap b) economy c) bargain d) purchase**

2 If you put your money in the bank, it will earn ten percent \_\_\_\_\_.

**a) interest b) profit c) deposit d) investment**

3 John asked his parents if they would pay off his \_\_\_\_\_.

**a) rents b) debts c) accounts d) credits**

4 Adults have to pay £2.50 to get in, but children under 14 get in \_\_\_\_\_.

**a) free b) nothing c) penniless d) open**

5 I'm interested in this old car. Is it \_\_\_\_\_?

**a) selling b) a sale c) to sell d) for sale**

6 I'm trying to save for my holidays so I'm \_\_\_\_\_ some money each week.

**a) putting in b) putting aside c) putting behind d) putting up**

7 Just a minute! You've forgotten to \_\_\_\_\_ your cheque!

**a) mark b) make c) place d) sign**

8 I like your typewriter. How much did it \_\_\_\_\_ exactly?

**a) pay b) cost c) afford d) spend**

9 The blackmailer asked for the money in used \_\_\_\_\_.

a) notes b) cheques c) paper d) cash

10 I gave the assistant £10 and she gave me four pounds \_\_\_\_\_

a) rest b) money c) coins d) change

**5.11 Use the word in capitals at the end of each line to form a word that's fits in the space in the same line**

**Money! Money! Money!**

Helen had always dreamed of becoming a (1) ..... woman, and imagined living in a (2) ..... mansion, and how her friends would praise her (3) ..... when she gave them expensive presents. In reality she was usually hard up. She had some (4) ..... and a small life (5) ....., but her antique shop was not really very (6) .... Every time she took money out of the bank, the (7) ..... checked her account, and told her how little there was in it! Helen had taken out a (8) .... a month before. How could she repay it? Then one day she noticed an old painting in her shop. She had thought it was (9)..... but as she brushed away the dust, she saw the (10) ..... at the bottom. It says "Renoir"! She was rich at last!	WEALTH LUXURY GENEROUS  SAVE INSURE PROFIT CASH LEND  WORTH SIGN
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**5.12 Complete each sentence with a word or phrase formed from pay. Each space represents one word**

**pay it into**                      **unpaid**                      **pay up**                      **pay for**                      **pay you/it**  
**back well paid**                      **payable**                      **pay day**                      **paid out**                      **pay for**  
**payments**

1 You can pay the full price now, or make six monthly \_\_\_\_\_.

2 If you lend me the money, I'll \_\_\_\_\_ next week.

3 I haven't got enough money to \_\_\_\_\_ the suit now.

4 We \_\_\_\_\_ a lot of money on the decorating for this house.

5 Whenever Alan loses a bet he refuses to \_\_\_\_\_.

6 Thank goodness it's Friday today. It's \_\_\_\_\_.

7 I must do something about all these \_\_\_\_\_ bills.

8 Please make the cheque \_\_\_\_\_ R.D.Smith.

9 Take this money and \_\_\_\_\_ to the bank.

10 I like my job, and it's very \_\_\_\_\_.

**5.13 Match each person from the list with a suitable description. Use each name once only**

**accountant cashier heir manager pensioner agent customer investor miser swindler**

- 1 Someone who likes to keep money and not spend it.
- 2 Someone who inherits money or property.
- 3 Someone who runs a bank.
- 4 Someone who has retired.
- 5 Someone who keeps or checks financial records.
- 6 Someone who buys a thing a shop.
- 7 Someone who pays out money in a bank.
- 8 Someone who represents others in business.
- 9 Someone who puts money into a business.
- 10 Someone who cheats people out of money.

**5.14 Decide which answer A, B, C or D best fits each space**

**Money Matters**

Are you always (1) .....up? Do you often have to (2) ..... money from friends, or from your parents, whenever you need a little extra (3) .....? If you (4) ... too much, and save too little, you will end up with more (5) ... than friends. You know the solution, of course: just save a small (6) ... every month. Most banks will pay (7) .... On your savings, and you will soon be able to (8) ... al those things which seemed to cost too much before. The trouble is, you're a university student, and many banks treat you like a child. But not us. If you open a/an (9) ..... with Smith Fulton Bank before October 31<sup>st</sup>, we'll not only send you your own (10) ... book and credit (11) ....., but you'll also receive a copy of our booklet "Putting Money (12) ... for Your Future". Smith Fulton can pay your (13) ....., help you with special student (14) ....., and your friendly branch (15) ..... can give you advice for the future. We believe in you. Why not believe in us and open an account?

1)	A) shut	B) hard	C) debt	D) money
2)	A) borrow	B) lend	C) save	D) pay
3)	A) cheque	B) pension	C) wealth	D) cash
4)	A) sign	B) spend	C) cost	D) cheat
5)	A) owe	B) loans	C) debts	D) profits
6)	A) amount	B) number	C) note	D) rest
7)	A) receipts	B) credits	C) rents	D) interest
8)	A) lend	B) economise	C) afford	D) spend
9)	A) cheque	B) customer	C) bill	D) account
10)	A) loan	B) cheque	C) cash	D) money

11)	A) plastic	B) tip	C) card	D) cheque
12)	A) aside	B) up	C) inside	D) work
13)	A) sales	B) bets	C) bargains	D) bills
14)	A) coins	B) loans	C) fortunes	D) pensions
15)	A) miser	B) swindler	C) manager	D) cashier

### 5.15 The rise and fall of Mr Fatcatt – a sad story

Fill in the gaps with suitable words: *belongings possessions owner proprietor landlords properties estate borrowed tenants loans*

Horace Fatcatt began his career by buying up old ..... (1) in London when prices were low. He got ..... (2) from several banks to finance his deals and soon he was one of the biggest private ..... (3) in the city, with some 3,000 ..... (4) renting houses and flats from him. He was also the ..... (5) of many shops and businesses. He became very rich and bought himself a huge ..... (6) in Scotland, but he ..... (7) more and more money from the banks and soon the bubble burst. Recession came and he had to sell all his ..... (8) and ..... (9), everything. He was left with just a few personal ..... (10) and finally died penniless [7].

### 5.16 A large number of compound nouns are based on phrasal verbs. A number of these nouns have economic associations

buyout	выкуп; приобретение контрольного пакета акций
takeover	поглощение компании
shortcut	(наиболее) рациональный способ достижения цели
turnround	оборот, оборачивание валюты
turnover	оборот, оборачиваемость валюты
rundown	снижение, сокращение
throughput	объем выпуска, производительность
throwback	регресс, возврат к прошлому
cutback	снижение, сокращение, уменьшение
outlet	рынок сбыта, торговая точка
check-out	проверка, контроль
tailspin	резкий спад в экономике

### 5.17 Fill in the gaps with appropriate words: *turnover, outlets, takeover, check-out*

- 1 The ..... Of one of our leading hotel chains has just been announced.
- 2 We're trying to find some new ..... for our products.
- 3 ..... Will be essential until the recession is over.
- 4 We made a profit of £1000 on a turnover of £ 10,000.
- 5 A and C Ltd. Have made a ..... bid for S and M plc.

### 5.18 Remember common abbreviations used in business

<b>Job Titles</b>	
CEO	Chief Executive Officer
CFO	Chief Financial Officer
CIO	Chief Information Officer
COO	Chief Operating Officer
<b>Organizations</b>	
EMU	European Monetary
IMF	International Monetary Fund
IRS	Inland Revenue Service
TUC	Trades Union Congress
UN	United Nations
WTO	World Trade Organizations
<b>Business Terms</b>	
B2B	Business to Business
B2C	Business to Consumers
CIF	Cost, Insurance, Freight
FY	Fiscal Year
HR	Human Resources
P&L	Profit and Loss
PLC	Public Limited Company
R&D	Research and Development
SWOT	Strengths, Weaknesses, Opportunities, Threats
TQM	Total Quality Management
VAT	Value Added Tax

### 5.19 Match job titles with their descriptions [8]

1 Chairman (of the board) or President	a) deals with administrative duties
2 Vice Chairman or Vice President	b) deals with legal matters
3 Managing Director or CEO	c) head of maintenance, catering and other facilities
4 Finance Director or CFO	d) responsible for output
5 Accountant or Financial Controller	e) the person at the top of the hierarchy
6 Sales Manager/Director	f) in charge of internal and external communications
7 Communications Manager/COO	g) responsible for all hardware and software in the company
8 Legal Affairs Manager	h) in charge of the day-to-day running of the business
9 IT (Information Technology) Manager or CIO	i) second in the hierarchy

10 Production Manager/COO	j) responsible for all matters concerning finance
11 Personnel Manager or HR Manager	k) heads the team that comes up with new ideas and products
12 R&D Manager	l) oversees the book-keeping
13 Facility Manager	m) in charge of the Sales Team
14 PA (Personal Assistant)	n) in charge of matters concerning staff

**5.20 Find among the following words synonyms and antonyms: *durable, check in, purchase, fire, expenditure, borrow, withdraw, edifice, negotiations, expenses, earnings, acquisition, take out, revenue, talks, remove from, sell, hire, employee, savings, lend, buy, expensive, check out, perishable, spending, income, premise, takeover, employer, cheap***

**5.21 Pay attention to the difference between British and American English**

British English	American English	
underground	subway	метро
shop assistant	salesman	продавец
milliard	billion	миллиард
company	corporation	компания
city/town centre	downtown	центр города
lift	elevator	лифт
cheque	check	чек
preference stock	preferred stock	привилегированная акция
share	stock	акция

**5.22 Arrange the following people into several categories according to their activities**

Depositors, customer, chairman, bookkeeper, salesman, clerk, purchaser, wage earner, financier, auctioneer, bidder, shopkeeper, banker, broker, asset stripper, head cashier, accountant, teller, banker, stockholder, buyer.

**5.23 Remember the following benefits**

old-age benefit	пособие по старости
health insurance	страхование на случай болезни
life insurance	страхование жизни
unemployment benefit	пособие по безработице
welfare benefit	пособие по социальному обеспечению
welfare fund	благотворительный фонд
retirement pension	пенсия за выслугу лет, при выходе в отставку
old-age pension	пенсия по старости

disability pension	пенсия по инвалидности
fringe benefit	дополнительные выплаты, льготы
industrial injuries benefit	пособие в связи с производственной травмой
insurance benefit	страховое пособие
medical benefit	пособие по болезни
maternity benefit	деньги за декретный отпуск

### 5.24 Fill in the chart

Verb	Noun	Adjective	Person
To profit			
		own	
	competition		
To rely on (upon)			-----
	purchase	-----	
			consumer
To benefit			
	employment		
		prosperous	-----
To deposit		-----	

### 5.25 Remember the following expressions

to be in the black	иметь положительное сальдо, быть платежеспособным, иметь прибыль
to wheel and deal	обделявать делишки, совершать махинации, заправлять делами
cinch	(разг.) нечто надежное, верное; предрешенное дело
to wait in the wings	ждать своего часа, быть наготове
catch	выгода, выгодное приобретение
bailiwick	(шутл.) круг деятельности
to play for high (low) stakes	играть по большой (маленькой)

### 5.26 Match the words with their definition

1 discount	a) an amount of money that you pay into a bank account
2 bank account	b) a written statement showing how much money you owe someone for goods or services you have received
3 mortgage	c) a reduction in the price of something
4 loan	d) a legal agreement in which you borrow money from a bank in order to buy a house
5 bill	e) something such as money or property that a person or company owns

6 deposit	f) a document given to someone who invests money in a government or company, promising to pay back the money with interest
7 asset	g) an amount of money that a person, business, or country borrows, especially from a bank
8 bond	h) one of the equal parts into which the value of a company is divided
9 stock	i) an arrangement with a bank that allows you to keep your money there and to pay money in and take money out

### 5.27 Pay attention to the different types of business

business	a company that makes or sells goods or provides a service, especially one owned and run by one person or a small group of people
firm	a company, especially one providing professional or financial services
cooperative	a company that is owned and run by all the people who work for it
corporation	a large company that employs a lot of people
multinational	a large company that operates in many different countries
subsidiary	a company that is owned by a larger company
Plc (public limited company)	a large British company that members of the public can invest money in
conglomerate	a large company made up of several smaller companies and often having a wide range of business activities

### 5.28 Translate into Russian

- 1 She left to start her own catering business.
- 2 He sold the business that his father and grandfather had built up.
- 3 Some of the Hollywood studios were bought by big Japanese corporations.
- 4 The fund invests mainly in US multinationals.
- 5 Electronics giant Panasonic is a subsidiary of Matsushita.

## Resources

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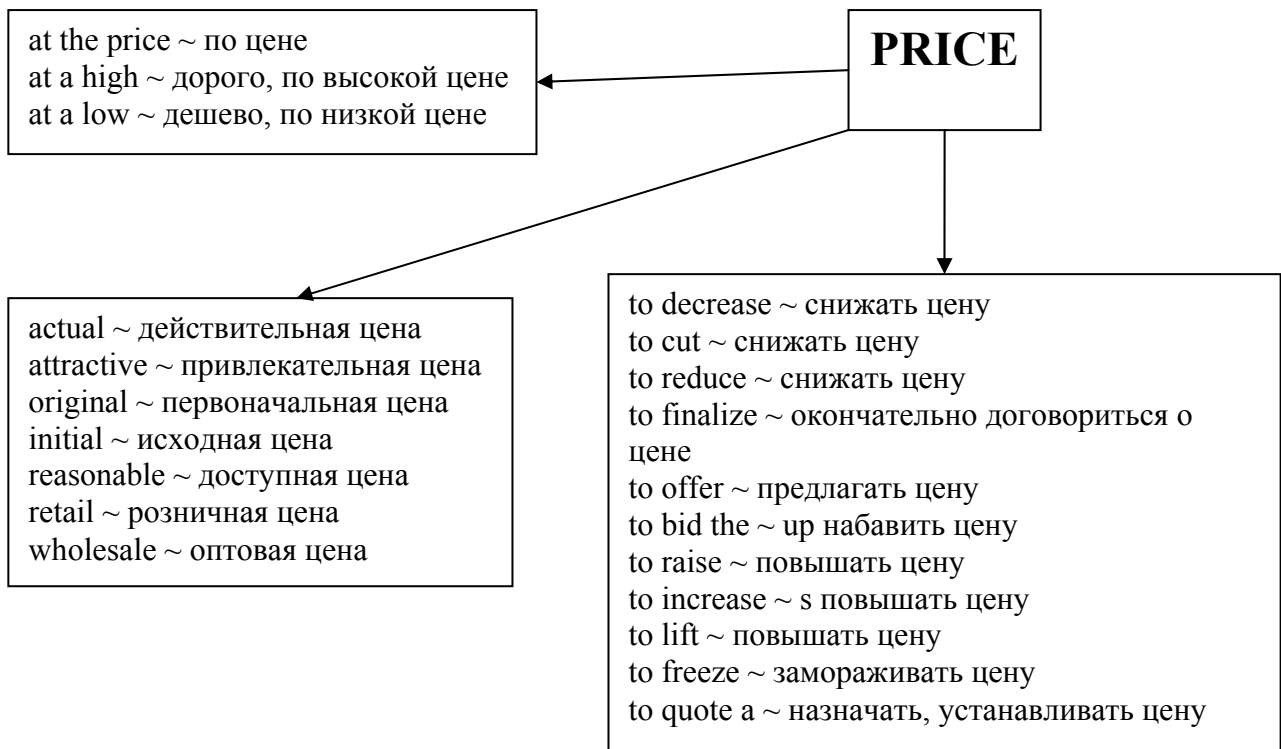


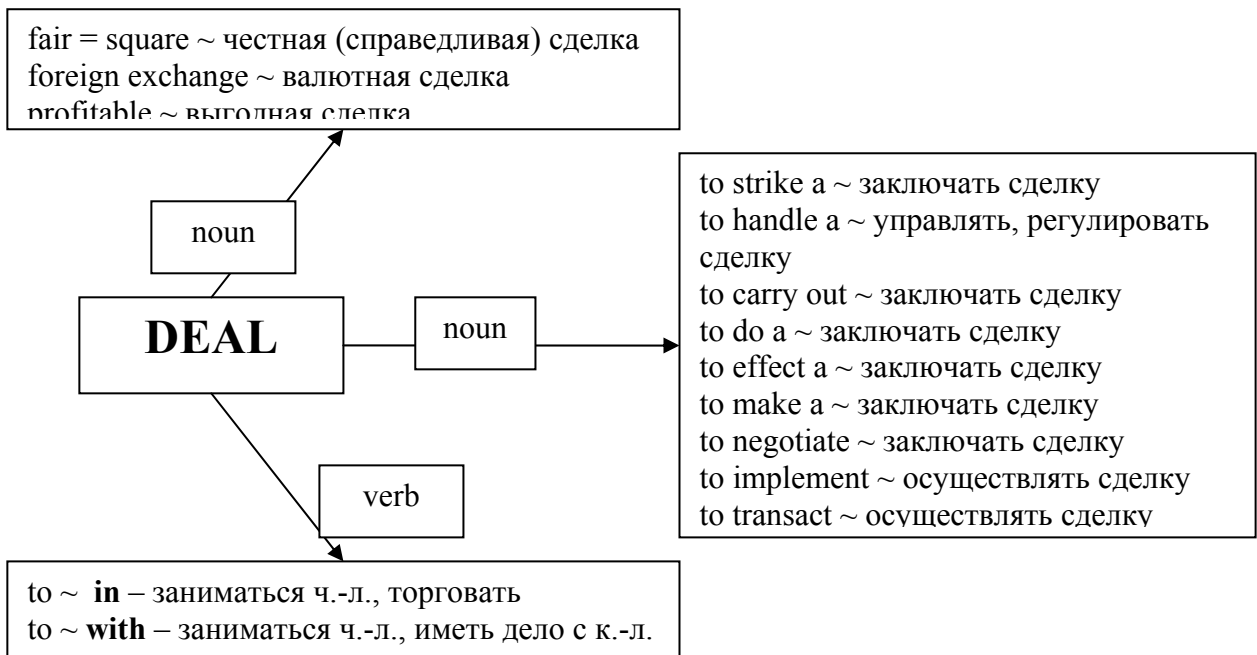
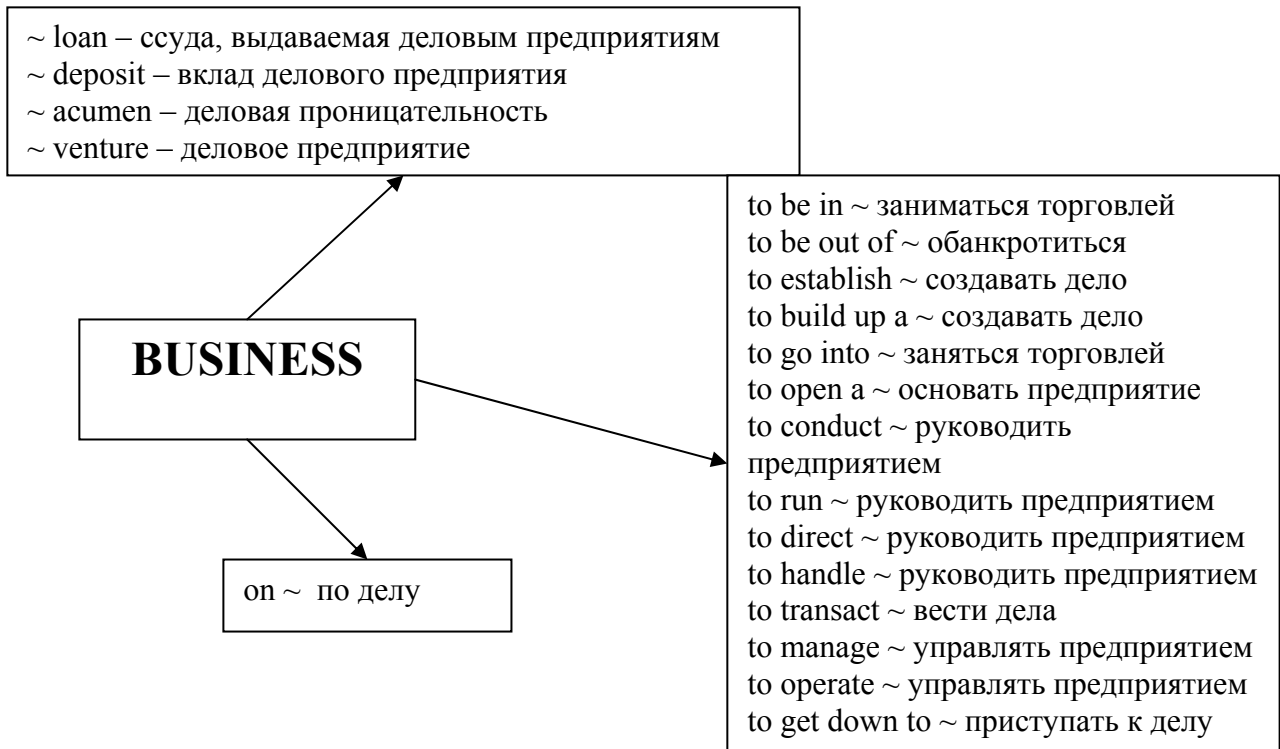
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## Appendix A (справочное)

### Word Combinations

Study the following words and word combinations. Try to remember them





correspondent ~ банк-корреспондент  
merchant = mercantile ~ торговый банк  
savings ~ сберегательный банк  
mutual savings ~ взаимно – сберегательный банк  
regular ~ обычный банк  
mortgage ~ ипотечный банк  
commercial ~ коммерческий банк  
drive-in ~ банк, обслуживающий клиентов в автомобилях  
member ~ коммерческий банк, член ассоциации расчетных палат

## BANK

to draw on a ~ брать деньги из банка  
to pay into a ~ вносить деньги в банк  
to pay through a ~ платить через банк  
to run a ~ управлять банком

~ market – фондовая биржа  
~ holder – акционер, пайщик  
~ owner – акционер, пайщик

common ~ обыкновенная акция  
preferred = preference ~ привилегированная акция

## STOCK

to issue ~ s – выпускать акции  
to float ~ s – выпускать акции  
to speculate in ~ s and shares – спекулировать ценными бумагами  
to tie up in ~ вкладывать деньги в акции

To bring a ~ приносить прибыль  
To draw a ~ получать прибыль  
To earn a ~ давать прибыль  
To make a ~ извлекать прибыль  
To obtain ~ извлекать прибыль  
To yield a ~ давать, приносить прибыль  
To calculate a ~ подсчитывать прибыль  
To get = gain ~ получать прибыль  
To turn to ~ извлекать выгоду, пользу



**PROFIT**