

UNIT 1

Language focus

1 Present Simple positive

Complete the Vinexpo exhibitor profile. Use the Present Simple form of the verbs in brackets.

EXHIBITOR PROFILE CARLA AND JASON LEONE-BELL

VINEXPO

Carla and Jason run ¹ (run) a very successful winemaking business. Carla ² (come) from an old Italian family of winemakers in Cosenza and she ³ (know) a lot about marketing wine. Jason ⁴ (be) from the Barossa Valley, a famous wine region in south-east Australia. He ⁵ (have) many years of winemaking experience with some of the Valley's great New World wines. Today, Carla and Jason ⁶ (manage) their own big estate in the Puglia region of southern Italy. There, they ⁷ (produce) their fine San Marco wine from the traditional primitivo grape. Thanks to Carla's hard work, wine experts all over the world ⁸ (know) the San Marco name. Jason says, 'I ⁹ (help) with new ideas on wine production, and Carla ¹⁰ (persuade) the customers to buy our product.'



**Come and meet
Carla and Jason on
Stand 206 – and try
the product!**

2 Present Simple positive and negative

Complete the sentences about Carla and Jason using the Vinexpo exhibitor profile in 1 and the business cards. Use the Present Simple form of the verbs in brackets.

SAN MARCO SpA

Jason Bell
Director, Wine Production
Via Della Viole
San Marco in Lamis
Puglia 73041

Tel: (+0039) 0883 937756
Email: jbelle@smarco.it

SAN MARCO SpA

Carla Leone-Bell
Marketing Director
Via Della Viole
San Marco in Lamis
Puglia 73041

Tel: (+0039) 0883 937757
Email: cleonebell@smarco.it

- 1 Jason comes (come) from a wine-growing area of Australia.
- 2 His wife, Carla, doesn't come (come) from Australia.
- 3 Carla _____ (be) from an old Italian family of winemakers.
- 4 Jason _____ (live) in Australia now.
- 5 Jason and Carla _____ (live) near San Marco in Puglia, southern Italy.
- 6 They _____ (work) on Carla's family estate.
- 7 They _____ (produce) very good wine on their own estate.
- 8 Jason _____ (run) the production side of the business.
- 9 He _____ (help) with new ideas on marketing.
- 10 Carla _____ (manage) the marketing for the business.

3 Present Simple Yes / No questions

Complete the conversation between Helen and Rosa, two visitors at Vinexpo. Use the Present Simple form of the verbs in brackets.

- HELEN Oh, no! I can't find my programme. Do you have¹ (you / have) a programme Rosa?
- ROSA Yes, I do. _____² (you / want) to borrow it?
- HELEN No, but could you check the time of the talk on biotechnology and wine-growing? _____³ (it / start) at 11.00 or at 11.30?
- ROSA Let's see ... It begins at 11.00.
- HELEN And _____⁴ (it / finish) at 1.00? I have a meeting at lunchtime.
- ROSA Yes, it does. It looks very interesting.
- HELEN I agree. _____⁵ (you / be) interested in going, too?
- ROSA Yes, I am. But _____⁶ (I / need) a ticket?
- HELEN No, you don't. We can go together.
- ROSA Fine, but _____⁷ (we / have) time to go to the cafeteria first? I really need a coffee before I think about wine!

4 Present Simple Wh- questions

Complete the publicity material about Vinexpo. Use the question words in the box.

How many ~~What~~ What When Where Who Why

FACTS

VINEXPO

What¹ is Vinexpo?

Vinexpo is an international exhibition for the wine and spirits business.

² does it take place?

The main exhibition is in Bordeaux, but there are also shows in the Far East and America.

³ does the main exhibition take place?

In June, every two years.

⁴ is Vinexpo for?

Producers, distributors, and retailers from all over the world.

⁵ exhibitors come to Bordeaux?

About 2,500, and they come from more than 40 countries.

⁶ do they come back year after year?

Because Vinexpo is the top international wine fair and a great place to do business.

⁷ date is the next Vinexpo?

From 22 to 26 June. Put it in your diary now!

5 Present Simple questions

Complete the conversation between Carla and Peter Stephanopoulos. Use the words in brackets to write the questions.

- PETER Hello. *Are you Signora Leone-Bell* ^{1?}
(Leone-Bell / Signora / you / are)
- CARLA That's right. Carla Leone-Bell.
- PETER Nice to meet you. I'm Peter Stephanopoulos, from Australia.
- CARLA Nice to meet you, too. ^{2?}
(from / are / Sydney / you)
- PETER Yes, I am. ^{3?}
(from / which / of / you / are / part / Italy)
- CARLA I'm from the south. ^{4?}
(do / do / you / what)
- PETER I'm a wine importer. Here's my card.
- CARLA So, ^{5?}
(do / import / you / wine / Italian)
- PETER No, not at the moment.
- CARLA That's terrible! Here's a San Marco 2003. ^{6?}
(you / do / want / to / it / taste)
- PETER Yes, please. Mmm, it's excellent. ^{7?}
(you / do / what / use / grape)
- CARLA Primitivo. It's the traditional grape in our part of Italy.
- PETER But there's something Australian about this wine.
- CARLA Yes, have a look at this business card. ^{8?}
(name / the / you / know / do)
- PETER Jason Bell? The Australian winemaker? ^{9?}
(he / your / is / husband)
- CARLA Yes, and this is his wine!



6 Frequency adverbs

How often do you eat out? Tick (✓) your answers on the questionnaire.



1 How often do you eat out at a restaurant?

- | | | | |
|-------------------------|--------------------------|--------------------------|--------------------------|
| a) nearly every day | <input type="checkbox"/> | d) once or twice a month | <input type="checkbox"/> |
| b) once or twice a week | <input type="checkbox"/> | e) a few times a year | <input type="checkbox"/> |
| c) 3 or 4 times a week | <input type="checkbox"/> | f) never | <input type="checkbox"/> |

2 What sort of food do you like?

- | | | | |
|------------|--------------------------|--------------------------|--------------------------|
| a) Indian | <input type="checkbox"/> | d) Chinese | <input type="checkbox"/> |
| b) French | <input type="checkbox"/> | e) Other | |
| c) Italian | <input type="checkbox"/> | (PLEASE WRITE WHAT SORT) | |

3 When do you eat out at a restaurant?

- | | NEVER | SOMETIMES | OFTEN | ALWAYS |
|--|--------------------------|--------------------------|--------------------------|--------------------------|
| a) when you meet friends | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| b) on business | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| c) on special occasions,
for example, birthdays | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| d) when you're tired and
don't want to cook | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Read about Peter Stephanopoulos. Then complete the paragraph below about you in a similar way.

Peter Stephanopoulos eats out at a restaurant once or twice a week. He likes Greek, Italian, and Chinese food. He often eats at a restaurant on business. He sometimes eats at a restaurant on special occasions, for example, birthdays.

I eat out at a restaurant ...

7 Practice drills: Present Simple

1.1, 1.2 Follow the instructions on the Student's CD/Cassette. If necessary, refer to the Listening scripts on p.78.



Pocket Book p. 12

Pronunciation Intonation of questions

Read the questions aloud. Do they rise ↗ or fall ↘?
Mark the intonation.

- | | |
|-------------------------------------|-------|
| 1 Who is Vinexpo for? | ↘ |
| 2 Does it finish at 1.00? | ↗ |
| 3 Are you interested in going? | _____ |
| 4 What do you do? | _____ |
| 5 How many exhibitors come? | _____ |
| 6 Do you use English at work? | _____ |
| 7 Are you from Sydney? | _____ |
| 8 What date is the next Vinexpo? | _____ |
| 9 Which part of Italy are you from? | _____ |
| 10 Do you import Italian wine? | _____ |

1.3 Listen and repeat the questions.

1 Personal information

Write the headings for the hotel guest registration card. Use the words and phrases in the box.

Country of residence	Home address	Passport no.	Signature
Date of birth	Mobile	Place of birth	Surname
Email address	Nationality	Post code	Telephone
Forename(s)			

<u>Surname</u>	1	Watts	 PRINCES HOTEL GUEST REGISTRATION CARD	
	2	Paul John		
	3	4 Forest Road, London		
	4	SW3 5NT		
	5	0208 73921	(FOR OVERSEAS VISITORS ONLY)	
	6	07974201223	10	British
	7	paulwatts@gkmail.com	11	C610392D
	8	15/04/75	12	UK
	9	Manchester	13	P J Watts

2 Personal possessions

Look at the picture. Complete the list of things in the briefcase.



- | | | | |
|---|------|---|--|
| 1 | comb | 6 | |
| 2 | | 7 | |
| 3 | | 8 | |
| 4 | | 9 | |
| 5 | | | |

What other personal possessions do you usually carry? Add them to the list.

Introductions, greetings, and goodbyes

Complete the four conversations. Use the phrases in the box.

How's life?	May I introduce myself?
Good to see you again.	let me introduce you
Pleased to meet you.	I look forward to seeing you in Madrid.
it was very nice meeting you.	How do you do?

Conversation 1

CHARLES David, _____¹ to
Kristal Schwartz. Kristal, this is David Porter. David, this is
Kristal Schwartz.

KRISTAL Hello. _____²

DAVID Pleased to meet you, too.

Conversation 2

MR WEST Excuse me, but are you Mrs Rice?

MRS RICE Yes, that's right.

MR WEST _____³ I'm Michael West.

MRS RICE How do you do?

MR WEST _____⁴

Conversation 3

ALAN Hello, Lucy. How are you?

LUCY Fine, thanks, Alan. _____⁵

ALAN Nice to see you, too. How's the family?

LUCY They're all very well. _____⁶

ALAN Oh, not too bad, thanks, but very busy.

Conversation 4

BARBARA Patrick, I must go now – my flight is at 5.00.

PATRICK Well, _____⁷

BARBARA I really enjoyed meeting you, too.

PATRICK _____⁸

BARBARA I do, too. See you next month.

 1.4 Listen to the conversations and check your answers.

 1.5 Listen and repeat the phrases on the Student's CD/Cassette.



Pocket Book p. 18

