

Fashion and Lies

时尚与谎言



Marisa Marmo
Barbara Bettinelli Backhouse

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Graw
Hill

Upper-Intermediate

C1 Effective Operational Proficiency



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1. Look at the pictures in chapter 1 and answer the questions.

Picture 1

- 1 • What does the man look like?
- 2 • Who doesn't seem very happy?
- 3 • What do you think the relationship is between the woman next to the door and the other two people?

Picture 2

- 4 • Why do you think the woman is not in a good mood?
- 5 • What can you see on the desk?
- 6 • What is on the front page?

chapter one

A Handsome Man and an Angry Woman

Monday 1st March

All women found Cristian La Roque incredibly handsome. He had beautiful dark hair and eyes as blue as the sea. He was tall, slim and always elegantly dressed. His mother had given him a passion for clothes and at sixteen he decided to become a fashion designer. He was now twenty-nine and good at his job.

But he was ambitious and he wanted to be the best. At 9.15 he walked into the offices of his latest employer, Folly Fashions.

Norma Folly was the owner of Folly Fashions, the fashion house she had set up thirty years ago. She was fifty-two years old but looked younger. She had blonde hair, wore lots of make-up and liked to wear the latest fashions. Her dream was to have the most successful fashion house in Britain. She wanted everyone to know the name Folly Fashions.

Norma was not a happy woman. She was reading the front page of the newspaper *Business World*.

The more she read, the angrier she became.

She heard voices coming from reception.

She got up, opened the door and saw her new

2. Match the verbs (1-6) to their definitions (a-f).

- 1 • to regret
- 2 • to be up by
- 3 • to joke
- 4 • to delay
- 5 • to set up
- 6 • to glare at

- a • to say something funny
- b • to establish
- c • to look at someone angrily
- d • to increase
- e • to be sorry
- f • to postpone



designer laughing and joking with the secretary.

"Good morning, Cristian. I see that, as usual, you are working hard. In my office – NOW!"

Cristian winked at the secretary, followed Norma into the office and sat down.

Norma stood behind her desk.

"I don't pay you to talk to women all day. While you're chatting, I'm worrying. I employed you to prepare our autumn-winter collection for the next fashion show but I'm beginning to regret it. The show is on 19th March so you've got less than three weeks to produce all the designs." She glared at Cristian and waited for an answer.

"Don't worry, Norma. Everything is under control. I just need a few more dresses to finish the collection." He noticed the newspaper on her desk. "What are you reading, your horoscope?" he joked.

"Cristian, don't forget that I'm the boss. Now, what do you know about Laura Crane?" she asked.

"I hear she's quite successful," he replied.

"Certainly more successful than you. She works for her father at Crane Creations, our biggest rivals. In this week's issue of *Business World* there's an article about her. They call her 'the new face of fashion'. Listen to this..." Norma began to read from the article: 'Crane Creations has a new designer, the turnover is up by 35% and profits are increasing. They now receive orders from all over Europe, they make clothes for famous people, they are preparing their best autumn-winter collection...'

Cristian interrupted her to say: "OK, OK, I understand."

"No, you don't," shouted Norma. "At Folly Fashions the turnover is down, our profits are decreasing and we have had only three orders from our last catalogue. Every month I have to delay payments to suppliers and all I get from you are expense claims. I want to be bigger and better than Crane Creations. So, what are you going to do about it?"

Cristian smiled.

"Norma, soon I will make you the queen of fashion and destroy Crane Creations at the same time. I've got an idea..."

A Handsome Man and an Angry Woman



check your comprehension

3. Are these sentences true (T) or false (F)?

- 1 • Cristian decided to become a fashion designer when he was 29.
- 2 • Norma Folly is the owner of the most successful fashion house in Britain.
- 3 • Cristian works for Norma.
- 4 • Cristian has finished the autumn-winter collection.
- 5 • The turnover of Crane Creations is increasing.
- 6 • Folly Fashions make clothes for celebrities.
- 7 • Folly Fashions don't pay their suppliers regularly.

T	F
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

Now rewrite the false sentences.

characters

4. Complete the sentences with the name of the correct character.

- 1 • _____ wears elegant clothes.
- 2 • _____ has always wanted to work as a fashion designer.
- 3 • _____ started Folly Fashions thirty years ago.
- 4 • _____ is 52, but looks younger.
- 5 • _____ works for her father.
- 6 • _____ is Cristian's boss.
- 7 • _____ wants to destroy Crane Creations.

words

5. Put the words below into groups.

ambitious angry beautiful collection designer dresses handsome happy
orders payments profits show slim successful tall turnover

PHYSICAL DESCRIPTION	FASHION	BUSINESS	PERSONALITY

language

PRESENT SIMPLE OR PRESENT CONTINUOUS

Are you reading your horoscope?
I never read my horoscope,
I'm reading the business page!

6. Complete these sentences with the Present Simple or the Present Continuous of the verbs in brackets.

- 1 • Norma Folly always _____ (wear) lots of make-up and the latest fashions.
- 2 • Cristian _____ (prepare) the autumn-winter collection at the moment.
- 3 • Laura Crane _____ (work) in her father's company.
- 4 • Where's Norma? She's in her office: she _____ (read) *Business World*.
- 5 • Crane Creations _____ (receive) orders from all over Europe every month.
- 6 • Cristian _____ (not work); he _____ (chat) to the secretary.

story summary

7. Complete the story summary with the words below.

angry biggest destroy next orders passion
profits started suppliers turnover

Norma Folly is the owner of Folly Fashions, a fashion company in Britain. She _____ the company thirty years ago.

Cristian La Roque works as a fashion designer at Folly Fashions. He has a _____ for clothes and is very ambitious. He's working on the autumn-winter collection: the _____ fashion show is in three weeks' time, but he hasn't prepared all the designs yet. Norma is very _____ and very worried. She has read in the paper that Crane Creations, her _____ competitor, are very successful: their _____ are increasing and they receive _____ from all over Europe. Folly Fashions isn't very successful: their profits and their _____ are decreasing and sometimes they don't have the money to pay their _____. But Cristian isn't worried: he wants to _____ Crane Creations and knows how to do it.

1. Look at the pictures in chapter 2 and answer the questions.

Picture 1

- 1 • What's happening?
- 2 • What do you think they are talking about?
- 3 • How many things in the picture indicate that it has been a good year so far for Crane Creations?

Picture 2

- 4 • Do you recognize anyone from chapter 1?
- 5 • Is there anything different about the way he is dressed?
- 6 • Why do you think he's in Laura's office?

chapter two

An Important Meeting

Monday 1st March

"The next point on the agenda is the present financial position of Crane Creations." Edward Crane couldn't resist a smile. He was dressed, as always, in an expensive suit, shirt and tie. His grey hair was cut short and he looked elegant and distinguished. He was in a meeting with his daughter Laura, Manuel, their new designer, and Suzie Forest, the secretary. "I'd like to take this opportunity to congratulate Laura on the success she has brought to Crane Creations. I'm sure everyone has read the article in *Business World* this morning."

Laura smiled. Her long brown hair was tied at the back of her neck and she too was well-dressed. She preferred to wear trouser suits and silk blouses. She said: "This has been a great year for us. If you look at these graphs you will see that sales, turnover and profits have all increased sharply. This is due to the hard work and effort of all employees at Crane Creations. Things are going so well that we have decided to launch some of our designs on the American market. In April we are going to begin selling our most popular line of clothing in two retail outlets in New York."

2. Match the underlined words (1-6) to their definitions (a-f).

- | | |
|---|---------------------|
| 1 • I've <u>reserved</u> a table for two at our favourite restaurant. | a • sharply |
| 2 • Hold the line, please, and I'll <u>connect you</u> as soon as possible. | b • booked |
| 3 • You can't eat all that cake! It's <u>enormous</u> . | c • huge |
| 4 • All the <u>workers</u> will receive a bonus this month. | d • unlike |
| 5 • This is <u>different from</u> anything I've ever seen. | e • put you through |
| 6 • Why have sales fallen so <u>quickly</u> ? | f • employees |



Her father smiled again. “Manuel’s first collection for us was a huge success. Manuel, are you going to tell us about the autumn-winter fashion show on March 27th?”

The small man with hair died blond and dressed in a purple shirt and designer jeans began to speak. “I have so many ideas that I can’t decide which ones to include in the collection. I think I’ll make my final decision next week but I can tell you now, it’s going to be a fantastic show.”

“Excellent,” replied Edward Crane. “Our company is getting stronger unlike our competitor Folly Fashions, although I’ve heard that Norma has a new designer.”

“That company’s a joke,” sneered Manuel. Everyone in the room agreed.

Laura said: “My father and I are going to visit the trade fair ‘Everything for Fashion’ on Monday 8th March to try and make more contacts in our field.

— We always need new suppliers and buyers. Suzie, have you booked our train tickets?” She looked at the young woman who was busy taking the minutes of the meeting. Suzie had beautiful long red hair and green eyes. She shared a house with Laura and they were good friends.

“Not yet. I’ll do it after the meeting.”

At four o’clock the meeting had finished and Laura and Suzie were in their office. The phone rang and Suzie answered it.

“Good afternoon, Crane Creations. Can I help you?”

“Hello. My name is Simon Robbins. I work for the *UK Post* and I’d like to make an appointment to interview Laura Crane.”

“Hold the line please, I’m putting you through,” replied Suzie.

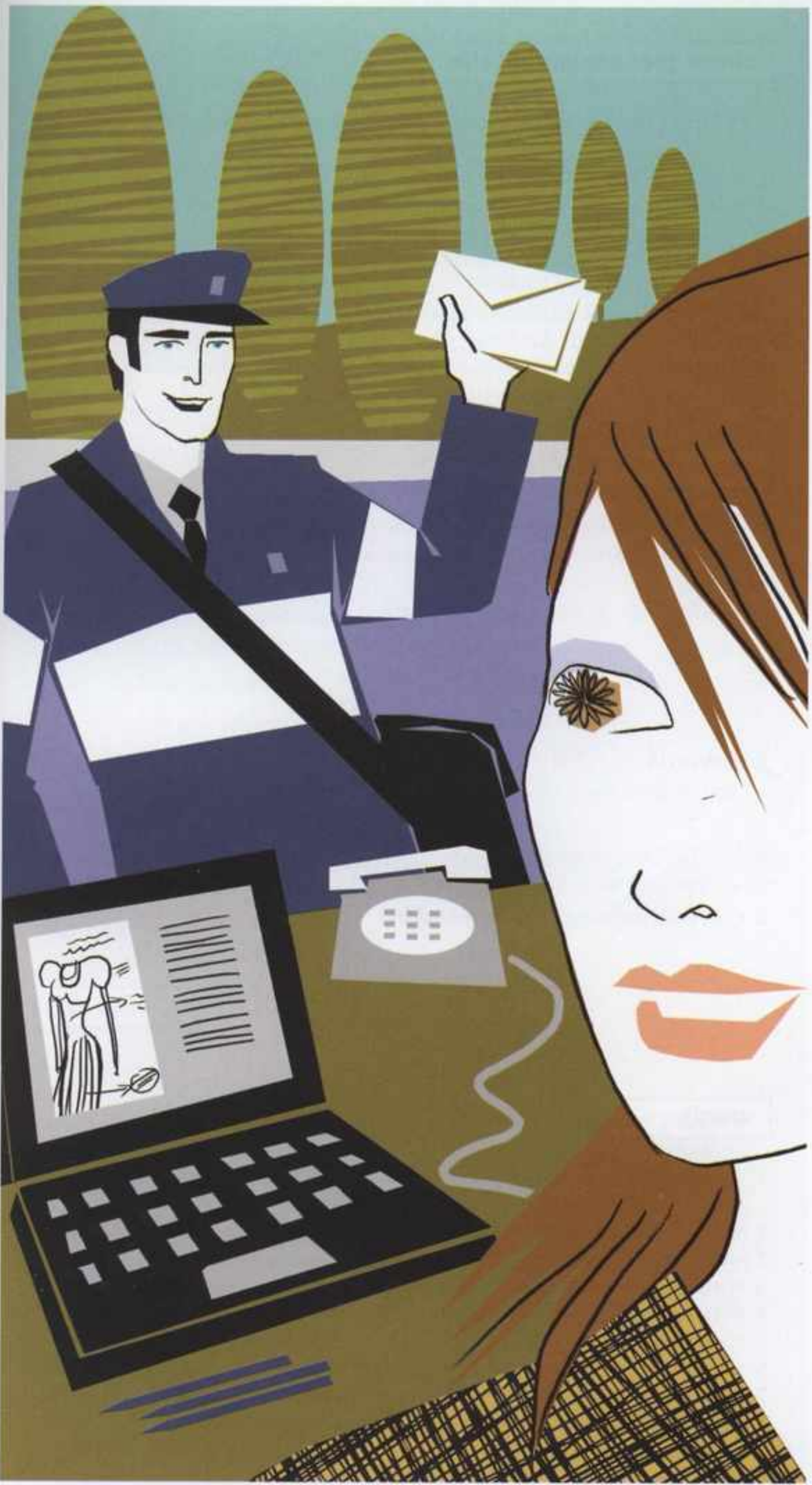
Laura picked up the phone and spoke to the reporter.

“Mr Robbins, is Wednesday at 1.30 a convenient time for you?”

“That will be perfect. I look forward to meeting you. Goodbye.”

When Laura looked up to ask Suzie to put it in her diary she saw the best-looking postman in the world standing at the door. Those eyes were as blue as the sea...

An Important Meeting



check your comprehension

3. Choose the correct word to complete the sentences.

- 1 • Suzie is Edward Crane's *daughter* / *new designer* / *secretary*.
- 2 • It's been a *good* / *bad* / *mediocre* year for Crane Creations.
- 3 • The graph shows that sales have *gone up* / *gone down* / *stayed the same*.
- 4 • Crane Creations have decided to begin selling their clothes in New York *on March 23rd* / *in April* / *on March 8th*.
- 5 • Crane Creations always need new *buyers* / *designers* / *models*.
- 6 • Laura lives with *her father* / *Manuel* / *Suzie*.
- 7 • Simon Robbins is a *fashion designer* / *journalist* / *postman*.

characters

4. Answer these questions about the four new characters in this chapter: Edward Crane, Laura Crane, Manuel and Suzie.

- | | | |
|-------------------|--------------------------|-------|
| 1 • Who has | long red hair? | _____ |
| | dyed blond hair? | _____ |
| | short grey hair? | _____ |
| | long brown hair? | _____ |
| 2 • Who is | small? | _____ |
| | distinguished? | _____ |
| | young? | _____ |
| | well-dressed? | _____ |
| 3 • Who's wearing | a purple shirt? | _____ |
| | a tie? | _____ |
| | a yellow and black suit? | _____ |
| | an expensive suit? | _____ |

words

5. Match these verbs (1-9) to the words (a-i).

- | | |
|---------------------|--------------------|
| 1 • to book | a • an appointment |
| 2 • to congratulate | b • a house |
| 3 • to hold | c • the line |
| 4 • to launch | d • the minutes |
| 5 • to make | e • the phone |
| 6 • to pick up | f • a product |
| 7 • to take | g • on the success |
| 8 • to visit | h • a ticket |
| 9 • to share | i • a trade fair |

6. Complete the sentences with the words below.

agenda appointment employees opportunity retail outlets sharply

- 1 • This graph shows that our turnover has increased _____.
- 2 • How many points are on the _____ of today's meeting?
- 3 • There are 50 _____ at Crane Creations.
- 4 • Can I make an _____ with Edward Crane, please?
- 5 • Folly Fashions doesn't have any _____ in the States.
- 6 • I'd like to take the _____ to thank everyone for their hard work.

language

7. Complete this conversation between Edward Crane and Suzie. Choose a suitable verb and use *going to* or *will*.

THE FUTURE - GOING TO OR WILL

In April we *are going to begin* selling our clothes in the States.
I'll do it after the meeting.

ask buy prepare ring travel visit

- MR CRANE: OK, Suzie. Laura and I _____ the trade fair in Birmingham next week. Have you booked our rooms?
- SUZIE: No, Mr Crane. I _____ the hotel immediately.
- MR CRANE: We _____ by train and we need the tickets.
- SUZIE: I _____ them: is the 8 o'clock train OK?
- MR CRANE: Yes, it's fine. I _____ a Powerpoint presentation, but I don't have much time.
- SUZIE: Don't worry. I _____ one of the other secretaries to help you.
- MR CRANE: You're so efficient, Suzie. You always have an answer to my problems.
- SUZIE: Thank you, Mr Crane.

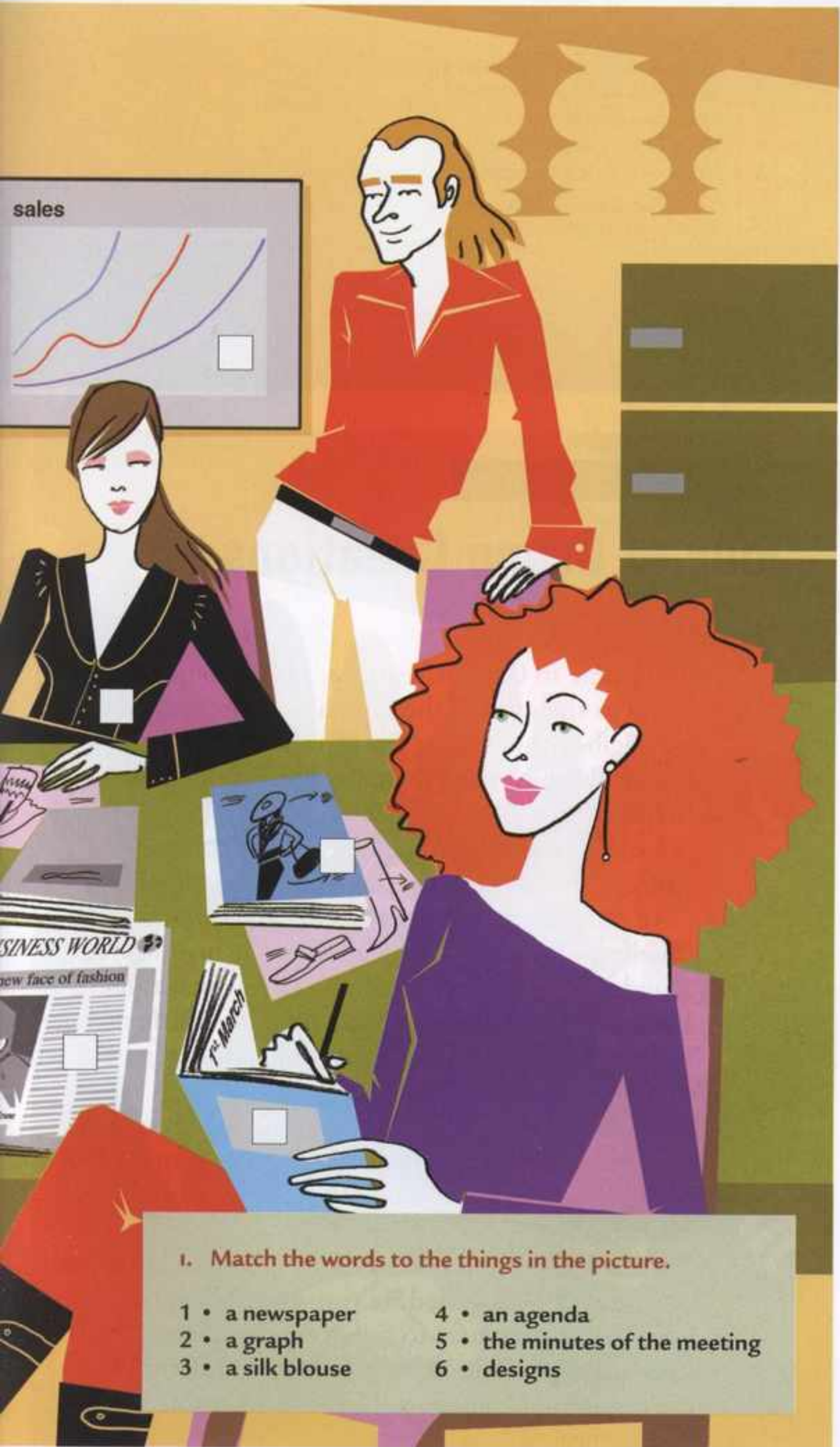
story summary

8. Rewrite the summary with the correct information.

Edward Crane had a meeting with his daughter Laura, his new designer Manuel and his secretary Suzie. They talked about the past financial situation of Crane Creations. He's very happy because it has been a bad year for the company: the sales and the profits have decreased because everyone has worked very little. He has decided to sell some of the designs on the British market and to open two offices in New York. Edward Crane is also happy because Manuel's first collection was very successful. Now Manuel is preparing the next collection and will decide which clothes to include in it next month. Edward and Suzie are going to a trade fair in March: they hope to contact new suppliers and buyers. There was an article about Laura in the paper yesterday morning and now another postman wants to interview her: she agrees to meet him on Monday at 1.30.

A Meeting





1. Match the words to the things in the picture.

- | | |
|-------------------|--------------------------------|
| 1 • a newspaper | 4 • an agenda |
| 2 • a graph | 5 • the minutes of the meeting |
| 3 • a silk blouse | 6 • designs |

1. Think about the characters you met in the first two chapters. Answer these questions about them.

- 1 • Who owns a fashion house?
- 2 • Who is a fashion designer?
- 3 • Who is a secretary?
- 4 • Who is very handsome?
- 5 • Who works for her father?
- 6 • Who is a journalist?
- 7 • Who was angry?

chapter three

A Tour of Crane Creations

Wednesday 3rd March

"Welcome to Crane Creations, Mr Robbins," said Laura as she greeted the journalist in reception. "Shall we begin with a tour of the offices?"

Simon Robbins liked Laura Crane. She seemed kind, helpful and very intelligent.

"Could you give me a summary of the company history?" he asked as they moved to the office area.

"I've only recently started writing about fashion."

"Well, my father, Edward Crane, is the man who founded this fashion house in 1968. At that time he had just six employees, a small office and little money."

"When did you move to these wonderful premises?" enquired Simon.

"Ten years ago. We now have a total of fifty employees and our turnover has increased every year since 1980."

"And how long have you been a part of the family business?"

"When I left school I decided to do a degree in fashion and textiles. I graduated six years ago and worked in each department here to gain some experience. I've been sales manager for the past eighteen months."

"What is your commercial strategy to ensure success in the future?"

the story so far

2. Are these sentences about the events in the first two chapters true (T) or false (F)?

- | | T | F |
|--|--------------------------|--------------------------|
| 1 • Norma Folly has the most successful fashion house in Britain. | <input type="checkbox"/> | <input type="checkbox"/> |
| 2 • Cristian hasn't finished his designs for the next fashion show yet. | <input type="checkbox"/> | <input type="checkbox"/> |
| 3 • The newspaper article is about Laura Crane. | <input type="checkbox"/> | <input type="checkbox"/> |
| 4 • Norma is worried about the financial situation of her company. | <input type="checkbox"/> | <input type="checkbox"/> |
| 5 • Crane Creations started selling their products in the USA last year. | <input type="checkbox"/> | <input type="checkbox"/> |
| 6 • Edward Crane is worried about competition from Folly Fashions. | <input type="checkbox"/> | <input type="checkbox"/> |
| 7 • Both fashion houses have a show this month. | <input type="checkbox"/> | <input type="checkbox"/> |



"Primarily to establish more contacts abroad. We believe that diversification is crucial so we aim to introduce more lines. Our target is to increase profits by 20% each year so we can reinvest some capital into the business."

They arrived at a large door. Laura stopped and said: "This is Manuel's workshop. He's the designer whose creations have brought us such success." She opened the door and shouted: "Manuel, I have a journalist, Simon Robbins, with me. Can we come in?"

Manuel appeared almost immediately wearing a yellow shirt and his usual jeans. "Hello, Laura," he said and then looked suspiciously at Simon.

"Mr... err... Manuel..." stuttered Simon. "I'm from the *UK Post*. Do you like working at Crane Creations?"

"I could work anywhere but for now I'm happy here."

"Could I see your workshop?" Simon asked tentatively.

"No, I'm too busy. I must get back to work. Goodbye."

Laura smiled and led Simon away.

- "He isn't the friendliest person here," remarked the journalist.

"Don't worry," replied Laura. "Manuel is very protective of his work. He designed all the clothes you saw in our last catalogue."

They walked to her office and continued the interview before Simon went to talk to Edward Crane. He had just left when the postman arrived. Laura felt nervous as he gave the letters to Suzie and then came towards her.

"Miss Crane... Laura, we didn't get a chance to talk last time. My name's George Blake and I'm your new postman." He leaned forward and took her hand.

Laura looked into his blue eyes.

"Suzie, take the letters which must be signed to my father, please," she said quickly as she began to blush...

Simon Robbins now had all the information for the article he wanted to write. He walked along the corridor to Laura's office to say goodbye and thank her for the interview. When he reached the door he saw that she was talking to a man. The man was wearing a postman's uniform and was holding her hand.

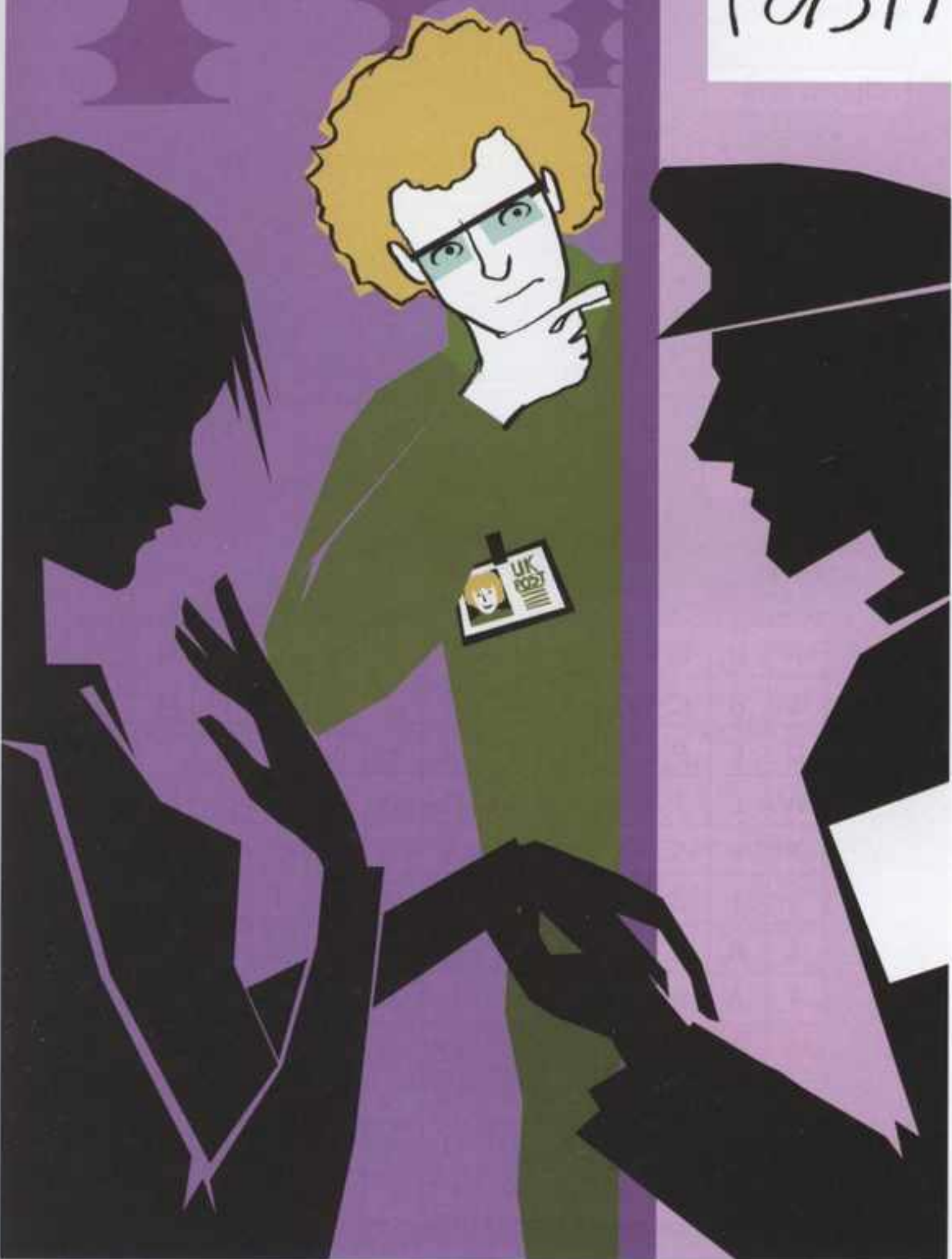
He decided not to disturb them.

"Laura," said George hesitantly, "I'd like to ask you a question..."

A



Fash



check your comprehension

3. Answer the questions.

- 1 • When was Crane Creations founded?
- 2 • How many people worked for the company when it first started and how many work there now?
- 3 • What did Laura study?
- 4 • What's her position in the company now?
- 5 • What are the two elements of Laura's commercial strategy?
- 6 • What are they going to do with part of their capital?
- 7 • What does Simon think of Manuel?
- 8 • Where does Simon go after his interview with Laura?
- 9 • Who is George Blake?

characters

4. Write next to each adjective the name of the character that it best describes.

- | | | | |
|-----------------|-------|----------------|-------|
| 1 • charming | _____ | 6 • romantic | _____ |
| 2 • helpful | _____ | 7 • shy | _____ |
| 3 • intelligent | _____ | 8 • suspicious | _____ |
| 4 • kind | _____ | 9 • nervous | _____ |
| 5 • unfriendly | _____ | 10 • unkind | _____ |

words

5. Find fifteen words from chapter 3 in the wordsquare. Don't look back at the chapter yet!

P	R	O	T	E	C	T	I	V	E	T	N
S	B	C	Q	P	B	L	U	S	H	E	M
D	E	P	A	R	T	M	E	N	T	X	I
W	L	I	N	E	S	C	M	Q	L	T	N
P	V	S	A	M	R	A	T	E	S	I	T
S	I	G	N	I	A	T	V	T	I	L	E
S	A	L	E	S	M	A	N	A	G	E	R
T	A	R	G	E	T	L	X	C	N	S	V
W	O	R	K	S	H	O	P	C	E	Z	I
H	O	L	D	I	N	G	J	W	D	R	E
N	M	G	R	A	D	U	A	T	E	D	W
E	M	P	L	O	Y	E	E	S	W	S	T

language

PAST SIMPLE OR PRESENT PERFECT

George *leaned* forward and *took* Laura's hand.

The turnover *has increased* since 1980.

6. Complete these sentences with the Past Simple or the Present Perfect of the verbs in brackets.

- 1 • Laura _____ (graduate) six years ago.
- 2 • The number of our employees _____ (increase) in the past fifteen years.
- 3 • George _____ (not talk) to Laura last time he saw her.
- 4 • Manuel _____ (design) all the clothes for last year's collection.
- 5 • Laura _____ (be) sales manager for eighteen months.
- 6 • Our profits _____ (go up) by 10% since 2002.

story summary

7. It's been a special day for Laura. Complete her diary with the words from the box.

as blue friendly had handsome history how many letters
moved protective receive suspicious summary tour what

Dear diary,

Today's been a busy and very special day! I _____ an interview with Simon Robbins. He works _____ a journalist for the *UK Post*. He's very nice, but a bit shy. I gave him a _____ of the company _____ and then took him for a _____ of the offices. He asked a lot of questions about Crane Creations. He wanted to know _____ people work for the company and when we _____ to the present premises. He also wanted some information about me, _____ I studied, where I graduated and how long I've been a sales manager. I took him to meet Manuel, but he wasn't very _____. In fact, he seemed quite _____ and didn't want to show the workshop to him. But we all know how _____ Manuel is of his new designs! Simon went to interview Dad and I was in my office with Suzie when this incredibly _____ man arrived. He gave Suzie some _____ and then took my hand and introduced himself. His name is George Blake and he's the new postman. His eyes are so _____ and he's so... I hope I'll _____ lots of letters every day!

1. Match these words (1-6) to their synonyms (a-f).

- 1 • pay a compliment
- 2 • adamant
- 3 • to enquire
- 4 • to arrange
- 5 • to grin
- 6 • mad

- a • to ask
- b • crazy
- c • to organize
- d • to say something nice to someone
- e • sure
- f • to give a big smile

chapter four

A Romantic Dinner Date

- Wednesday 3rd March

"Would you like to come to dinner with me?" repeated George. Laura came back to reality. She was dreaming of a romantic dinner date.

"Yes, of course I would," she replied as she looked once more into his eyes.

"Great," said George. "I'll pick you up at 8 o'clock on Friday night. I can't wait. See you soon," and he blew a kiss as he left the office. Suzie returned a few minutes later and Laura told her what had happened.

"Laura, are you mad?" she cried. "You can't go out with him. You've only met him once."

But Laura was adamant. "I can go out with whoever I want. He's very good-looking, isn't he?"

"He is gorgeous," admitted Suzie.

Friday evening came quickly. George took Laura to an expensive restaurant and paid her lots of compliments. "Laura, I've been thinking of you since Monday. I've been waiting so long to meet a girl like you, pretty and intelligent."

Laura wasn't used to all this attention. "Tell me about yourself," she said. "I only know your name."

George grinned. "Well, I'm a postman but I go to

pictures

2. Look at the pictures in chapter 4 and answer the questions.

Picture 1

1 • Which of these adjectives describe Cristian?

- | | | |
|-----------------|----------|----------------|
| a. well-dressed | c. happy | e. bored |
| b. interested | d. angry | f. fair-haired |

Picture 2

- 2 • Who's Cristian talking to?
- 3 • Why do you think he has phoned her?
- 4 • What time is it?
- 5 • Why do you think Norma looks angry?



night school. I'm studying to be a lawyer but I've only been studying for six months."

"Really?" said Laura. "That's great."

George smiled again. "What about you? Tell me about your work. It must be so interesting. Is your father's fashion house very successful?"

"Well, yes, it is, actually. We all work very hard."

"And who's your main designer?" George enquired.

"His name's Manuel and he's truly the best." Laura didn't notice the frown on George's face as he asked a third question. "When's the next fashion show?"

"It's at the end of the month. We've been preparing for it since Christmas. We..."

"And are all the dresses ready?" interrupted George. He was anxious to find out as much as possible.

"Most of them," Laura told him.

"What are the plans for the future of Crane Creations?"

Before Laura could answer, the waiter brought their food. During the meal George continued to ask more questions. At midnight he took her home and they arranged to meet for lunch at the trade fair on Monday. Laura walked into the house she shared with Suzie. Suzie was waiting for her.

"Suzie, how long have you been sitting there?"

"You won't go out with him again, will you?" asked Suzie. "You don't know anything about him."

Laura sighed. "He's such a nice man, Suzie. He's really interested in me and my work and I like him. You're so beautiful, you have a different boyfriend every week but I haven't had a boyfriend for months. I'm right, aren't I?" Suzie looked at her, shook her head and said: "I'm going to bed."

Before George drove home, he phoned Norma.

"Cristian, where have you been? I've been waiting for your call for hours. What happened?"

George told her that Laura had given him lots of information. "She thinks I like her," he laughed.

When Norma heard that the dresses for the autumn-winter collection were ready, she became even more worried. "I want those designs. You have to get into the office at night. Now, listen carefully..."

A Romantic Dinner Date



check your comprehension

3. Match the beginning of each sentence (1-5) to the correct ending (a-e).

- 1 • George invited Laura...
 - 2 • Suzie thinks Laura can't go out with George because...
 - 3 • George and Laura went to an expensive restaurant and...
 - 4 • George works as a postman, but...
 - 5 • George and Laura decided...
- a • ... he asked her a lot of questions about her work.
 - b • ... he's studying to become a lawyer.
 - c • ... she doesn't know him very well.
 - d • ... to have dinner with him on Friday night.
 - e • ... to have lunch together on Monday.

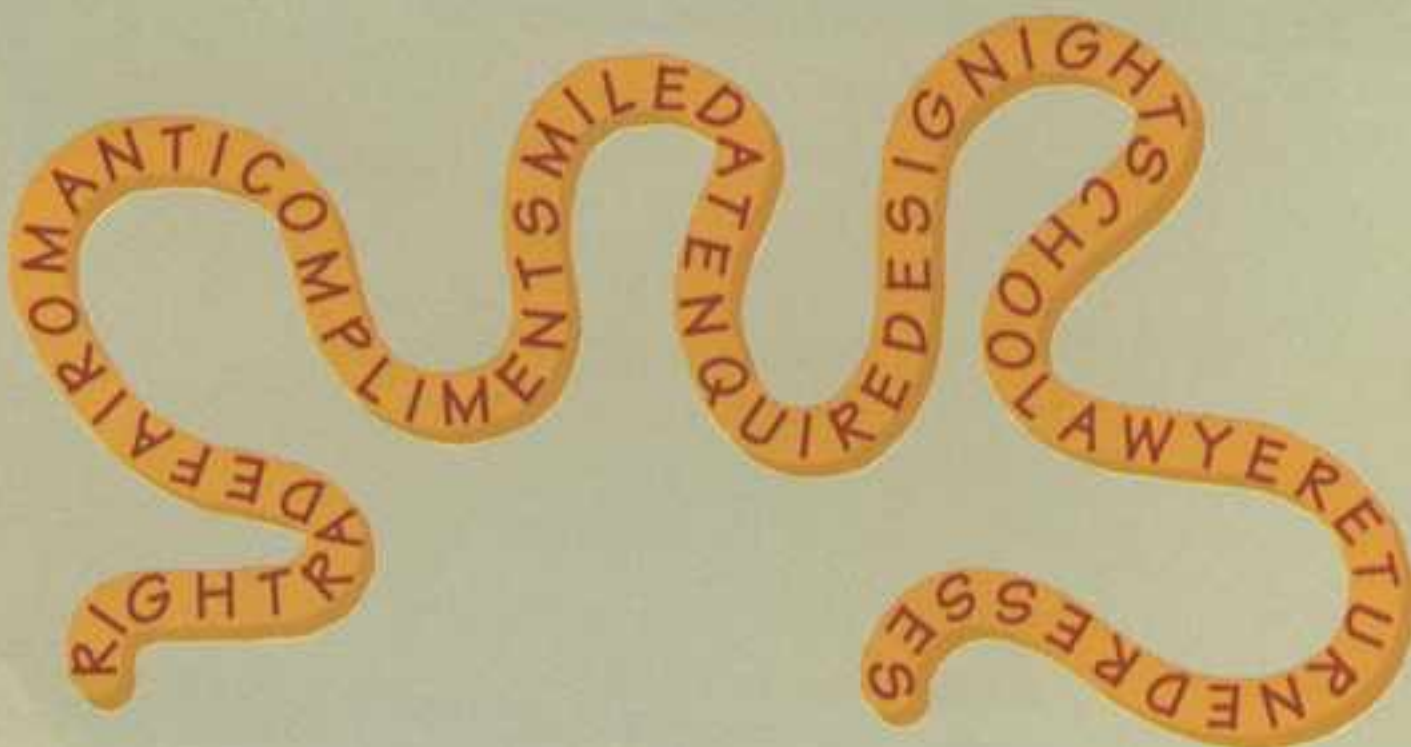
characters

4. Who said it? Write the name of the character and then check your answers with the CD.

- 1 • "Are you mad?"
- 2 • "I can go out with whoever I want."
- 3 • "I've been thinking of you since Monday."
- 4 • "You don't know anything about him."
- 5 • "Are all the dresses ready?"

words

5. Find twelve words from chapter 4 in this wordspaghetti.
 (The last letter of a word is the first letter of the next word.
 Example: RIGHTRADEFAIR = RIGHT / TRADE FAIR).



language

PRESENT PERFECT CONTINUOUS

We've been preparing the collection since Christmas.
I've been waiting for hours.

6. Complete the sentences with the Present Perfect Continuous of the verbs in brackets and *since* or *for*.

- 1 • Laura _____ (work) as a sales manager _____ the past eighteen months.
- 2 • I _____ (wait) for you _____ eight o'clock!
- 3 • Suzie and Laura _____ (share) a flat _____ last year.
- 4 • George _____ (go) to night school _____ six months.
- 5 • Manuel _____ (design) the new collection _____ December.
- 6 • Laura and George _____ (talk) for two hours.

story summary

7. Put these pictures in the correct order, then listen to the CD and check your answers.



1. Write a list of all the words you know that are associated with a trade fair.

E.g.: buyers...

chapter five

Everything for Fashion

Monday 8th March

Edward and Laura Crane were at the entrance of the trade fair. The main organizer, John Maxwell, was there to greet the visitors.

“Edward! How marvellous to see you. How are you?” Edward shook his hand and replied: “I’m fine, thanks. What about you? Busy as always? This fair gets bigger every year.”

John laughed. “You’re absolutely right. This year we have over three hundred stands. Here’s the brochure with the floor plan, the information about the exhibitors and opening times.”

“Thanks. You know my daughter Laura, don’t you?” asked Edward.

“Of course. What a pleasure to see you again, Laura. I read the article about you in the UK Post last Friday. If you aren’t careful, Edward, Laura will soon be more famous than you!”

They all laughed. “It’s nice to see you again, Mr Maxwell,” said Laura. “If you have time, will you join us for lunch later?”

“I’d love to. I’ll see you at 1 o’clock in the restaurant.” Laura and her father began to walk around the many stands. They spoke to suppliers, saw some of their clients and took the business cards of possible new contacts and potential buyers. Soon Laura had collected a pile of catalogues, samples and price lists for fabrics and fashion accessories.

2. Look at the pictures in chapter 5 and answer the questions.

- 1 • Where are Edward and Laura Crane?
- 2 • What's Laura carrying?
- 3 • Who else can you see in the picture?
- 4 • What's this person wearing?
- 5 • Why do you think the new man in picture 2 is looking a little worried?
- 6 • What's Laura doing in picture 2?



"I'm so glad we came, Dad. There are some great new products here. I've seen a few fantastic accessories we could use with our new line."

Her father replied quickly: "Laura, if you order something from all those catalogues, we'll be bankrupt before the end of the year!"

Laura was about to answer when she heard a voice from behind.

"Well, how nice to meet 'the new face of fashion'!"

She turned around to see a blonde woman in a fashionable red suit. Edward Crane intervened:

"Laura, this is Norma Folly. How's business, Norma? Not too good, I hear."

Norma smiled at him. "Things couldn't be better. I have a new designer who is preparing our next fashion show. His creations will surprise you."

"Ah, yes," said Laura, "the mysterious new designer. Are you sure this person really exists?"

"Enjoy your success, Miss Crane," said Norma. "You never know when it might end." And then she turned and walked away.

"What did she mean?" Laura asked her father.

"Who knows! But don't worry, she's just envious!

Look! There's Mark Hill. Let's see if he has any new fabrics."

They were with their supplier Mark for more than an hour. He wanted to get an order from them but Laura said: "I'll speak to Manuel first and as soon as we decide, I'll send you a fax with our order – as long as you give us the usual discount and can guarantee our delivery deadlines!"

Edward was hungry. "It's time for lunch. Let's go and meet John." As he said those words Laura remembered that she had arranged to meet George for lunch.

"Dad, I'm sorry," she apologized. "I'm meeting a friend. There he is now," and she pointed to George who was coming towards them.

"But, isn't he our new postman?" replied her father.

"Yes," said Laura. She introduced them and then quickly escaped with George.

Mark Hill was concerned. "I've seen that man before. I don't remember where but he's definitely not a postman."



check your comprehension

3. Are these sentences true (T) or false (F)?

- 1 • The trade fair was organized by John Maxwell.
- 2 • The brochure contains information about the exhibitors.
- 3 • Laura gave a lot of catalogues to potential buyers.
- 4 • Laura has met Norma before.
- 5 • Laura is wearing a red suit today.
- 6 • Mark Hill is one of the suppliers of Crane Creations.
- 7 • Edward and Laura are going to have lunch with Mark Hill.
- 8 • Mark Hill knows George very well.

T	F
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

Now rewrite the false sentences.

characters

4. Write one thing that each of these characters did in chapter 5.

- 1 • Edward Crane Edward Crane talked to Norma Folly
- 2 • Laura Crane _____
- 3 • John Maxwell _____
- 4 • Norma Folly _____
- 5 • George Blake _____

words

5. Put the words below into groups.

brochure business card buyers catalogue clients deadline delivery discount
 entrance exhibition floor plan order stand price list supplier visitors

TRADE FAIR	PEOPLE AT TRADE FAIRS	BUSINESS MATERIAL	BUSINESS TERMS

6. Match the verbs (1-6) to the words (a-f).

- | | |
|------------------|-------------------|
| 1 • to give | a • delivery |
| 2 • to greet | b • a discount |
| 3 • to guarantee | c • a fax |
| 4 • to order | d • hands |
| 5 • to send | e • a new product |
| 6 • to shake | f • visitors |

language

FIRST CONDITIONAL

*If you have time, will you join us for lunch later?
If you order something from all these catalogues,
we'll be bankrupt before the end of the year!*

7. Complete the sentences with the correct form of the verbs in brackets.

- If Crane Creations _____ (*find*) new clients, their profits _____ (*increase*).
- I _____ (*meet*) you for lunch, if I _____ (*not be*) very busy.
- If Manuel _____ (*like*) the new fabrics, Laura _____ (*order*) some for the new collection.
- If you _____ (*guarantee*) us a big discount, we _____ (*give*) you a substantial order.
- We _____ (*receive*) a lot of orders, if the new collection _____ (*be*) a success.
- Folly Fashions _____ (*not increase*) their profits, if they _____ (*not prepare*) a very good collection.

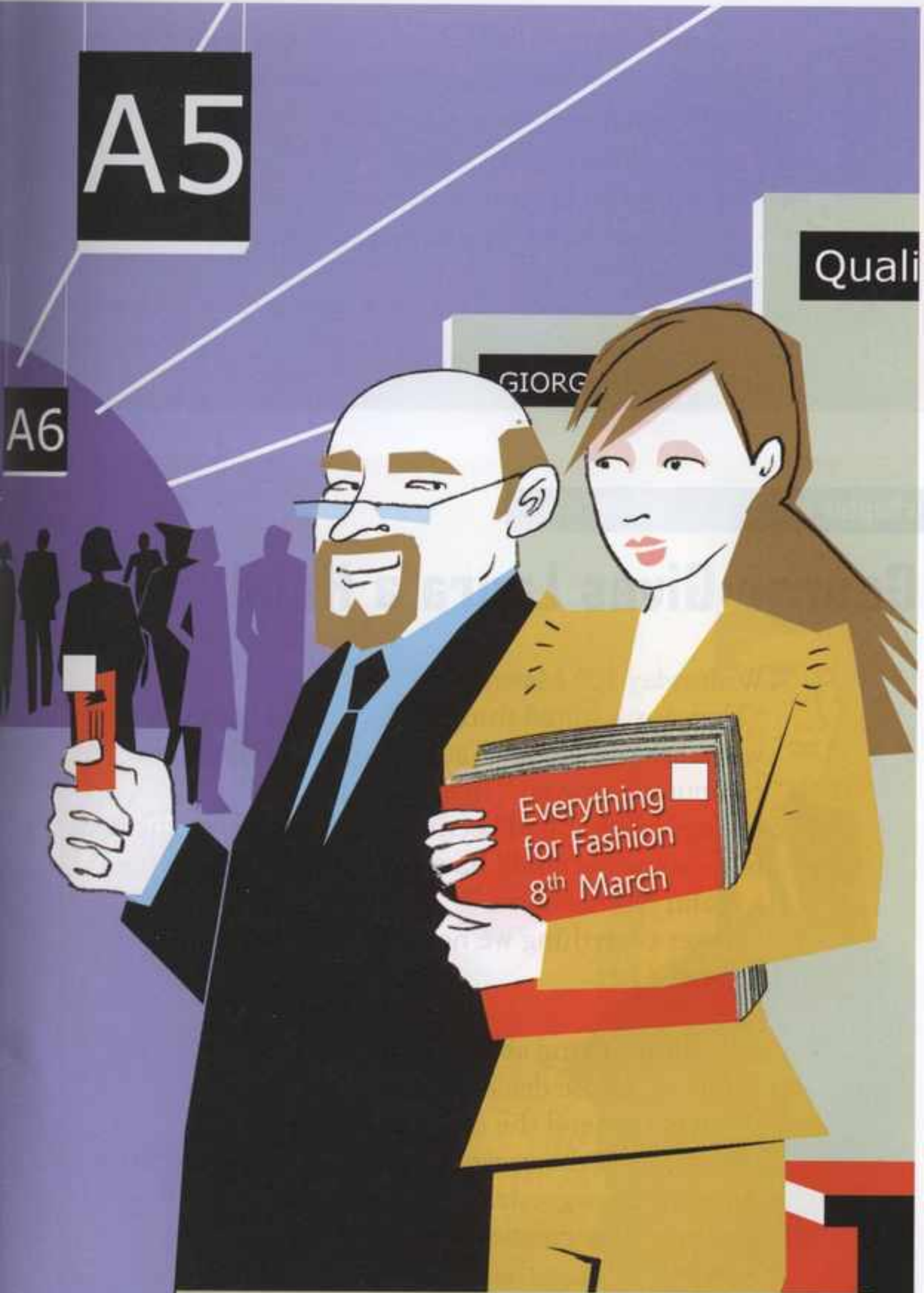
story summary

8. Match the beginning of each sentence (1-6) to the correct ending (a-f).

- Laura and Edward met John Maxwell at the entrance of the trade fair and...
 - Laura and Edward visited a lot of stands and...
 - Laura saw a lot of nice new products and...
 - Edward met Norma Folly and...
 - Edward and Laura met Mark Hill and...
 - Laura left her father and Mike and...
- ... went for lunch with George.
 - ... asked her about her business and her new designer.
 - ... discussed possible orders with him.
 - ... met potential buyers.
 - ... thought she could use them for their new line.
 - ... agreed to have lunch together.

At the Trade Fair





1. Match the words to the people or things in the picture.

- | | |
|------------------|---------------------|
| 1 • a brochure | 4 • a buyer |
| 2 • a floor plan | 5 • a business card |
| 3 • an exhibitor | 6 • a sample |

1. Put these events from chapters 3-5 in the correct order.

- ☐ a • Norma Folly meets Edward and Laura Crane at the trade fair.
- ☐ b • Simon Robbins arrives to interview Laura Crane.
- ☐ c • Laura introduces George to her father.
- ☐ d • George invites Laura to dinner.
- ☐ e • Mark Hill tries to get an order from the Cranes.
- ☐ f • We learn something about the company history of Crane Creations.
- ☐ g • Laura tells George about the future plans for Crane Creations.

chapter six

George Gives Laura a Hand

Wednesday 10th March

"That was a stupid thing to do," yelled Norma. "And when are you going to get the office keys and the computer password? Time's running out!"

George knew it had been a silly idea to go to the trade fair – someone could have recognized him. He tried to calm Norma down.

"I'll get everything we need very soon," he reassured her.

Laura was talking about fabrics with Manuel.

"Manuel, please decide which fabrics you need. We have to send the order this morning."

"What about the organza and the silk in these six colours?" he suggested. "I must have only the best quality for my creations."

"Great. I'll fill in the order form and send a fax right away."

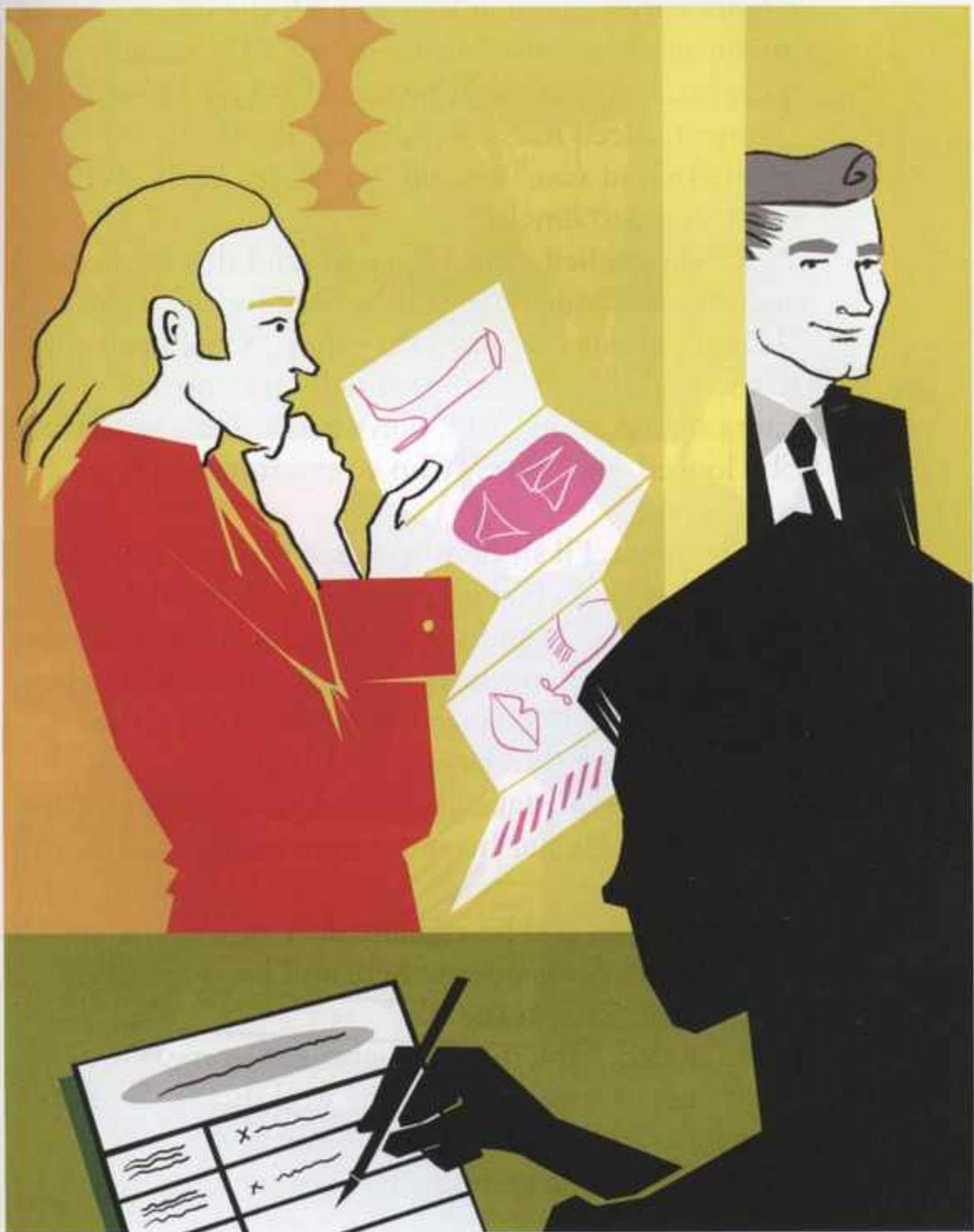
She took a form from the file and wrote in all the relevant information for the purchase. She chose a banker's draft as form of payment and road freight as dispatch method. Then she looked up to see her father standing by the door.

"May I speak to you, Laura?" asked Edward.

words

2. Which of the following words would you find on an order form?

- | | |
|---------------------------------------|--|
| <input type="checkbox"/> quantity | <input type="checkbox"/> signature |
| <input type="checkbox"/> turnover | <input type="checkbox"/> dispatch method |
| <input type="checkbox"/> product code | <input type="checkbox"/> graph |
| <input type="checkbox"/> premises | <input type="checkbox"/> uniform |
| <input type="checkbox"/> employees | <input type="checkbox"/> unit price |



Manuel decided it was time to leave.

"I'm going back to the workshop," he said and disappeared.

"Laura, I'm worried about your choice of boyfriend. Firstly, you hardly know him and, secondly, I don't trust him. Mark Hill says he isn't really a postman."

"Of course he is," replied Laura, "and he's a kind, honest man."

Edward raised his voice. "Laura, I don't want you to see him again. Do you understand?"

At that moment George appeared at the door. "Hello, Mr Crane. Nice to see you again."

Laura's father glared at him and left the office without saying anything more. Laura sighed. "He should mind his own business. Why shouldn't I go out with you?"

George noticed the order form on the desk. "He's worried about you," he said. "Look, it's 12.40. Why don't we go to lunch?"

"OK," she replied, "but I have to send this fax first and wait for Suzie but she'll be back by one o'clock..."

"Laura!" Manuel ran into the office. "Could you come to the workshop? I need your help. It's urgent."

Laura sighed again. "OK, don't panic. I'm coming."

She looked at George. "Can you wait here? I'll be back soon."

"No problem. I'll sit here and read this magazine."

As soon as Laura had left, George took another order form from the file and quickly filled it in for a completely different order – cheap nylon and acrylic fabrics. He had to change the product codes, the description, the quantity and the unit price.

Then he carefully faked Laura's signature and sent the order by fax. He put his order form and Laura's in his pocket.

Laura returned and he explained: "I've sent the fax for you. There was no-one here and I wanted to help. I've put the form in the file."

Laura smiled. "You're so thoughtful, George. I'm sorry but there's an emergency in the workshop so I can't have lunch with you."

"Well, how about spending the weekend together instead?" he said.

"I'd love to. We'll talk about it tonight."

As he was leaving the office she asked: "Has that important letter arrived from the USA? It's for a big order."

"Not yet," replied George.

When he was outside the building he took the letter from his bag and laughed.



check your comprehension

3. Choose the correct word to complete the sentences.

- 1 • Laura wants to send the order *this afternoon / this morning / tomorrow morning*.
- 2 • Manuel decides to order the fabrics in *six colours / six patterns / six materials*.
- 3 • Edward is *happy / unhappy / worried* about Laura's choice of boyfriend.
- 4 • Laura has to leave her office to help *Manuel / Suzie / Edward*.
- 5 • George prepared a completely different *letter / order / design*.
- 6 • George and Laura will meet again *tonight / next weekend / at lunch-time*.

characters

4. Which character(s) do the underlined pronouns refer to?

- 1 • I'll get everything we need very soon.
- 2 • We have to send the order this morning.
- 3 • I must have only the best quality for my creations.
- 4 • I'll fill in the order form and send a fax straight away.
- 5 • May I speak to you, Laura?
- 6 • I don't want you to see him again.
- 7 • He should mind his own business.
- 8 • Why don't we go to lunch?
- 9 • She'll be back by one o'clock.
- 10 • I've put the form in the file.

words

5. Complete the order that Laura prepared with the words below.

Banker's draft Description Product codes Road freight Total price Unit price

PAYMENT		BANK		CURRENCY	
1 _____		Natwest Bank		Euro	
DISPATCH METHOD					
2 _____					
3 _____	4 _____	QUANTITY	5 _____	6 _____	
250/4542	Organza (six colours)	350 metres	23.86	8,351.00	
253/7894	Silk (six colours)	150 metres	20.68	3,102.00	

language

MODAL VERBS – CAN AND HAVE TO

Can you wait here?

We *have to* send the order this morning.

6. Complete the sentences with *can / can't* or *have / has to*.

- 1 • _____ you help me, please?
- 2 • Don't wait for me: I _____ work until late today.
- 3 • I _____ send this fax straight away: it's very urgent.
- 4 • _____ you pass me the fax which arrived this morning?
- 5 • I'm sorry, but I _____ have lunch with you. I have an important meeting at 12.30.
- 6 • Laura would like to go for lunch with George, but she _____ help Manuel: it's an emergency.

story summary

7. Complete the summary of chapter 6. Put these sentences (a-f) in the right place.

- a • because he didn't trust him
- b • After Manuel chose the right type of silk and organza
- c • when George arrived
- d • but he said it hadn't arrived yet
- e • so they agreed to meet in the evening
- f • As soon as Laura left

Laura was discussing with Manuel which fabrics to order.

(1) _____, Laura prepared the order to send to the supplier. While she was filling in the form, she saw her father standing by the door. Edward told Laura that he didn't want her to see George again, (2) _____. Edward was still in Laura's office, (3) _____, but left straight away. Laura was very sad, so George invited her for lunch. At that point Manuel ran into Laura's office and asked her to go to his workshop.

(4) _____, George filled in a different order with the incorrect information. George and Laura couldn't have lunch together, because there was an emergency at the workshop,

(5) _____. Laura asked George about an important letter from the USA, (6) _____.

The truth was that he had taken it and put it in his bag.

1. Match the words (1-6) to their opposites (a-f).

- | | |
|------------------|----------------------|
| 1 • disappointed | a • to put down |
| 2 • to whisper | b • to receive |
| 3 • valuable | c • content |
| 4 • to pick up | d • to speak clearly |
| 5 • to mutter | e • to shout |
| 6 • to dispatch | f • of little value |

chapter seven

A Wrong Order and a Set of Keys

Monday 15th March

Laura was telling Suzie about her weekend with George. "We stayed at the Hillcrest Hotel. It was so romantic." "And expensive," added Suzie. "How can George afford to take you there?"

"You sound just like my father," replied Laura angrily.

"Laura! Laura!" Manuel suddenly came into the office carrying a roll of cheap acrylic fabric. "I ordered silk and organza and look what that stupid supplier has sent!" he shouted as he threw it onto her desk.

"I'll ring and see how this has happened," said Laura quickly. She dialled the number.

"Hello. This is Laura Crane. I'm phoning to complain about our last consignment. Last week we placed an order with you for 500 metres of silk and organza but we have been sent the wrong fabrics. I think a mistake was made in the processing of the order."

The secretary's voice replied: "I have your fax here. It is a purchase order for our best acrylic and nylon fabrics."

Laura was puzzled. She opened the order file but couldn't find the form. "I don't understand. Anyway, I'll send you another order now. Can you arrange for the immediate dispatch of the correct fabrics?"

Insurance and transport must be included, as usual.

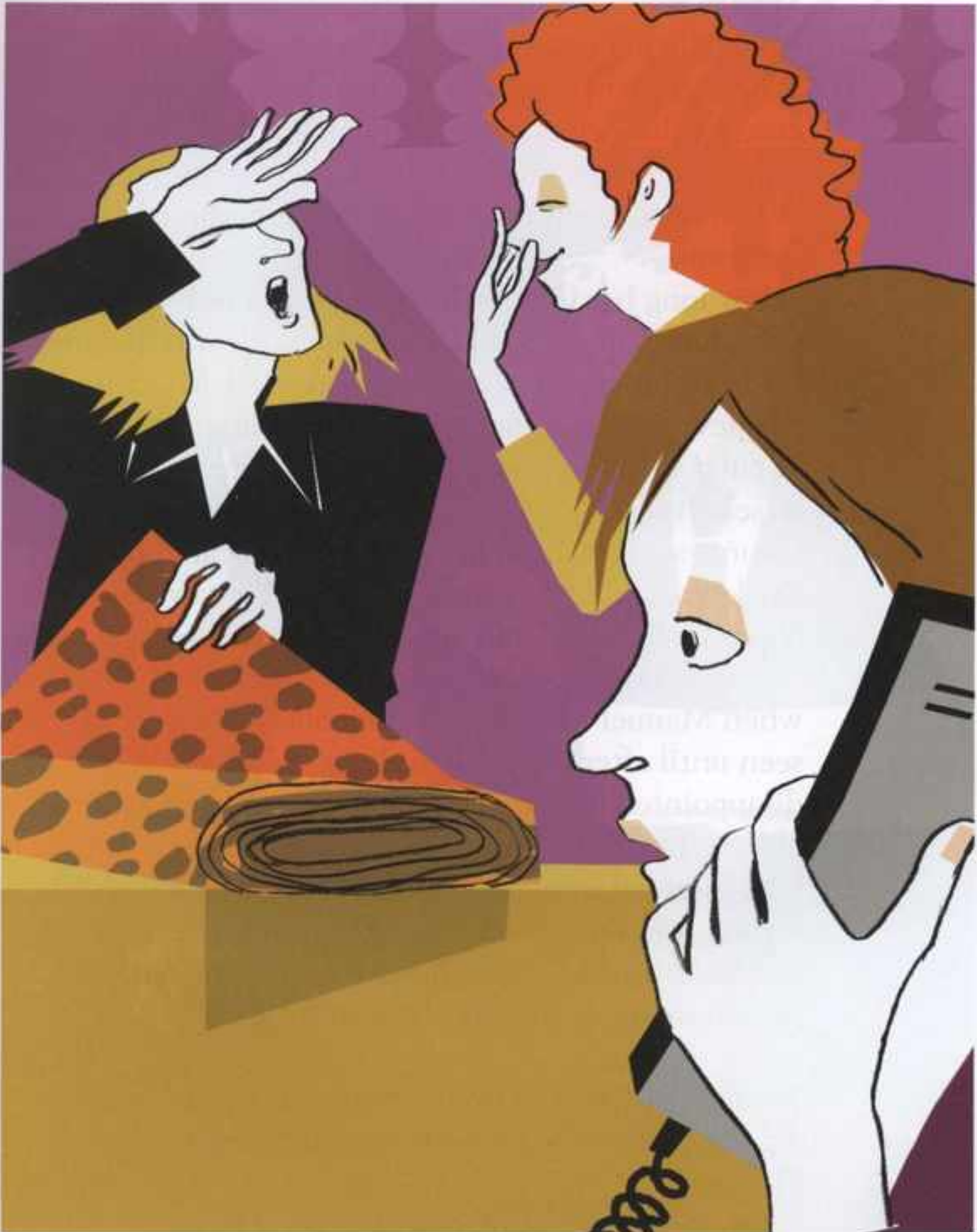
pictures

2. Look at the pictures in chapter 7. Which of these things can you see in pictures 1 and 2?

- | | |
|-----------------------------------|-----------------------------------|
| <input type="checkbox"/> workshop | <input type="checkbox"/> phone |
| <input type="checkbox"/> supplier | <input type="checkbox"/> fabric |
| <input type="checkbox"/> desk | <input type="checkbox"/> stand |
| <input type="checkbox"/> uniform | <input type="checkbox"/> web site |

3. Now answer these questions.

- 1 • What's Laura doing in picture 1? And in picture 2?
- 2 • Why do you think Manuel isn't happy in picture 1?
- 3 • What information is Cristian looking for in picture 2?



And of course, we'll require a new invoice.
Thank you. Goodbye."

Manuel left muttering: "Acrylic! Nylon!"

Laura was still thinking about the original order form when George arrived. She smiled brightly as he handed the post to Suzie.

"George, thank you again for such a fabulous weekend. I really enjoyed it."

"So did I. We must go away again soon," said George. Suzie shook her head in disbelief and spoke to Laura.

"There's a letter here from Hatfield's department store, requesting a copy of our new catalogue and price list."

"That's great," she replied. "It's a big store and would be a valuable new outlet for our ranges."

"I'll send them a copy of the catalogue, our most competitive prices, terms of payment and the address of our web site," said Suzie.

When Suzie went for lunch, George began to ask questions.

"How long has Crane Creations had a web site?"

"Not long," answered Laura happily. "It was designed for us by an expert just a few weeks ago. My father and I believe that Internet retailing, e-tailing, will be very popular with our customers in the future. Do you want to see the site?"

George stood behind her and watched carefully as she keyed in her password – EDLA. He saw the icon "New Collection" and asked to see it, but Laura said: "Sorry, it's not possible. The new dresses will be added when Manuel has finished the collection and can't be seen until after the fashion show." George was disappointed but at least he now knew the password.

"I have to go now, but I'll see you again very soon," he whispered in her ear. Laura was happy and so was George when he saw Laura's keys on her desk.

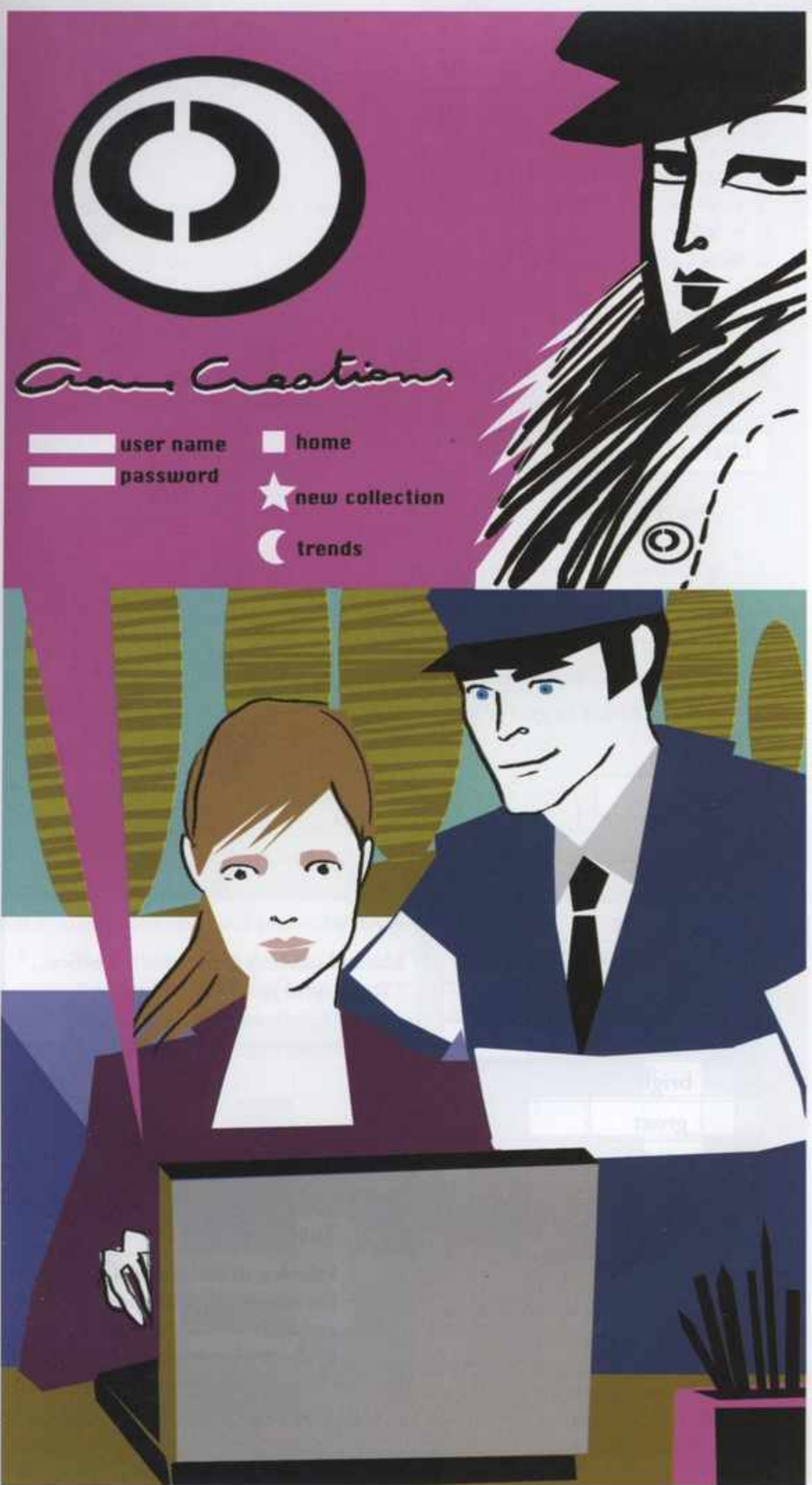
As she turned to get a file from a shelf, he quickly picked them up and put them in his pocket.

Norma Folly picked up the phone. It was Cristian.

At last he had the password and the keys.

She smiled.

"Now there is just one more thing we need..."



check your comprehension

4. Answer the questions.

- 1 • Where did Laura spend the weekend?
- 2 • Why was Manuel very angry?
- 3 • What did Laura do?
- 4 • What did she ask the supplier to do?
- 5 • What is Hatfield's?
- 6 • What will Suzie send to them?
- 7 • Why did Crane Creations decide to have a web site?
- 8 • Why was George very happy when he left Laura's office?

characters

5. Write the names of the right characters. Who...

- 1 • stayed at the Hillcrest Hotel?
- 2 • couldn't find the order form?
- 3 • is going to send a new order?
- 4 • will need to send a new invoice?
- 5 • left the office to go for lunch?

language

6. Rewrite the following adjectives as adverbs.

ADJECTIVE	ADVERB
immediate	<i>immediately</i>
quick	
usual	
bright	
great	
careful	

ADVERBS

Manuel *suddenly* came into the office.
 "You sound just like my father,"
 replied Laura *angrily*.

7. Rewrite these active sentences in the passive form.

- 1 • I received the order last week.
- 2 • We'll send a new invoice.
- 3 • An expert designed the web site.
- 4 • You must enter the password.
- 5 • We'll add the new dresses to the web site when Manuel has finished the collection.

THE PASSIVE VOICE

I think a mistake *was made*.
 Insurance and transport *must be included*.

words

8. The letters of the words in CAPITALS are in the wrong order. They are all business terms. What are they?

There has been a problem with the last CEGIMNNNOST to Crane Creations. Crane Creations ACDELP an order for silk and organza but the supplier ACDDEHIPST acrylic and nylon. Someone must have made a mistake in CEGINOPRSS the order. Laura will send a new ACEHPRSU order: the supplier will have to arrange for ACEINNRSU and transport and send a new CEIINOV.

9. Complete the crossword with words from the chapter.

Across

- 3 • We're sending you a _____ of our new catalogue.
- 4 • George always takes Laura to expensive restaurants: how can he _____ it if he's a postman?
- 7 • We _____ the correct fabrics as soon as possible.
- 10 • You must reply to this letter _____: it's very urgent.
- 11 • Can you please _____ us the latest price list?
- 12 • Our web site is very popular with our _____.

Down

- 1 • You can't use this computer if you don't know the _____.
- 2 • Manuel put the _____ of fabric on Laura's desk.
- 3 • If your prices are _____, we'll place a big order.
- 5 • Suzie picked up the phone and _____ the number of Hatfield.
- 6 • E-tailing is another word for Internet _____.
- 8 • Crane Creations is planning to open two retail _____ in New York.
- 9 • Laura opened the order _____, but couldn't find the form.



1. Look at the pictures in chapter 8. Find the differences by answering these questions.

- 1 • How many people are in the office?
- 2 • Where's Cristian?
- 3 • What's he wearing?
- 4 • What time of day is it?
- 5 • Who's using the computer?
- 6 • What can you see on the computer screen?

chapter eight

A Break-in

- Tuesday 16th March

George arrived at the door to Laura's office and stopped. The door was open and he could hear Manuel's voice. Laura and Manuel were talking about the forthcoming fashion show. George saw them from the crack in the door and heard their conversation.

"Laura, this is the CD with the last three dresses for the autumn-winter collection. They are fantastic as you'll see. Please put the CD in a safe place as there is only one copy. Some people would do anything to see my creations," he sighed.

Laura giggled. "Manuel, are you trying to take over this company?"

"Of course not," he replied. "Remember, I turned down some excellent offers to come and work here."

"I know, and we're very grateful," answered Laura.

"Now, I'll just copy the designs from the CD to my file to complete the collection and then I'll put the CD with the others. There won't be any problem finding it again as you're the only person here to use pink CDs and floppy disks. By the way, did I leave my keys in your workshop yesterday? I can't find them."

"Laura, you're turning into a very forgetful person. Maybe your mind is on other things," suggested

2. Match the underlined words (1-6) to their definitions (a-f).

- 1 • Sharon laughed when she saw my new hat.
- 2 • I must prepare the agenda for our next meeting.
- 3 • He cancelled all the files by mistake.
- 4 • Mr Wells wanted to get control of the company.
- 5 • You have to push this button to start the machine.
- 6 • I hope this doesn't become a big problem for us.

- a • deleted
- b • giggled
- c • take over
- d • press
- e • forthcoming
- f • turn into



Manuel as he saw George come in.

Laura blushed. "I take after my mother. She's a romantic person too." Manuel groaned and left.

Suzie wasn't in the office so George gave some letters to Laura. "I've come to take you out to lunch. Let's go," he said.

While Laura was closing the window, George put her keys under her desk. Then, as she was walking to the door, he called to her. "Laura, are these your keys? You should be more careful. There are a lot of dishonest people around."

She turned to him. "There they are! Thanks, George. I've been looking everywhere for them."

After lunch George took Laura back to the office and then sent a text message to Norma. It said: 'Tonight's the night!'

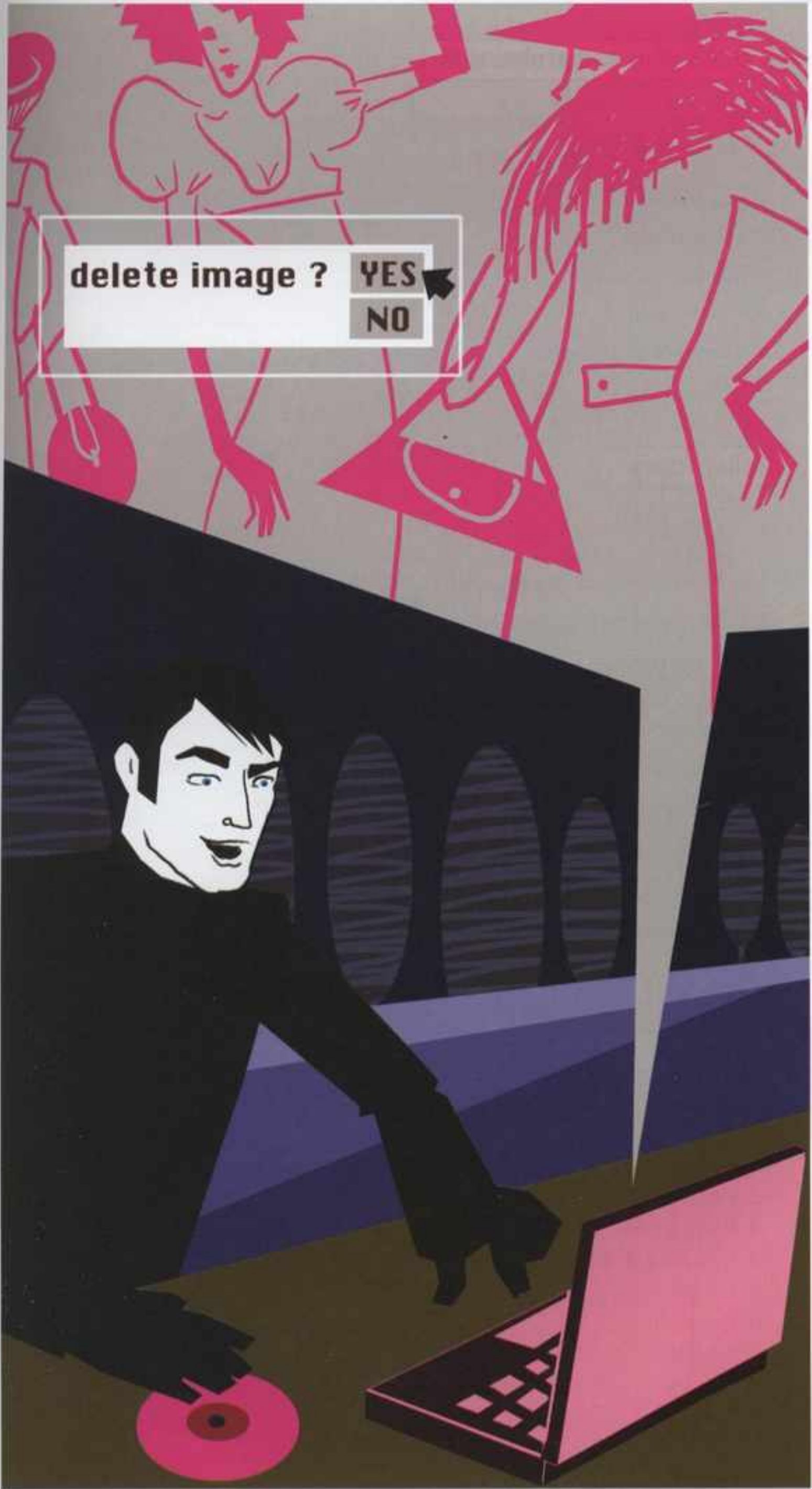
Cristian opened the door to the premises of Crane Creations and waited for the alarm to ring. It didn't. "This is my lucky night," he thought as he walked quickly to Laura's office. He was wearing gloves and a black jacket and had a copy of all Laura's keys. He put another key into the lock, turned it and the door opened easily. He turned on the torch he had brought and looked around the room. It was warm so he took off his jacket.

Cristian went to Laura's desk, opened the top drawer and found the box of CDs. He took out the pink one. He locked the drawer, switched on Laura's computer and keyed in the password EDLA. He clicked on the file "autumn-winter" to open it. The most beautiful designs he had ever seen appeared on the screen.

He smiled. "Bye bye!" he said as he pressed the delete key. The designs now existed only on the CD he had taken from the drawer.

Cristian entered Laura's e-mail account and deleted the new messages that had arrived, including one from the American client who wanted to know why Laura hadn't replied to his letter.

Cristian switched off the computer and put on his jacket. He was walking towards the door when he heard a noise. Someone was coming!



check your comprehension

3. Why are these things important in chapter 8? Write a sentence for each of them.

- 1 • a pink CD
- 2 • some keys
- 3 • a text message
- 4 • a password
- 5 • an e-mail account

characters

4. Who says these things?

- 1 • "I've been looking everywhere for them."
- 2 • "Are you trying to take over the company?"
- 3 • "Bye bye!"
- 4 • "I've turned down some excellent offers to come and work here."
- 5 • "Please put the CD in a safe place."
- 6 • "There are a lot of dishonest people around."
- 7 • "I've come to take you out for lunch."
- 8 • "You're turning into a very forgetful person."
- 9 • "I'll just copy the designs from the CD to my file."

words

5. Match the words (1-10) to their opposites (a-j).

- | | |
|------------------|-------------------|
| 1 • quickly | a • to accept |
| 2 • to switch on | b • careless |
| 3 • to put on | c • cold |
| 4 • to turn down | d • dishonest |
| 5 • copy | e • to lose |
| 6 • careful | f • original |
| 7 • honest | g • slowly |
| 8 • lucky | h • to switch off |
| 9 • warm | i • to take off |
| 10 • to find | j • unlucky |

language

PAST CONTINUOUS OR PAST SIMPLE
While Laura *was closing* the window, he *put* her keys under her desk.
As she *was walking* to the door, he *called* to her.

6. Complete these sentences with the correct tense of the verbs in brackets.

- 1 • Laura and Manuel _____ (talk) when George _____ (arrive).
- 2 • George _____ (leave) Laura's office when he _____ (hear) a noise.
- 3 • When George _____ (come) to deliver the mail, Suzie _____ (work) in another part of the building.
- 4 • What _____ Norma _____ (do) when she _____ (receive) George's text message?
- 5 • George _____ (hide) behind the door, when Laura _____ (put) the CD in one of her drawers.
- 6 • What _____ George _____ (wear) when he _____ (go) to steal the CD?

beyond the story

7. What will happen next? Will George be caught in Laura's office with the CD in one of his pockets? Let's imagine that he's caught and that the news reaches the media. Here are some of the headlines from the morning newspaper. Write in the missing words.

creations dishonest face forthcoming

Laura Crane, new _____ of fashion, victim of love!

Designer steals clothes for _____ collection: was it really a Fashion Folly?

New scandal in the world of fashion: a _____ designer, a pink CD and a romantic girl.

Folly Fashions designer steals _____ from rival fashion house!

1. Match these words (1-8) to their definitions (a-h).

- | | |
|---------------------------|---|
| 1 • to break into | a • how a person feels |
| 2 • an audience | b • to put down the phone without saying goodbye |
| 3 • a catwalk | c • to enter without permission |
| 4 • a wedding dress | d • the person who controls a company |
| 5 • overseas | e • the people who watch a show |
| 6 • to hang up | f • the clothes a woman wears on the day she gets married |
| 7 • the managing director | g • in a different country |
| 8 • mood | h • the place where models walk to show new clothes |

In your opinion, how many of these words are associated with a fashion show? Can you think of any other words?

chapter nine

Whose Dresses Are They?

Friday 19th March

Cristian was sitting in Norma Folly's office. He had to watch their fashion show on TV as he didn't want to be seen by anyone yet. He had been very lucky when he had broken into Laura's office. The security guard had not tried to enter the office and Cristian had escaped.

Edward Crane, Laura, Manuel and Suzie were also sitting in front of the TV in the conference room of Crane Creations waiting for the show to start. Nobody in the room was worried and they were all in a good mood. Edward spoke first. "We needn't worry. Norma's fashion shows are always entertaining but the designs are never exceptional."

"If we knew the identity of her mystery designer, we would have a better idea of what to expect," said Laura. "He only exists in Norma's head. He isn't real, but I am," said Manuel.

"Quiet!" said Edward. "It's starting." They looked at the TV screen. The long catwalk came into view and the curtains opened. Norma Folly was standing at the side, holding a microphone. In the audience she saw some of her regular clients, managing directors of big city stores,

pictures

2. Look at the pictures in chapter 9. Which of these things can you see?

- | | |
|--------------------------------------|---|
| <input type="checkbox"/> a TV screen | <input type="checkbox"/> a fashion show |
| <input type="checkbox"/> a desk | <input type="checkbox"/> a newspaper |
| <input type="checkbox"/> an armchair | <input type="checkbox"/> a computer |

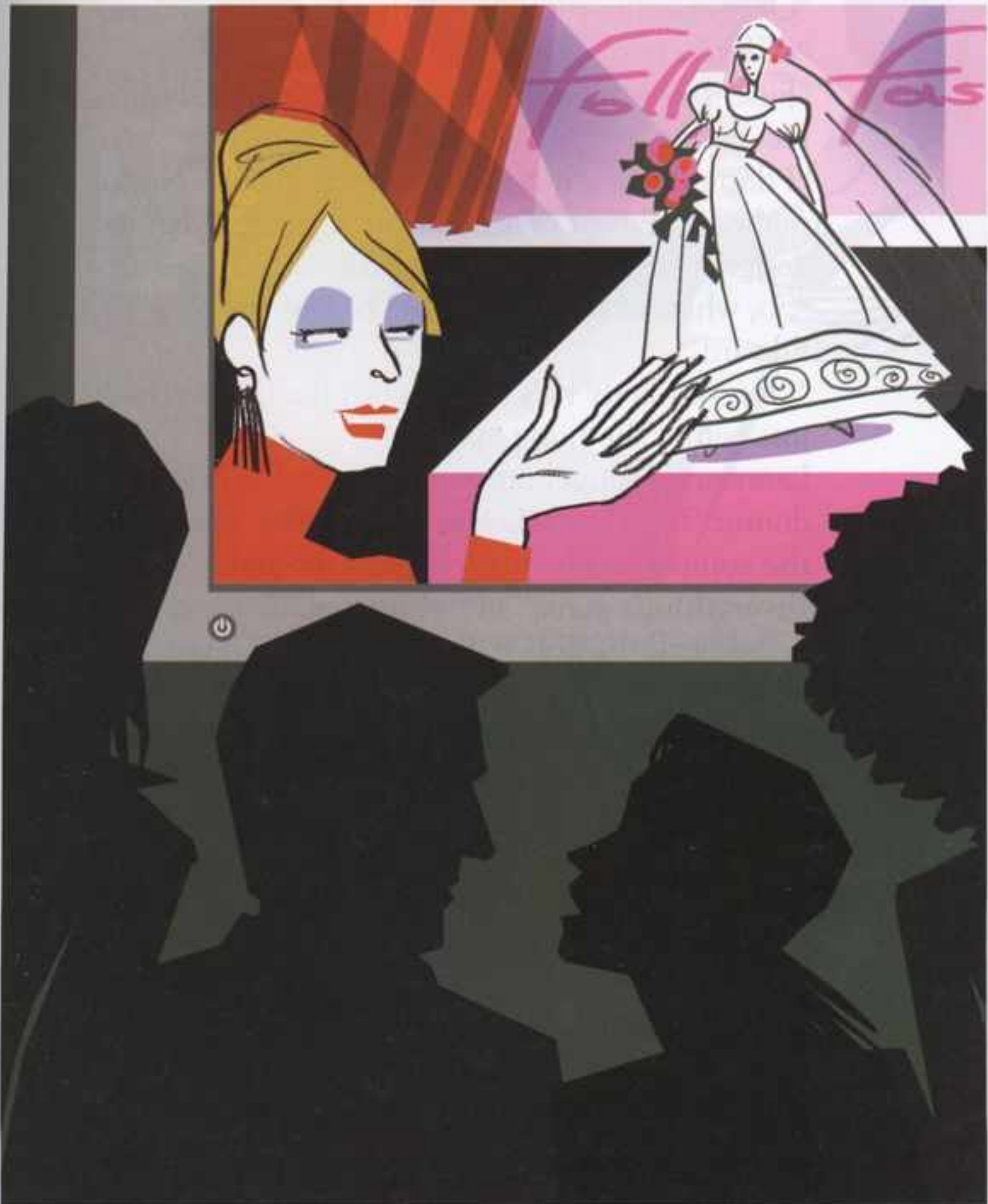
3. Look at pictures 1 and 2 and answer the questions.

Picture 1

- 1 • What are Edward, Laura, Manuel and Suzie doing?
- 2 • Why have they decided to do this?

Picture 2

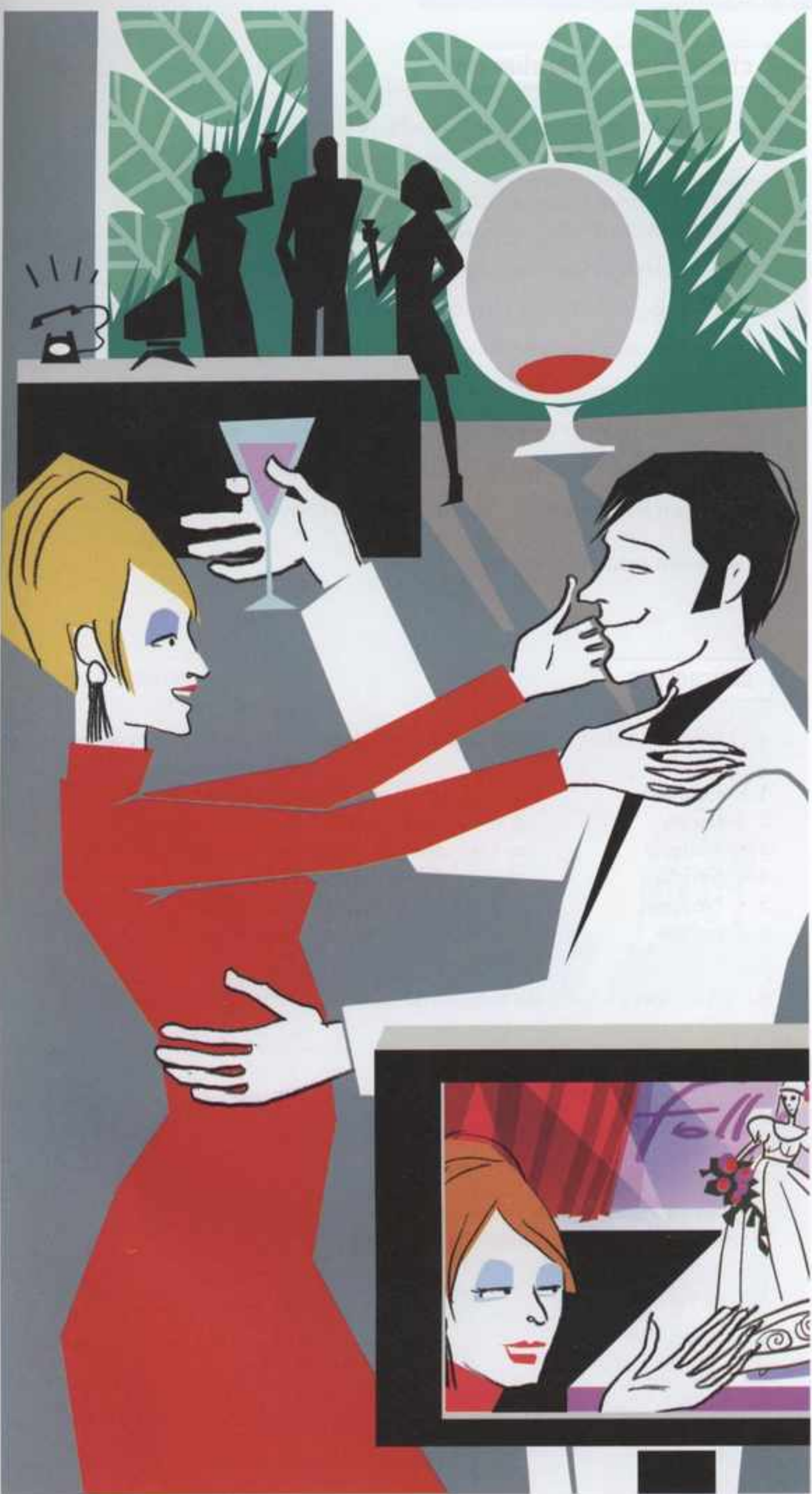
- 3 • What are Norma and Cristian doing and what mood are they in?
- 4 • Why do you think they feel this way?



and buyers from both the home and overseas markets. If all went well tonight, Norma expected to receive a lot of enquiries and orders for her new range. She welcomed everyone, the music started and the models began to walk down the catwalk in front of the audience. The designs were better than usual but nothing fantastic. Then the final three models appeared together. One was wearing a fairytale wedding dress and the others were wearing the most beautiful evening gowns imaginable. The audience applauded loudly. At Crane Creations Manuel shouted just as loudly: "They're my creations! They've been stolen!" "Manuel, are you sure?" asked Edward hesitantly. "Of course I'm sure," cried the desperate designer. "Call the police. NOW!" "First, I'm going to phone Norma," said Edward. He dialled her number and waited. "I don't know what you're talking about," Norma replied to Edward's accusation of theft. "My new designer has created all the dresses." "So, where is he? I didn't see him at the show!" yelled Edward. "Unfortunately he's in bed with flu," answered Norma just before she hung up. Laura and Manuel ran to her office. Laura looked in her drawer. The pink CD had disappeared. She switched on the computer. The file had been deleted. "Everything's gone," she whispered. "If I had the CD, I could call the police. But now there's no proof." Manuel fainted.

Norma entered her office and hugged Cristian. "We've done it," she laughed. "Everyone's talking about our new collection..." She was interrupted by the sound of the telephone. "Good evening, Mrs Folly. This is Simon Robbins from the *UK Post*. Congratulations on a wonderful show. Could I interview you later this evening? I'd like to write an article on Folly Fashions." Norma tried to contain her delight. "If I had time, I would speak to you but I'm going to celebrate my success with my staff." She arranged to meet him on Monday at 11 a.m. She had just made the biggest mistake of her life...

Whose Dresses Are They?



check your comprehension

4. Are these sentences true (T) or false (F)?

T F

- | | | |
|---|--------------------------|--------------------------|
| 1 • The security guard at Crane Creations found Manuel in Laura's office. | <input type="checkbox"/> | <input type="checkbox"/> |
| 2 • Cristian was watching the fashion show with Laura. | <input type="checkbox"/> | <input type="checkbox"/> |
| 3 • Everybody at Crane Creations was very worried. | <input type="checkbox"/> | <input type="checkbox"/> |
| 4 • Norma was sure the show was going to be a great success. | <input type="checkbox"/> | <input type="checkbox"/> |
| 5 • The first dresses weren't very special. | <input type="checkbox"/> | <input type="checkbox"/> |
| 6 • Manuel didn't recognize his designs immediately. | <input type="checkbox"/> | <input type="checkbox"/> |
| 7 • Edward accused Norma of stealing Manuel's designs. | <input type="checkbox"/> | <input type="checkbox"/> |
| 8 • Simon Robbins rang Norma after the show. | <input type="checkbox"/> | <input type="checkbox"/> |

Now rewrite the false sentences.

characters

5. Match the characters (1-6) to the events from chapter 9 (a-f).

- | | |
|--------------|---|
| 1 • Edward | a • checked the files on her computer. |
| 2 • Laura | b • fainted. |
| 3 • Manuel | c • presented the designs at the fashion show. |
| 4 • Cristian | d • rang Norma Folly. |
| 5 • Norma | e • wants to interview Norma. |
| 6 • Simon | f • watched the fashion show in Norma's office. |

6. Write some adjectives to describe how each of them may feel in chapter 9.

words

7. Can you solve these anagrams? They are all words from chapter 9 describing people who were at Norma's fashion show.

- | | |
|------------------------|-------|
| 1 • acdeeinu | _____ |
| 2 • deeginrss | _____ |
| 3 • delmos | _____ |
| 4 • anaggimn cdeiorrst | _____ |
| 5 • bersuy | _____ |

language

8. Complete the sentences with the correct form of the verbs in brackets.

SECOND CONDITIONAL

If I *had* the CD, I *could* call the police.
If I *had* time, I *would* speak to you.

- 1 • If Edward Crane _____ (have) some proof, he _____ (accuse) Norma of the theft.
- 2 • If Cristian _____ (be) a good designer, his clothes _____ (become) very popular.
- 3 • Laura _____ (recognize) Cristian, if he _____ (appear) on TV.
- 4 • If the fashion show _____ (go) well, Folly Fashions _____ (receive) a lot of orders.
- 5 • The managing directors _____ (buy) the designs, if they _____ (think) they were fantastic.

story summary

9. What happened in chapter 9? Listen to the CD and put these pictures in the correct order.

<input type="checkbox"/> 	<input type="checkbox"/> 
<input type="checkbox"/> 	<input type="checkbox"/> 
<input type="checkbox"/> 	<input type="checkbox"/> 

At the Fashion Show





1. Match the words to the people or things in the picture.

- 1 • the catwalk
- 2 • curtains
- 3 • the audience

- 4 • overseas buyer
- 5 • a wedding dress
- 6 • an evening dress

1. Are these sentences about the events in chapters 7-9 true (T) or false (F)?

- 1 • There is a mistake in the order that arrives at Crane Creations.
- 2 • Laura shows George the new collection on the web site.
- 3 • Manuel finds Laura's keys.
- 4 • An American client sends Laura an e-mail.
- 5 • Norma Folly's fashion show is a big success.
- 6 • Edward and Laura Crane phone the police.
- 7 • Simon Robbins interviews Norma.

T	F
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

chapter ten

An Identity Revealed

Monday 22nd March

Simon Robbins had never met Norma Folly. The fashion show last Friday had aroused a lot of interest in her.

"How nice to see you, Mr Robbins. Welcome to Folly Fashions," said Norma. "I'm afraid I don't have much time as I'm having my hair done at 12.30."

"What a pleasure it is to meet you at last, Mrs Folly," answered Simon. "You're looking gorgeous today, as always."

Simon knew that the best way to get information from Norma was to flatter her. "What a great outfit! I'm not surprised you're in the fashion business," he said looking at the elegant dress Norma was wearing.

"It's lovely, isn't it? I had it made by one of my designers. So, what would you like to ask me?"

They had spoken for more than an hour when Simon asked: "Would it be possible to meet your new designer? I'd like to congratulate him on his success." Norma was so happy that she agreed instantly. She phoned Cristian and a few moments later he came to her office. He shook Simon's hand and they talked for a while. Simon knew that he had seen Cristian before, but where? When Cristian refused to have

2. Look at pictures 1 and 2 and answer the questions.

Picture 1

- 1 • Where are they?
- 2 • Why is Simon Robbins there?
- 3 • Have Simon and Cristian seen each other before?

Picture 2

- 4 • Why do you think Simon is now in Edward Crane's office?
- 5 • What's Laura doing? Why?
- 6 • How does she feel?



his photo taken, Simon became suspicious. As he got up to leave at the end of the interview, he saw some letters on Norma's desk and he remembered. Cristian had been at Crane Creations on the day Simon had interviewed Laura. But he had been dressed as a postman. What was going on?

Edward couldn't believe his ears when Simon told him about Cristian. "I knew it! I knew he was an impostor. Mark Hill was right," he cried. "This Cristian is Laura's new boyfriend, and now we know why." He told Simon about the theft of the dresses. Simon asked cautiously: "Are you going to tell Laura?" "Yes, WE are. But how?"

Both men were looking worried when Laura came into her father's office.

"What's up, Dad?"

Edward tried to explain George's deception to her. Naturally, Laura refused to believe him.

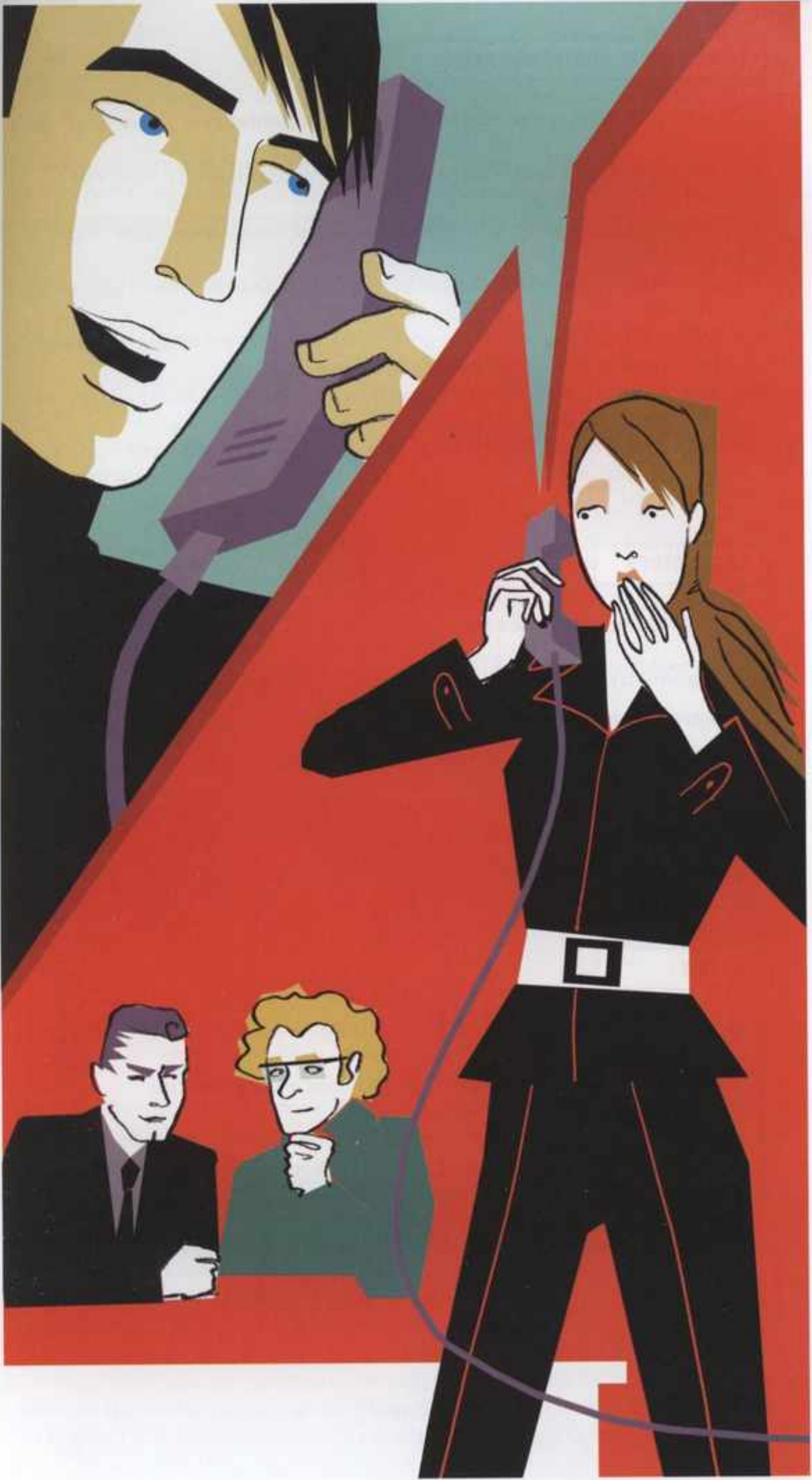
"Dad, I know you don't like him but what you're saying is ridiculous," she protested.

"I'm afraid it's true," apologized Simon. "His name is Cristian La Roque and he's the new designer at Folly Fashions. I've just met him there. If you don't believe us, why don't you phone him there?"

Laura picked up the phone, dialled the number and waited to be put through to Cristian La Roque. She felt sure it was all a mistake. Then she heard George's voice: "Cristian La Roque speaking..."

Laura put the phone down quickly. She was shaking. She heard her father's voice: "I'm so sorry, Laura."

Everything became clear in Laura's mind. George had always asked her lots of questions about Crane Creations. Why had he wanted to know everything about their next fashion show? She was sure now that he had sent the fax for the order of nylon and acrylic. He had taken her keys and made a copy of them to get into her office. He had stolen Manuel's designs. He had never been interested in her. He had used her. She said: "Cristian and Norma think they have been very clever. Well, I'm going to make them pay for what they've done to us. I've got a plan..."



check your comprehension

3. Choose the correct words to complete the sentences.

- 1 • Simon Robbins and Norma Folly had *met several times / never met / met only once before*.
- 2 • Norma was wearing a dress that had been made by *one of her designers / a rival designer / Cristian*.
- 3 • Simon told Norma he wanted to meet Cristian to *interview / congratulate / see him*.
- 4 • When Simon saw some *designs / photographs / letters* on Norma's desk, he remembered where he'd seen George before.
- 5 • Simon and Edward didn't know how to tell *Laura / Suzie / Manuel* who George really was.
- 6 • Laura understood that George was *a good designer / a clever man / an impostor*.

characters

4. Write the names of the right characters. Who...

- 1 • is going to the hairdresser? _____
- 2 • wants to get information from Norma? _____
- 3 • is wearing an elegant dress? _____
- 4 • wants to meet Cristian? _____
- 5 • doesn't want to be photographed? _____
- 6 • went to talk to Edward? _____

words

5. Match these words (1-5) to their definitions (a-e).

- | | |
|-----------------|---|
| 1 • to flatter | a • a person who uses a false identity |
| 2 • outfit | b • a set of clothes |
| 3 • impostor | c • for a certain period of time |
| 4 • deception | d • the act of telling something that is not true |
| 5 • for a while | e • to say something nice but not sincerely |

6. Match each character (1-5) to an adjective (a-e). Give reasons for your choice.

- | | |
|--------------|----------------|
| 1 • Simon | a • angry |
| 2 • Norma | b • elegant |
| 3 • Cristian | c • insincere |
| 4 • Edward | d • suspicious |
| 5 • Laura | e • worried |

language

PAST PERFECT

Simon *had* never *met* Norma Folly before.

George *had* always *asked* her a lot of questions about Crane Creations.

7. Use the *Past Perfect* of the verbs below to complete the sentences.

make see steal think use

- 1 • Norma was wearing a dress that one of her designers _____ for her.
- 2 • Edward _____ always _____ that George was an impostor.
- 3 • Simon was sure he _____ Cristian somewhere before.
- 4 • Laura understood that George _____ her.
- 5 • George _____ the new designs three days before the fashion show.

8. Rewrite these sentences following the example.

E.g.: Norma doesn't do her hair.
She has her hair done.

HAVE SOMETHING DONE

I'm *having* my hair *done* at 12.30.

I *had* it *made* by one of my designers.

- 1 • Norma doesn't make her clothes.
- 2 • Edward doesn't check his e-mails.
- 3 • Laura and Suzie don't clean their flat.
- 4 • Cristian doesn't cook his meals.
- 5 • Manuel didn't wash his car.
- 6 • Simon doesn't type his articles.

story summary

9. Rewrite the summary with the correct information.

Simon went to interview Norma Folly two days after the fashion show. He wanted to get some money from her so he paid her a lot of compliments. Norma and Simon spoke for a long time and then Simon asked her if he could meet her new secretary, Cristian. Norma rang Cristian and told him to come to her workshop. Simon found it very normal that Cristian didn't want to be photographed. Suddenly he remembered where he'd seen that face before. Cristian and George were the same person. He went to see Laura immediately. Edward told Simon that someone had stolen Manuel's car and he was now sure that it had been George. Edward and Simon told Laura that George was an impostor, but she couldn't believe her hands. She rang Folly Fashions and asked to talk to Cristian La Roque: when he answered the letter, she recognized George's voice. She was very angry and decided that she had a plan to destroy Norma and Cristian.

1. Match these words (1-7) to their synonyms (a-g).

- | | |
|-----------------|----------------------------|
| 1 • tiny | a • a famous person |
| 2 • to put on | b • careful |
| 3 • warmly | c • very small |
| 4 • vigilant | d • to organize |
| 5 • to lie | e • angry |
| 6 • annoyed | f • kindly |
| 7 • a celebrity | g • to say something false |

chapter eleven

Setting the Trap

Wednesday 24th March

Cristian had decided to play the part of George the postman for at least a few more weeks. He wanted to discover some more secrets from Laura and destroy Crane Creations forever.

Laura greeted George warmly when he came into her office. She was reading the latest copy of the *UK Post*. A photo of Norma Folly smiled up at her from the front page.

"Do you know anything about fashion, George?" Laura asked him innocently.

"Not really," replied George. "Why?"

"Well, I'm reading about one of our rivals in the fashion business, Folly Fashions. Their new collection has been a great success and they have a new designer but nobody has ever seen him. There isn't even a photo in the paper. Don't you think that's strange?" said Laura. "I phoned Folly Fashions and asked if I could speak to the person who created the new designs..." Laura stopped to see the reaction on George's face but his expression didn't change, "... but the secretary told me that he wasn't in the office."

Suzie, who was at her desk, giggled uncontrollably.

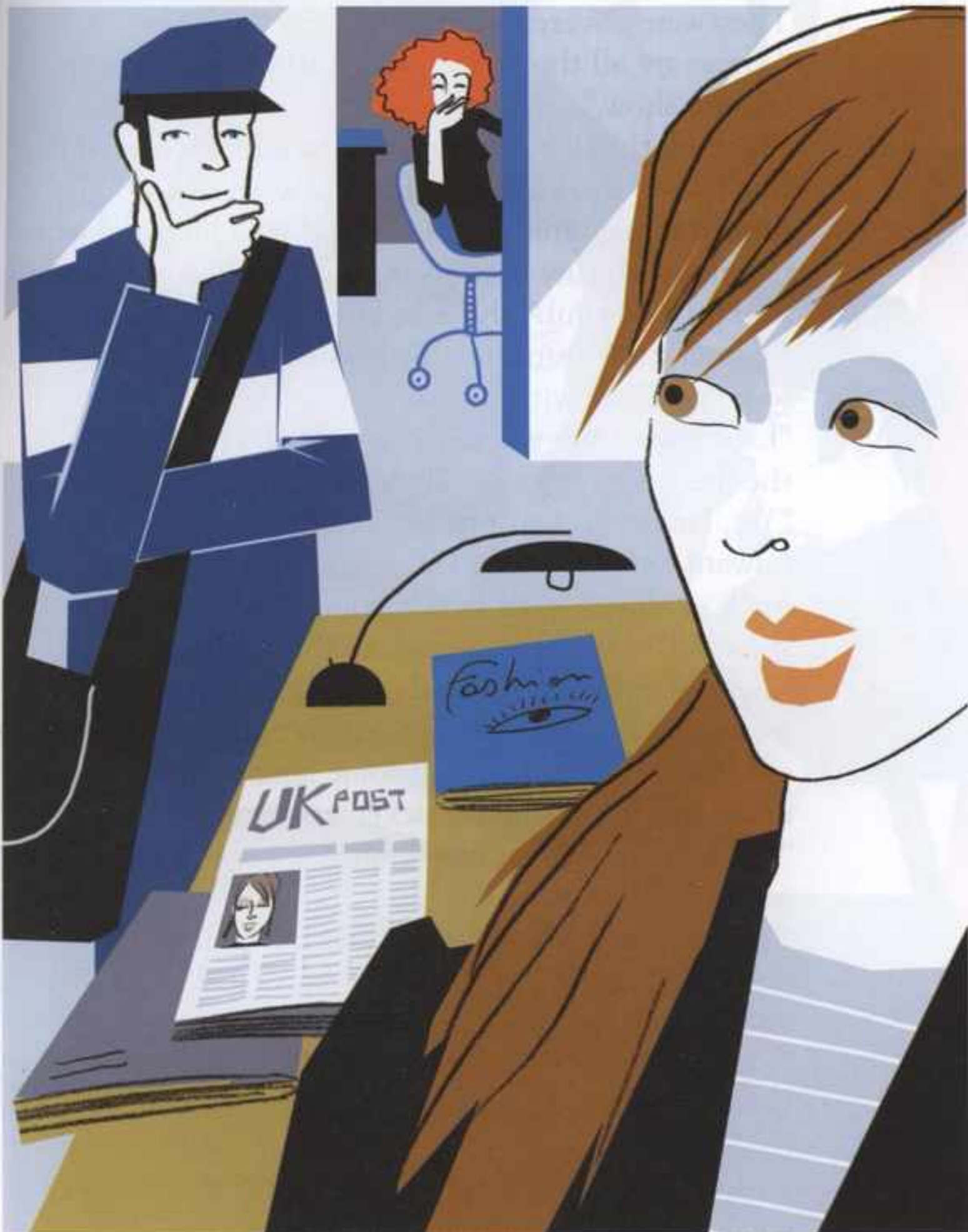
pictures

2. Look at picture 1 and answer the questions.

- 1 • Who is:
 - a • laughing?
 - b • interested?
 - c • speaking?

3. Look at picture 2 and answer the questions.

- 1 • What's Laura doing?
- 2 • Why is this dress important?
- 3 • Do Edward and Manuel seem happy with Laura?
Why/why not?



Laura quickly asked her to go and get a cup of tea. She didn't want George to become suspicious.

"I'm sure that your fashion show this weekend will be an even greater success," lied George.

"There's no doubt about that," answered Laura.

"Crane Creations will put on a show to remember. Manuel has worked day and night to produce some of the best designs anyone will ever see. He's created three new dresses for the end of the show. Would you like to see one of them?"

She led him to the corner of the office where there was a long line of clothes hanging on a rail.

They were covered in black plastic.

"These are all the dresses which will be part of the fashion show," said Laura.

She took the first dress in the row and uncovered it. She had to show George that she wasn't lying. The dress was magnificent – a cloud of pale blue and white organza with tiny buttons that looked like diamonds.

"Isn't it beautiful?" she asked just as her father and Manuel came into the office. They both pretended to be annoyed with Laura.

"Laura, what are you doing? I told you not to show the dresses to anyone!" shouted Manuel.

"Yes, Laura. We must be vigilant at all times," insisted Edward Crane. "Now, our press release was issued last week so all potential buyers know when and where the show will take place. I spoke to the publicity officer an hour ago and he told me that a celebrity from the world of sport would be present on Saturday to open our show. He also said that some famous names of pop music had asked him for tickets to see the show."

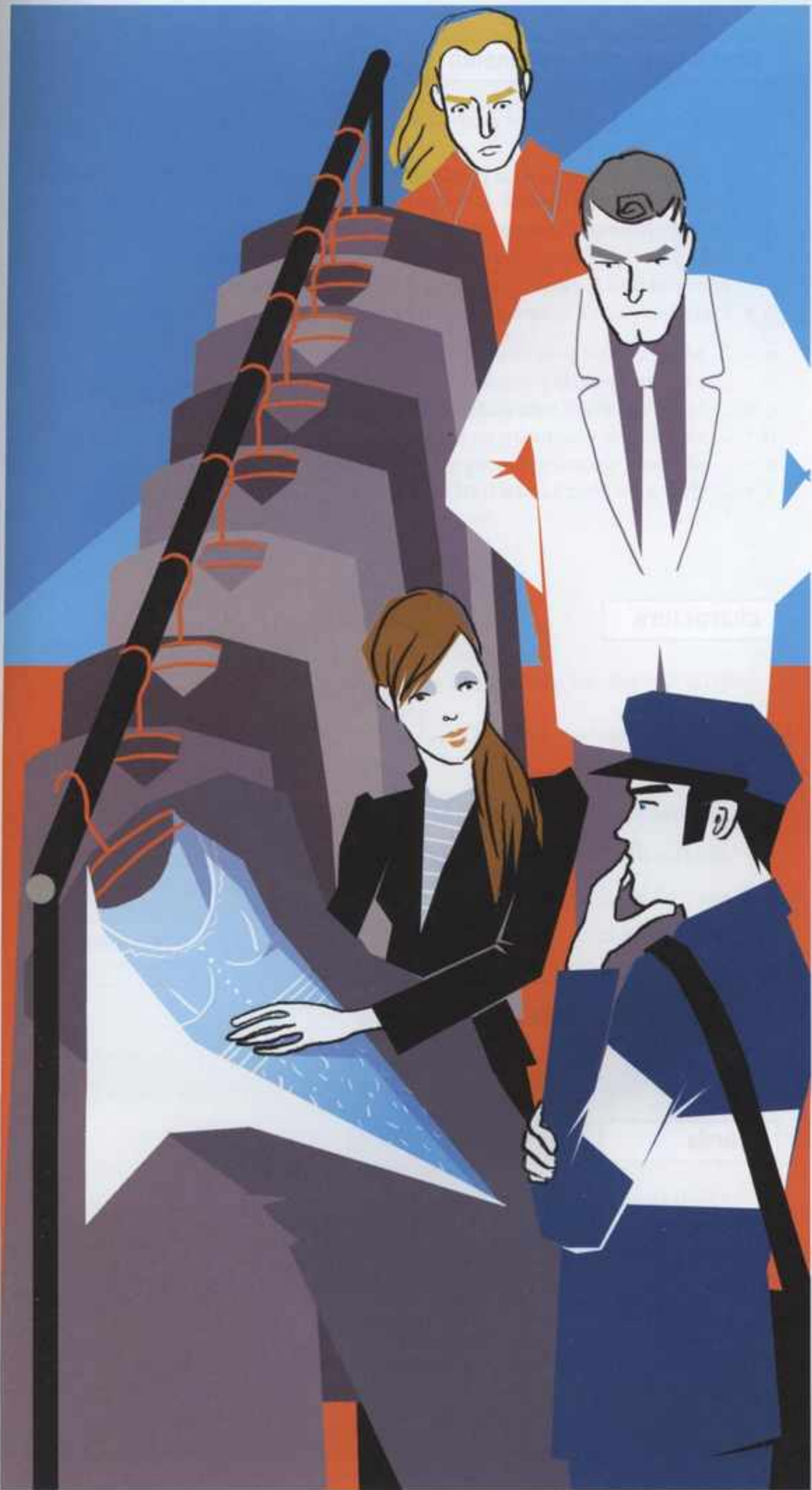
"Yes, such big names are coming to see my show... sorry, OUR show. I can't wait."

"Ok, let's get back to work," said Edward. "This show will definitely be our best ever, won't it, Manuel?"

As they left the office, Laura heard Manuel reply: "Our show, MY creations!"

Laura gazed into George's blue eyes. "See you tonight?" she asked.

George wasn't listening. He was trying to remember where he had put his gloves and torch...



check your comprehension

4. Match the beginning of each sentence (1-6) with the correct ending (a-f).

- | | |
|---|---|
| 1 • Cristian had decided to pretend to be George for a few more weeks so... | a • ... Manuel had prepared for their fashion show. |
| 2 • Laura was very nice to George because... | b • ... he was already planning to break into Laura's office again. |
| 3 • Laura showed George some of the clothes that... | c • ... he could steal more ideas from Crane Creations. |
| 4 • Edward and Manuel arrived in Laura's office while... | d • ... she didn't want him to become suspicious. |
| 5 • Manuel and Edward pretended to be upset when... | e • ... she was showing George a magnificent dress. |
| 6 • George wasn't listening to Laura because... | f • ... they saw that Laura had shown a new design to George. |

characters

5. Write the names of the right characters. Who...

- | | |
|---|-------|
| 1 • wants to destroy Crane Creations? | _____ |
| 2 • was reading the <i>UK Post</i> ? | _____ |
| 3 • had her picture in the paper? | _____ |
| 4 • said he didn't know anything about fashion? | _____ |
| 5 • started laughing? | _____ |
| 6 • pretended to be annoyed? | _____ |
| 7 • will open the fashion show on Saturday? | _____ |
| 8 • was thinking about his torch and gloves? | _____ |

words

6. Match these words (1-8) to their opposites (a-h).

- | | |
|------------------|--------------------------|
| 1 • warmly | a • beginning |
| 2 • success | b • big |
| 3 • to lie | c • coldly |
| 4 • best | d • failure |
| 5 • end | e • to be different from |
| 6 • tiny | f • to tell the truth |
| 7 • to look like | g • unknown |
| 8 • famous | h • worst |

language

REPORTED SPEECH

The secretary *told* me he *wasn't* in his office.
He *said* that some famous names of pop music *had asked him* for tickets.

7. Rewrite these sentences reporting what people said.

- 1 • "Can I speak to Cristian La Roque?"

Laura asked if _____.

- 2 • "Your fashion show will be a success!"

George told Laura that _____.

- 3 • "It's strange there isn't a picture of the new designer in the paper!"

Laura said that _____.

- 4 • "What are you doing?"

Manuel asked Laura what _____.

- 5 • "Our press release was issued and all potential buyers were contacted."

Edward said that _____.

- 6 • "Are we going to meet tonight?"

Laura asked George if _____.

story summary

8. Put the events from chapter 11 in the correct order.

- ☐ a • Edward and Manuel arrived in Laura's office.
- ☐ b • Laura wanted to arrange to see George that night.
- ☐ c • Edward and Manuel left Laura's office.
- ☐ d • George didn't show any emotion.
- ☐ e • Laura sent Suzie to get a cup of tea.
- ☐ f • Laura showed George one of the dresses of the new collection.
- ☐ g • George went to see Laura in her office.
- ☐ h • Laura talked to George about Folly Fashions.
- ☐ i • Edward told Laura she shouldn't have shown the dresses to anyone.
- ☐ j • Laura told George she'd tried to talk to Cristian La Roque.

Now listen to the CD and check your answers.

1. Match the words (1-6) to their definitions (a-f).

- | | |
|--------------------|--|
| 1 • the IT manager | a • to fall |
| 2 • to betray | b • ingenuous |
| 3 • a thief | c • to let something fall from your hand |
| 4 • to trip | d • to be disloyal |
| 5 • naïve | e • the person in a company who is responsible for computers |
| 6 • to drop | f • a person who steals things |

chapter twelve

To Catch a Thief

Thursday 25th March

Once again George found it easy to enter the premises of Crane Creations. He was not a happy man. He said to himself: "If Manuel hadn't designed some more dresses, this wouldn't have been necessary." He opened the door to Laura's office and quickly went in. He turned on the torch and went to the rail in the corner. Good! The dresses were still there. George smiled. He put the two enormous bags he had brought on the floor and began to fill them with the dresses. If Laura hadn't told him about them, the show would have been a great success. She was so trusting and naïve. He filled both bags, picked them up and began to walk to the door. At the very moment he turned off his torch, the whole room filled with light. He saw two policemen and behind them were Edward, Manuel, Suzie and, of course, Laura. For a moment no-one spoke.

Then a policeman said: "Don't move! Put the bags down NOW."

"Laura, I can explain. Please tell the police to go," cried George.

He moved towards her but again the policeman shouted: "Don't move!"

Laura came forward. "I thought you liked me, George.

beyond the story

2. How do you think the story ends? In your opinion, which of these things happen?

- ☐ Cristian goes to work for Crane Creations.
- ☐ Norma Folly is arrested.
- ☐ Crane Creations cancel their fashion show.
- ☐ Cristian and Laura get married.
- ☐ Cristian steals all the dresses and escapes.
- ☐ Simon asks Laura to go out with him.

Now look at the pictures in this chapter.

Do they help you to understand how the story ends?



If you had told me who you really were, I would have understood. I trusted you but you betrayed me. You're just a common thief."

"A common thief," repeated Manuel. "A thief who stole MY creations."

George sneered at the group. "Laura, I've never liked you. You're nothing special." He had to escape. He dropped the bags, pushed Laura to the floor and ran to the door.

"Not so fast!" came a voice. Edward Crane put out his foot, George tripped and fell at the feet of the policemen who quickly handcuffed him.

"Surprise!" The voice of Simon Robbins was followed by the flash of his camera. This scene was a great photo for the front page of the *UK Post*.

Laura was crying. "I've been so stupid! Thanks, Simon. If you hadn't seen George at Folly Fashions, he would have destroyed Crane Creations."

The police arrested Cristian and took him away.

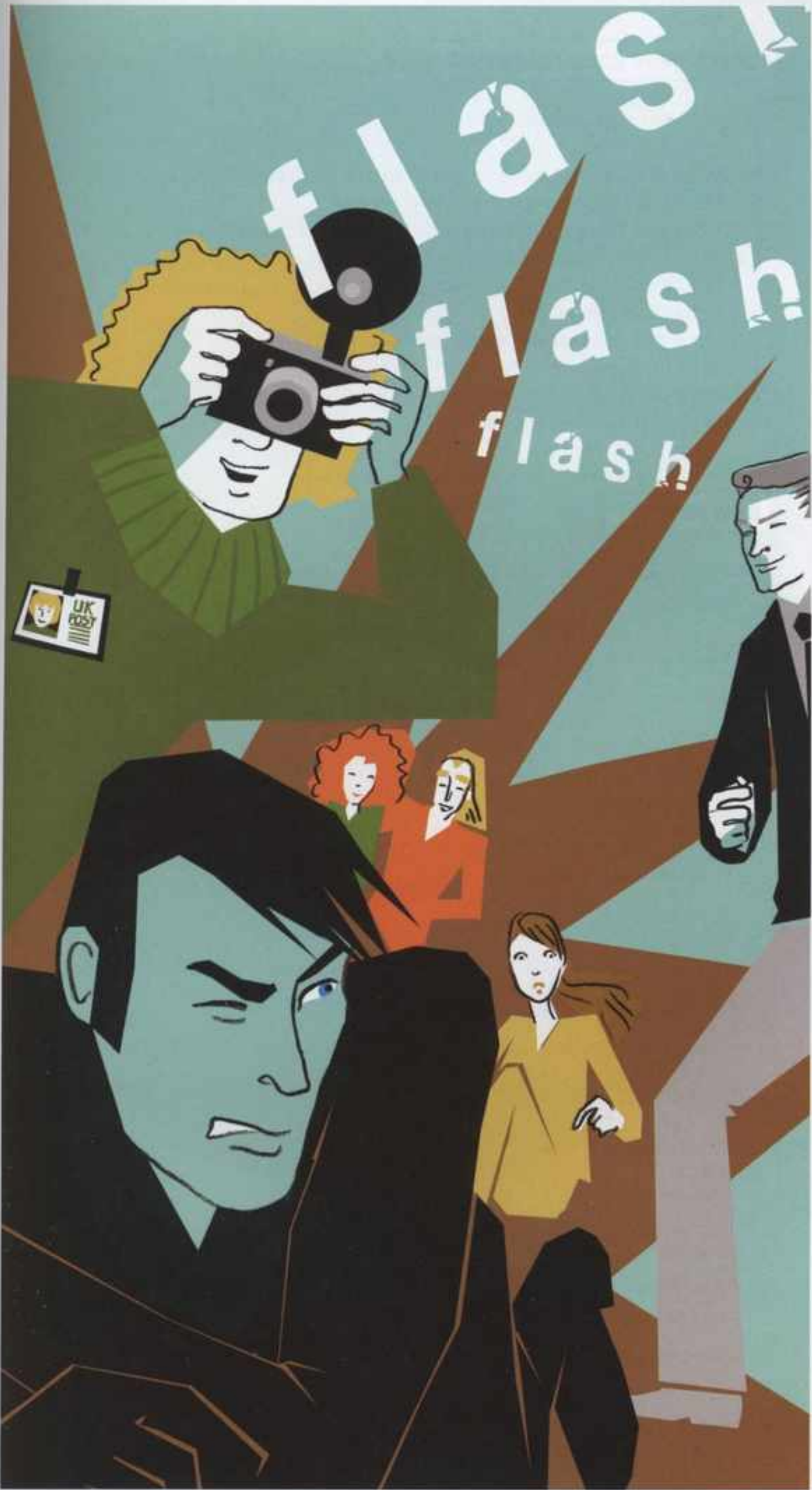
On Friday evening it seemed like the whole world was present at the fashion show for the new autumn-winter collection of Crane Creations. As expected, it was a great success. Manuel and Laura were the centre of attention, and Edward Crane was happy to see his daughter smile again. Simon Robbins was also there and the next day the leading articles in the *UK Post* were about fashion. On the front page there was a photo and an account of the fashion show. At the bottom was an article describing the arrest of Cristian La Roque and Norma Folly. The photo Simon had taken in Laura's office was next to another one of Norma being arrested at her home on Thursday night.

Laura was reading the paper at home.

"Suzie, I'm never going out with another man. I've decided that I'm going to concentrate on my work from now on."

Suzie laughed. "I don't believe you. Have you seen our new IT manager? He's so..." She was interrupted by the phone. Laura answered.

"Hi, Laura. It's Simon. Would you like to come to dinner with me tonight?"



check your comprehension

3. Answer the questions.

- 1 • Why did George have to break into Crane Creations again?
- 2 • What did he do with the new dresses?
- 3 • Who did he see when the lights were switched on?
- 4 • What did Laura tell George?
- 5 • What did Edward do to stop George?
- 6 • What did Simon do?
- 7 • How did the fashion show go?
- 8 • What happened to Norma Folly?
- 9 • How does Laura feel about men now?
- 10 • Why did Simon ring Laura?

characters

4. Write next to each adjective the name of the character that it best describes.

- | | | | |
|-------------|-------|--------------|-------|
| 1 • sad | _____ | 5 • trusting | _____ |
| 2 • scared | _____ | 6 • happy | _____ |
| 3 • angry | _____ | 7 • upset | _____ |
| 4 • unhappy | _____ | 8 • naïve | _____ |

5. Who is your most / least favourite character from the story? Give reasons for your answers.

words

6. Complete the sentences with words from chapter 12.

- 1 • The new clothes were hanging on the _____ in the corner of Laura's office.
- 2 • George started to put the dresses into the two _____ he'd brought with him.
- 3 • Laura told George that she had trusted him, but he had _____ her.

- 4 • Manuel said that George was a common _____.
- 5 • Edward put out his foot , so George _____ and fell.
- 6 • The policemen _____ George and took him away.
- 7 • Manuel and Laura were the _____ of attention at the show.
- 8 • Norma was _____ at home later that day.
- 9 • The pictures of George and Norma were on the _____ page of the *UK Post* the next day.
- 10 • Laura said she wanted to _____ on her work.

language

7. Rewrite these sentences following the example.

E.g.: Simon saw George at Folly Fashions. George didn't destroy Crane Creations. But...
... if Simon hadn't seen George at Folly Fashions, he would have destroyed Crane Creations.

THIRD CONDITIONAL

If Manuel hadn't designed some more dresses, this wouldn't have been necessary.
If Laura hadn't told him about them, the show would have been a success.

- 1 • Edward put his foot out. George fell at the feet of the policemen.
- 2 • Simon was in Laura's office. He took a picture of George being arrested.
- 3 • Laura was very trusting. She didn't realize George was an impostor.
- 4 • George broke into Laura's office. The police arrested him.
- 5 • Cristian wasn't a very good designer. He had to steal Manuel's designs.
- 6 • George didn't really like Laura. He betrayed her.

beyond the story

8. Imagine you are Simon Robbins. Write the article about the story to be published in the next edition of the *UK Post*.

THE GLAMOROUS WORLD OF FASHION

Fashion has always had links with the glamorous worlds of cinema and music but in recent years these connections have become even stronger. We now see actors and singers not only present in the front row of a fashion show but also modelling the latest collections of some of the most famous fashion designers. In the 1990s Gianni Versace transformed his best models into "supermodels" and they became very famous. Now designers often choose the public's favourite stars to do the same job.

In this celebrity-obsessed world, celebrity endorsement of goods is essential.

So, how can we define the term 'celebrity'? Well, a celebrity is

someone whose name and face are known to most people. Celebrities are instantly recognized so whatever they do has great publicity value. And this is why fashion houses are so keen to use them. Fashion designers want to use the recognition of a famous person to promote their designs. Singers, actors and sports personalities all attract attention and this is very important given the amount of advertising on TV or in newspapers and magazines and also the amount of competition in the fashion business. An appearance on the catwalk is the equivalent of a full-page colour advertisement in all the fashion magazines and guarantees the attention of the press and the public.

1. Answer the questions.

- 1 • When and how was the "supermodel" created?
- 2 • In this passage, what is the definition of a "celebrity"?
- 3 • Why do fashion houses want to use celebrities to promote their designs?
- 4 • Give at least two reasons why the Oscars ceremony is important to a fashion designer.

2. Complete the following sentences with the words below.

favourite increase labels model publicity ready-to-wear stylists

- 1 • Fashion designers often ask the public's _____ stars to _____ their latest creations. This is a way of getting more _____ for their products, which in turn leads to an _____ in sales.

Of course there has to be a match between the product to be advertised and the chosen celebrity. And this is why the combination of young, beautiful, slim actresses and the latest fashionable clothes works so well. Fashion designers understand that the media expects celebrities to look good wherever they are seen, so they want stars to wear their designs. A ceremony such as the Oscars is seen all over the world, and this can be great publicity for designers. When a star wears a designer outfit to such an important event, sales increase almost immediately. Many Oscar nominees are given fantastic dresses to wear on the big night. But designers must work hard to convince celebrities to wear their clothes. Most celebrities don't have time to shop for clothes and so they employ professional dressers, called "stylists", to do the job. Shops are following the trend of celebrity association and are passing it on to the customer. With more and more designers creating ready-to-wear collections, people have become more fashion-conscious and want to wear the labels of the stars they admire most. Now we all want to wear the dress or the jeans we have seen our favourite singer wearing.



- 2 • Celebrities are very busy people so they use _____ to choose their clothes.
 - 3 • It is becoming easier for people to wear the same _____ as the stars because designers now create _____ collections for shops.
3. What do you think? Give your opinion on the following statements from the passage.
- 1 • Celebrity endorsement of goods is essential.
 - 2 • There has to be a match between the product to be advertised and the chosen celebrity.
 - 3 • People have become more fashion-conscious.

STELLA McCARTNEY



Paul McCartney is a name known to everyone in the world. One of the members of the Beatles in the 1960s, he is still making music today. Now his daughter, Stella, has become famous in the equally popular world of fashion.

Stella was born in 1972 and began her career as a fashion designer in 1995 when she graduated from St Martin's College of Art. Her graduation show became front page news all around the world not only because her famous parents, Paul and Linda, were present but also because she asked her supermodel friends Kate Moss and Naomi Campbell to wear her designs. Her entire collection was immediately bought by a London boutique.

In March 1997, when she was just 25 years old, Stella McCartney became the creative director of the French fashion house Chloé in Paris. Many people felt that she was offered the job because of her famous surname rather than her talent to create designs. They also thought that Chloé saw this decision as good publicity for their group. However, Stella's first collection, shown in October 1997, silenced the critics and cancelled any doubts about her ability as a fashion designer. She gained universal praise from the media and buyers for her sensual and romantic clothes. She succeeded in dramatically increasing Chloé's commercial success and raising the profile of the house.

1. Find the following information in the passage.

- 1 • The year Stella McCartney was born. _____
- 2 • Where she studied to become a fashion designer. _____
- 3 • The name of Stella's mother. _____
- 4 • The fashion house that first gave her a job. _____
- 5 • The date of her first collection. _____
- 6 • The name of her new partner. _____

2. Answer the questions.

- 1 • For what two reasons did people think Chloé offered Stella McCartney a job?
- 2 • How did Stella silence her critics?
- 3 • Why do you think she has become a big name in the world of fashion?



Stella McCartney left Chloé in 2001 to launch her own fashion house under her name in partnership with Gucci Group. She is the artistic director and has total control over the activities of her label. This is important to her as she is a campaigner for animal rights, just as her mother, Linda, was, and she has always refused to work with leather or fur. She produces ready-to-wear collections and women's accessories.

So, what about the future? Stella believes that she has found a partner (Gucci Group) to make her creations a success. Over the next few years she will open her own boutiques in the major

fashion capitals around the world.

She has certainly shown that, although she has a famous father, it is her own talent that has affirmed her in the field of fashion and has gained the respect of other houses.

3. Are these statements true (T) or false (F)?

- 1 • Stella's parents attended her graduation show.
- 2 • She began to work for Chloé when she was twenty-seven.
- 3 • Stella's designs are romantic.
- 4 • Profits increased at Chloé when Stella worked there.
- 5 • Gucci Group now has control over what Stella does.
- 6 • Stella has opened boutiques around the world.

T	F
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

Now rewrite the false sentences.

THE GUYS FROM GUCCI

WHO'S WHO...

Bernard Arnault:
chairman of LVMH Moët
Hennessy Louis Vuitton

Domenico De Sole:
head of Gucci Group

Tom Ford:
Gucci's creative director

François Pinault:
head of
Pinault-Printemps-Redoute
(PPR)

Wednesday, May 15, 2002

As Domenico De Sole's jet was touching down in North London last Monday, the stock of his company was going up. And up. And up. By the end of the day, Gucci Group was up 8% on both the Amsterdam Bourse and the New York Stock Exchange. Gucci's 2000 results, announced the week before, had been extraordinary – sales were up 83%, profits 49% – particularly impressive for a company selling luxury



goods in a slowing economy. But the results weren't the only reason for the stock's rise. Over the weekend, rumours had begun to circulate that François Pinault, the head of Pinault-Printemps-Redoute (PPR) who also owns 42% of Gucci, was in talks with Gucci's biggest competitor, Bernard Arnault, chairman of LVMH Moët Hennessy Louis Vuitton, who controls 20% of Gucci's shares. The speculation was that Pinault would try to take over all of Gucci.

The rivalry between Gucci Group and LVMH is well-known, well-documented and quite complicated. The two firms dominate

the luxury goods industry like Montagues and Capulets.

Their mutual hostility started when LVMH tried to take over Gucci. In 1994, Arnault was offered the opportunity to buy Gucci, which wasn't doing very well at the time, for \$400 million. He refused it. But five years later he spent \$1.4 billion to buy 34% of the shares in the firm and proposed an offer for the rest of the shares that would have valued Gucci at more than \$8 billion. How De Sole and Tom Ford, Gucci's creative director, had managed to make the Gucci brand one of the leading luxury goods firms in only five years remains a mystery.

There was just one problem: now that the company was so successful, Arnault wanted Gucci. That's where Pinault came in. He bought \$3 billion of Gucci shares in 1999, acquiring control of 42% of the company and so saved Gucci from a possible take-over. Then he acquired the Yves Saint Laurent brand, and sold it to Gucci two days later – transforming Gucci instantly into a multibrand company with ample resources to grow. Gucci was now LVMH's number one competitor. "It was Bernard Arnault's worst nightmare," says De Sole. "Before us, he was controlling the market. He got any manager, any designer he wanted. He wanted to destroy the competition, and instead of

dying we got stronger." That rivalry is fierce. "We compete for everything," De Sole says. "We compete for stores, for talent, for brands." They also compete for publicity.

What really matters is results. In 2002 Gucci had \$3 billion in cash, no debt and its shares were worth \$9 billion. It had acquired French jeweller Boucheron and also controlled part of Sergio Rossi, Bottega Veneta and Swiss watchmaker Bédar & Co. The firm's line of shoes, handbags and ready-to-wear was still its dominant business, with \$1.5 billion in sales and \$404 million in profits in 2001.

Arnault is even more avid. Since he took control in 1990, LVMH has bought dozens of brands. For example, fashion labels Kenzo, Celine, Loewe, Pucci and Donna Karan; Guerlain, Dior and Givenchy perfumes; French department stores; and expensive watches (Ebel and TAG Heuer). Overall, LVMH controls 19% of the luxury leather goods and accessories market, making it number one in the field. And more than half its earnings, \$1.2 billion in 2000, come from just one brand: Louis Vuitton.



What happens at Gucci shows that success in the fashion business depends on a number of factors. A fashion house needs to hire the best designers on the market and support talented young designers. You also need to create an image: "People are buying into your dream," Ford explains. "A pair of black trousers is a pair of black trousers. If you go to the Gucci world you're buying into a different world from the Versace world. To create that world takes the soul and personality out of a designer." Finally, you need to learn to handle stress, rumours, rivalry, jealousy and have a strong business sense.

(Adapted from *TIME*Europe)

1. Answer the questions.

- 1 • What are the two reasons which determined the increase in Gucci's stock's rise in 2000?
- 2 • What started the hostility between LVMH and Gucci?
- 3 • How does De Sole describe Arnault?
- 4 • What other brands are owned or controlled by Gucci?
- 5 • Which is the most successful brand of the LVMH group?
- 6 • What are the three factors which are crucial to succeed in the fashion world?

2. Match the beginning of each sentence (1-6) with the correct ending (a-f).

- 1 • Gucci's 2000 results were very good even if...
 - 2 • Everybody knows that...
 - 3 • When Gucci became very successful...
 - 4 • Nobody knows how...
 - 5 • Shoes, handbags and ready-to-wear are...
 - 6 • Gucci has been very successful but...
- a • ... Arnault wanted to buy it.
 - b • ... there's fierce rivalry between Gucci and LVMH.
 - c • ... De Sole and Ford managed to turn Gucci into a very successful company.
 - d • ... LVMH is still N° 1 in the field of luxury leather goods.
 - e • ... the dominant business of Gucci Group.
 - f • ... the economy was fairly slow.

3. Put these events in chronological order.

- ☐ a • Pinault sells Yves Saint Laurent to Gucci.
- ☐ b • Arnault buys 34% of the shares in Gucci.
- ☐ c • Pinault takes control of 42% of Gucci.
- ☐ d • Arnault refuses to buy Gucci for \$400 million.
- ☐ e • Arnault is given the opportunity to buy Gucci.
- ☐ f • Pinault buys Yves Saint Laurent.

THE ART OF BEING ARMANI

It is Tuesday in Milan, the day before the Emporio Armani fashion show, and Giorgio Armani is instructing his production team on how he wants next season's clothes to be presented. How Armani's collection is received will make all the difference to this year's order books.

Even now, over 30 years after his first collection, he is very nervous and fears that because of his age, customers might feel that his designs have fallen out of fashion.

"I still have doubts about the collections I design. Are they going to be nice or not very nice?" he says. "You are always going to be criticized."

What is his secret when designing clothes? He has three rules: eliminate the superfluous, emphasize the comfortable and acknowledge the elegance of the uncomplicated. "Art is an inspiration for fashion," he says. "Painting and sculpture that live an eternity is something that will inspire you."

Armani products are not one of those things that you are going to buy and be unable to use in six months' time.

Armani is not a designer who will ever shock on the catwalk.

VITAL STATISTICS

Born: July 11, 1934

Marital status: single

School: Liceo Lorenzo Respighi, Piacenza, followed by Liceo Scientifico Leonardo da Vinci, Milan with the aim of becoming a doctor

University: University of Milan medical school

First job: assistant window dresser at department store in Milan

Salary: not disclosed

Homes: Via Borgonuovo, Milan, apartments in New York and Paris, cottage in St Tropez, weekend home in Piacenza province and holiday home on the small island of Pantelleria.

Cars: Bentley, Mercedes, Alfa Romeo

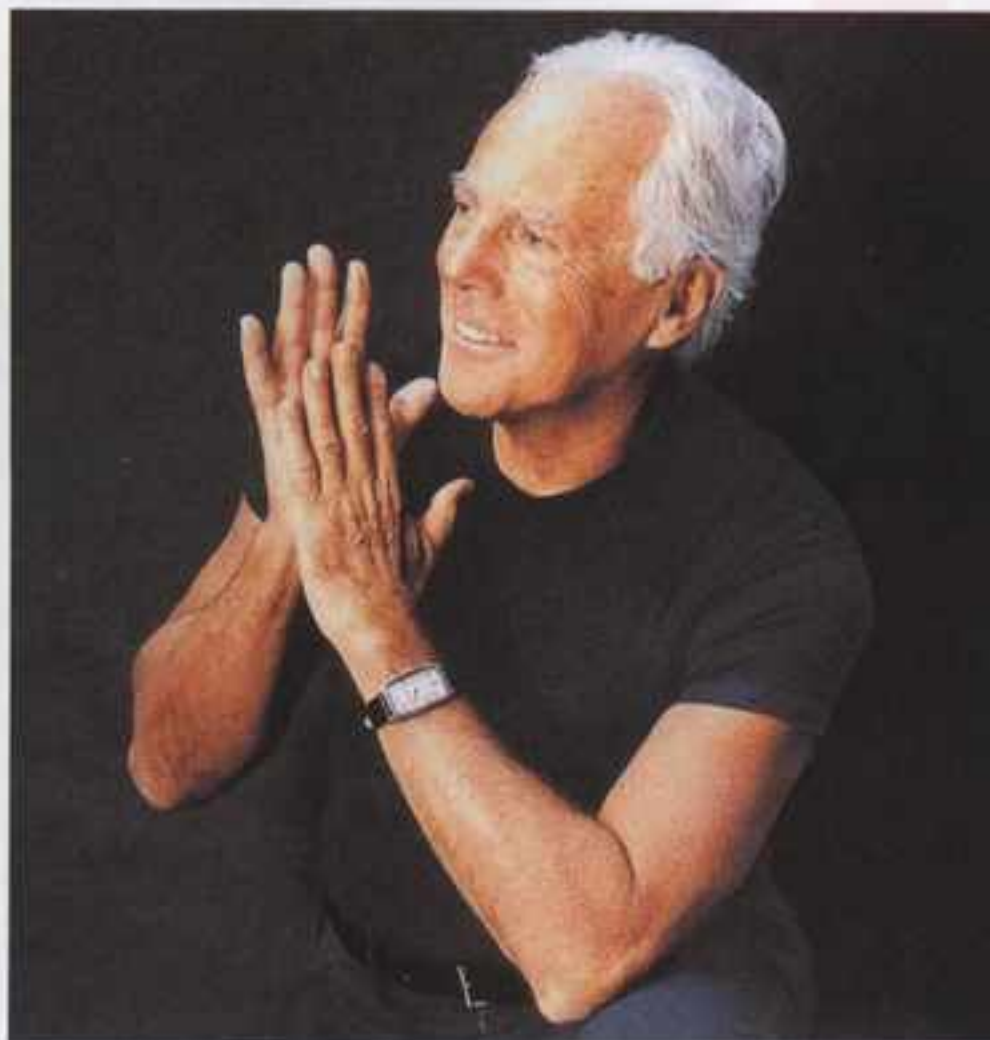
Favourite Book: *Of Mice and Men* by John Steinbeck

Favourite film: Hitchcock's *Notorious*

Favourite music: wide range of tastes from Mozart to Lenny Kravitz

Favourite restaurant: EA Café, Milan

Interests: gym, travel



Armani is a man preoccupied with detail and perfection, two traits that have helped him build the fashion business he started at 40 into a global brand: his company has 243 stores in 34 countries. The stories about Armani's obsession with detail are legendary. "Some people say I am a fanatic," he says. "It's not true. Of course, I expect a lot from the people who work with me. The thing is, when I'm working I don't have much time, so I can be direct but, that's normal. Also, it's a very Italian way of being."

Luxury-goods retailing has not been a prosperous sector since the terrorist attacks on America. "After September 11, people are more careful about the way they spend their money. I think people buy for the product, not the name. If there isn't a product behind the name then sooner or later they are going to get tired of that – this is where we are strong." The designer came from a humble background. He was the son of a transport company worker, and grew up during the war with his brother and sister in Piacenza. At 18 he joined the military, working in an army hospital in Siena and later in Verona. He went on to study medicine at university but got bored and became a window dresser in a department store, working his way up to buyer. In the early Seventies, Giorgio Armani and partner

Sergio Galeotti sold their Volkswagen and with the money raised founded Giorgio Armani SpA. "We had no idea what we were doing," he says. "Only that we wanted to do it." He launched his first Armani collection in 1972.

Armani had no ambition to be a businessman: he started managing the business side when Sergio Galeotti, his business partner, died in 1985. He learnt the hard way – by trial and error: in 2001 Armani reported profits of £7m on sales of £284m, up 23% from a year earlier. His strategy is rare: he is determined to keep



control over all parts of the fashion process from retailing to manufacturing, and marketing and brand development.

Some of the people who know him best are his competitors. Domenico De Sole, chief executive of Gucci, and Patrizio Bertelli, chief executive of Prada, agree: "Armani is an excellent fashion

designer and also a good businessman."

The future will involve the growth of his five brands: Giorgio Armani, Armani Collezioni, Emporio Armani, Armani Jeans and Armani Casa. He is also in talks with hotel groups about an Armani tourist resort.

(Adapted from *The Sunday Times*, June 30, 2002)

1. Choose the correct answer.

- 1 • Giorgio Armani is always very *relaxed* / *worried* / *happy* the day before a fashion show.
- 2 • Giorgio Armani showed his first collection when he was *30* / *40* / *38*.
- 3 • His designs are inspired by *art* / *customers* / *business needs*.
- 4 • *Details* / *profits* / *shareholders* are very important to Armani.
- 5 • After September 11, the market for luxury goods has *increased* / *decreased* / *stayed the same*.
- 6 • His first job was in *the army* / *a car company* / *a department store*.
- 7 • He learnt to be a successful businessman from *his own mistakes* / *books he read* / *his financial director*.
- 8 • His competitors think he is *a good designer but a bad businessman* / *a good designer and a good businessman* / *a bad designer and businessman*.

2. You have been asked to interview Armani for a programme on fashion. Prepare the questions you are going to ask him. You are particularly interested in these aspects of his business:

- a • how he organizes his collections, e.g. when he starts designing clothes; models he chooses; places he prefers etc.;
- b • what he thinks about his competitors;
- c • if someone has ever tried to steal his designs.

3. What do you think? Give your opinions about these statements made by Armani.

- 1 • Designers are always going to be criticized.
- 2 • When designing clothes you should eliminate the superfluous, emphasize the comfortable and acknowledge the elegance of the uncomplicated.
- 3 • Art is an inspiration for fashion.
- 4 • I expect a lot from people who work with me.
- 5 • People buy for the product, not the name.

1. Read these definitions and find the verbs in the glossary.

- 1 • to become red in the face with embarrassment
- 2 • not to tell the truth
- 3 • to say sorry to someone
- 4 • to speak in a very low voice
- 5 • to complete a form with the necessary information
- 6 • to be similar in appearance
- 7 • to speak in a very loud voice
- 8 • to get a university degree

A

accusation - _____
to acknowledge - _____
actually - _____
adamant - _____
to afford - _____
agenda - _____
to aim - _____
annoyed - _____
to apologize - _____
around - _____
to arouse - _____
to arrange - _____
as long as - _____
at last - _____
audience - _____

B

banker's draft - _____
to be about to - _____
to be bankrupt - _____
to be concerned - _____
to be in talks - _____
to be up by - _____
to be used to - _____
because of - _____
to betray - _____
to blow a kiss - _____
to blush - _____
to book - _____
to break into - _____
brochure - _____
business card - _____
buyer - _____
by the way - _____
by trial and error - _____

C

campaigner - _____
can't wait - _____
Capulets - _____
catwalk - _____
celebrity - _____
chairman - _____
chance - _____
clever - _____
to collect - _____
to complain - _____
to congratulate on - _____
consignment - _____
to contain - _____
crack - _____
curtains - _____

D

deadline - _____
deception - _____
to decrease - _____
definitely - _____
to delay - _____
to delete - _____
delight - _____
delivery - _____
department store - _____
designer - _____
to dial - _____
diary - _____
to disappear - _____
disappointed - _____
disbelief - _____
discount - _____
to discover - _____
dispatch - _____
drawer - _____
to drop - _____

2. Solve the anagrams in column A, then match the words to their definitions in column B.

A

- 1 • lerecv _____
- 2 • mipserse _____
- 3 • hetfi _____
- 4 • bixhetiro _____
- 5 • yandeon _____
- 6 • rabcif _____

B

- a • a person who steals things
- b • silk, cotton, organza are all types of...
- c • intelligent
- d • a little angry
- e • the buildings of a company
- f • the person/company who has a stand at a trade fair

due to - _____
dyed - _____

E

earning - _____
employee - _____
end - _____
endorsement - _____
to enquire - _____
to ensure - _____
entertaining - _____
envious - _____
to escape - _____
e-tailing - _____
evening gown - _____
exhibitor - _____
to expect - _____
expected - _____
expense claim - _____

F

fabric - _____
to faint - _____
fairytale - _____
to fake - _____
to fall out of fashion - _____
fashion-conscious - _____
fashion designer - _____
fashion show - _____
fashionable - _____
to fear - _____
to fill - _____
to fill in - _____

firm - _____
to flatter - _____
floor plan - _____
flu - _____
forthcoming - _____
to found - _____
from now on - _____
frown - _____
fur - _____

G

to gain - _____
to gaze - _____
to giggle - _____
to glare at - _____
gloves - _____
to go on - _____
gorgeous - _____
to graduate - _____
graphs - _____
grateful - _____
to greet - _____
to grin - _____
to groan - _____
to grow - _____

H

to handcuff - _____
handsome - _____
to hang - _____
to hang up - _____
hardly - _____
to have one's hair done - _____

3. Read the definitions and match them to the words below.

deadline employees enquire escape fake
huge invoice mood row whole

- 1 • to ask for information _____
- 2 • very, very big _____
- 3 • how you feel _____
- 4 • the people who work for you _____
- 5 • to copy someone's signature _____
- 6 • the time limit for the completion of a job _____
- 7 • to run away _____
- 8 • a list of goods with the prices which is sent with an order to a client _____
- 9 • a number of persons or objects in a line _____
- 10 • something which is intact, not in pieces _____

to hear - _____
to hold - _____
to hold the line - _____
how about...? - _____
to hug - _____
huge - _____
humble - _____

I

impostor - _____
to increase - _____
instead (of) - _____
insurance - _____
Internet retailing - _____
invoice - _____
to issue - _____
IT manager - _____

J

to join - _____
to joke - _____

K

keen - _____
to key in - _____

L

label - _____
to launch - _____
to lead away - _____
leading - _____
to lean - _____

to lie - _____
link - _____
lock - _____
to lock - _____
to look forward to - _____
to look like - _____

M

mad - _____
make-up - _____
managing director - _____

manufacturing - _____
match - _____
to matter - _____

to mind one's own business - _____

Montagues - _____
mood - _____
to mutter - _____

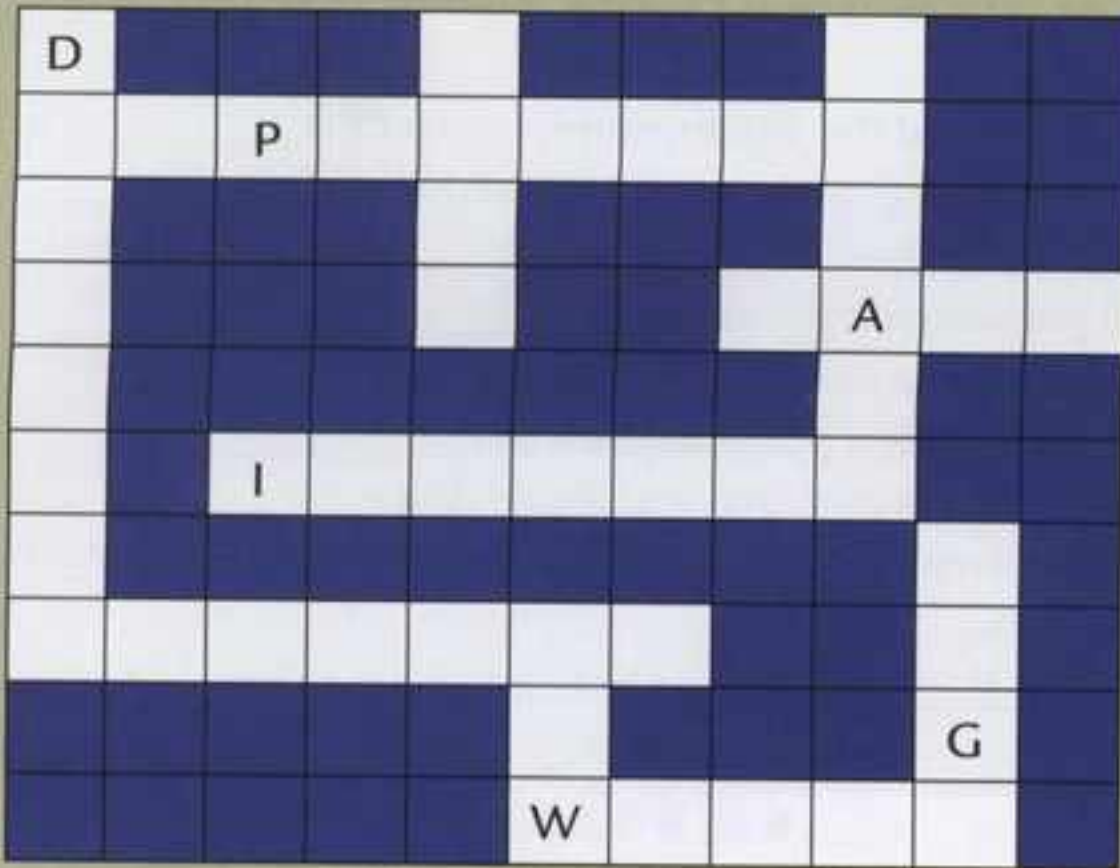
N

naïve - _____
nervous - _____
nightmare - _____
nominee - _____

O

outfit - _____
overseas - _____

4. Now find the correct place for the words from exercise 3 in the crossword.



- P**
- partnership - _____
- to pay a compliment - _____
- _____
- to pick someone up - _____
- _____
- to pick something up - _____
- _____
- pile - _____
- to point to - _____
- praise - _____
- premises - _____
- present - _____
- to press - _____
- press release - _____
- to pretend - _____
- price list - _____
- product code - _____
- proof - _____
- publicity officer - _____
- _____
- purchase - _____
- to put on - _____
- to put through - _____
- _____
- puzzled - _____

- R**
- rail - _____

- to raise - _____
- rather than - _____
- to reassure - _____
- to regret - _____
- relevant - _____
- to remark - _____
- retail outlet - _____
- retailing - _____
- right away - _____
- rivalry - _____
- road freight - _____
- roll - _____
- row - _____
- rumours - _____
- to run out - _____

- S**
- sales manager - _____
- sample - _____
- screen - _____
- to set up - _____
- to shake - _____
- to shake hands - _____
- to shake one's head - _____
- _____
- share _____
- to share - _____
- sharply - _____
- to sigh - _____

5. Complete these sentences with a suitable word from the glossary.

- 1 • "You're under arrest. Give me your hands, I have to *h* _____ you."
- 2 • "I don't need this file anymore. I think I'll *d* _____ it."
- 3 • Their premises are very, very small; they're *t* _____.
- 4 • The floppy disks are in the first *d* _____ of my desk.
- 5 • All policemen must wear a *u* _____.
- 6 • "My hands are so cold. Where are my *g* _____?"
- 7 • He isn't really a postman; he's an *i* _____.
- 8 • "Can I do it later?" "No, you should do it *r* _____ *a* _____."
- 9 • Before I make an order I would like to see a *s* _____ of the products.
- 10 • The *a* _____ waited patiently for the show to begin.

signature - _____
 silk - _____
 to sneer - _____
 to sound - _____
 stock - _____
 to stutter - _____
 suddenly - _____
 supplier - _____

T

to take after - _____
 to take over - _____
 to take the minutes - _____

textile - _____
 theft - _____
 thief - _____
 thoughtful - _____
 to throw - _____
 tied - _____
 tiny - _____
 to touch down - _____
 trade fair - _____
 trait - _____
 trend - _____
 to trip - _____
 trusting - _____
 to turn down - _____
 to turn into - _____

turnover - _____

U

uniform - _____
 unit price - _____
 unlike - _____

V

valuable - _____
 vigilant - _____

W

warmly - _____
 wedding dress - _____
 What's up? - _____
 whatever - _____
 wherever - _____
 while - _____
 to whisper - _____
 whole - _____
 window dresser - _____
 to wink at - _____
 to work one's way up - _____

workshop - _____

Y

to yell - _____

译文

人物简介

Edward Crane (爱德华·克雷恩): 克雷恩创意公司老板。

Laura Crane (劳拉·克雷恩): 爱德华·克雷恩的女儿, 克雷恩创意公司销售经理, 年轻漂亮, 未婚。

Manuel (曼纽尔): 克雷恩创意公司新聘服装设计师, 才华横溢, 有较强的防范意识。

Suzie Forest (苏西·福雷斯特): 克雷恩创意公司办公室秘书。

Norma Folly (诺玛·弗利): 弗利时装公司老板, 年过五十, 但风韵犹存。

Cristian La Roque (克里斯蒂安·拉·洛克): 弗利时装公司新聘服装设计师, 英俊潇洒, 深受女士青睐。

Simon Robbins (西蒙·罗宾斯): 《英国邮报》记者。

George Blake (乔治·布莱克): 克雷恩创意公司新任邮递员, 劳拉与他一见钟情。

第1章 帅哥与生气的女人(p. 4-6)

3月1日, 星期一

在女人眼里, 克里斯蒂安·拉·洛克英俊潇洒。他有着一头漂亮的乌发, 还有一双海蓝色的眼睛, 身材修长, 衣着优雅。他天生对服装情有独钟, 16岁那年便立志要成为一名服装设计师。如今他已是29岁的帅小伙, 事业上正春风得意。可是, 他雄心勃勃, 要做最好的设计师。

9点15分的时候, 克里斯蒂安·拉·洛克步行来到新东家弗利时装公司的办公室。公司老板名叫诺玛·弗利, 创立弗利时装公司已经30年, 现年52岁。不过, 她看上去很年轻, 金发碧眼, 浓妆艳抹, 喜欢穿最新潮的时装。她的梦想就是开办一家全英国最成功的时装公司, 她想让弗利时装公司的名字传遍大街小巷, 妇孺皆知。

可是, 诺玛并不开心。她正在看《商界报》的头版, 越看越生气。忽然, 她听见接待室有人说话, 她站起来, 推开门, 看见新上任的服装设计师正在和秘书说笑。

“早上好, 克里斯蒂安。我看出来了, 你工作一如既往地勤奋啊。马上来我的办公室!”

克里斯蒂安给秘书使了个眼色, 跟着诺玛进了她的办公室坐下。

诺玛站在办公桌后面说: “我花钱请你来不是让你整天和女人聊天的, 你在闲聊, 我倒在发愁。当初雇你是为了让你筹备下一届时装发布会的秋冬服装, 现在我开始后悔了。发布会在3月19日举行, 你还剩不到三周的时间完成所有的设计。”诺玛怒视着克里斯蒂安, 等他答话。

“不要担心，诺玛。一切都在掌控之中，我只需再设计几套服装，便可大功告成。”克里斯蒂安看见了桌上的报纸，开玩笑地说：“你在看什么？星座？”

“克里斯蒂安，不要忘了我才是老板。好了，你知道劳拉·克雷恩吗？”诺玛问道。

“我听说她非常成功。”他回答说。

“肯定比你成功！她在我们最大的竞争对手——她父亲的克雷恩创意公司工作，本周的《商界报》上有一篇文章报道了她，有人称她为‘时装界的新秀’。听听这个……”诺玛开始读起那篇文章：“‘克雷恩创意公司来了一位新设计师，营业额因此增加了35%，利润不断攀升。现在，该公司收到了来自欧洲各地的订单，他们还是一些名人制作服装，目前正在准备生产最好的秋冬系列……’”

克里斯蒂安打断了她的话：“行了，行了，我知道。”

“不，你不知道！”诺玛大声说。“弗利时装公司的营业额在下滑，利润在减少，我们现在仅从旧的供货目录上收到三笔订单，我每个月都得推迟向供货商付款，而你给我的全是费用申请单。我要强大，要胜过克雷恩创意公司，为此你能做些什么呢？”

克里斯蒂安笑了笑说：“诺玛，我很快就会让你成为时装界的女皇，同时干掉克雷恩创意公司。我已经有办法了……”

第2章 重要会议(p. 10-12)

3月1日，星期一

“议程的下一个议题是克雷恩创意公司当前的财务状况。”爱德华·克雷恩抑制不住自己的微笑。他总是穿着价值不菲的西装和衬衫，戴着昂贵的领带，灰白的头发理得很短，显得高贵文雅。他正在和他的女儿劳拉、新聘设计师曼纽尔、秘书苏西·福雷斯特开会。

“劳拉为克雷恩创意公司带来了成功，借此机会向她表示祝贺！我相信大家都读了《商界报》上的文章。”

劳拉笑了笑，长长的褐发束在脖子后面，衣着华贵，她喜欢穿衫裤套装和丝质宽松衫。她说：“今年对我们来说是不平凡的。看一看这些图表，你们就会知道我们的销量、营业额以及利润已经迅速增长了，这一切都归功于克雷恩创意公司全体员工的辛勤劳动和努力。由于各方面进展顺利，我们决定把几款服装投放到美国市场，四月份将在纽约的两个零售店开始销售我们最流行的服装。”

她父亲又笑了笑说：“曼纽尔为我们设计的第一组服装取得了巨大的成功。曼纽尔，请你给大家讲一讲3月27日将举行的秋冬时装发布会的情况，好吗？”

曼纽尔个子很矮，头发染成了金黄色，穿着一件紫色的衬衫和一条设计师牛仔裤（译者注：设计师牛仔裤也称时装牛仔裤，制作精良，售价昂贵，与普通牛仔裤有着天壤之别，常常是时尚与身份的象征）。他说：“我的想法很多，所以还没决定哪些服装该参加发布会，下周我会做出最后的决定。不过，我现在可以告诉各位的是，这将是一场精美绝伦的发布会。”

“太棒了，”爱德华·克雷恩回应道，“我们公司日益强大，而我们的竞争对手弗利时装公司却不然，尽管听说诺玛新聘了一位设计师。”

“弗利时装公司不足为谈。”曼纽尔嘲笑地说。大家都觉得曼纽尔言之有理。

劳拉接着说：“3月8日星期一，我和父亲要去参加‘一切为了时尚’的商品交易会，届时我们将尽力多与业界人士接触，我们永远需要新的供货商和经销商。苏西，火车票订好了吗？”她边说边看了看正忙着做会议纪要的年轻女秘书。苏西长着一头长长的红色秀发和一双绿眼睛，她和劳拉住在同一所房子里，而且她们还是好朋友。

“还没有。散会后我就去订。”

会议在4点钟结束了，劳拉和苏西回到她们的办公室。这时，电话铃响了，苏西接了电话。

“下午好，这里是克雷恩创意公司。有什么可以为您效劳的？”

“您好，我是西蒙·罗宾斯，《英国邮报》的记者，我想约见并采访劳拉·克雷恩。”

“请别挂断，我给你转接。”苏西回答。

劳拉拿起电话与那位记者通话。

“罗宾斯先生，星期三下午一点半你方便吗？”

“很好。期待与你相见，再见。”

劳拉抬头告诉苏西把它记在笔记本里，这时，她看见世界上最英俊的邮递员正站在门口。那双眼睛蓝得像海一般……

第3章 克雷恩创意公司之行(p. 18-20)

3月3日，星期三

“罗宾斯先生，欢迎您到克雷恩创意公司来！”在接待处，劳拉正在招呼着那位记者，“我们先到办公室参观一下好吗？”

劳拉和蔼可亲，乐于助人，又聪明伶俐，西蒙·罗宾斯很喜欢她。

“请您简要谈一下贵公司的历史好吗？”他们一边向办公区走，西蒙一边问。“我是最近才开始报道时装的。”

“好的。我父亲爱德华·克雷恩先生于1968年创办了本公司，那时他只有6名雇员，办公室只有一小间，收入也很微薄。”

“你们是何时搬进这漂亮的房子里的？”

“10年前。现在我们的员工总数达到了50名，自1980年以来，营业额逐年增加。”

“您成为该家族企业的一员有多久了？”

“中学毕业后我决定攻读时装和纺织学位，6年前毕业后来到这里，在各个部门都工作过并取得了一些经验。过去的一年半时间里我一直在做销售经理的工作。”

“为保证未来的成功，你们将采取怎样的商业战略？”

“主要是在国外开拓更多的市场，我们认为产品多样性是关键，所以，我们要设计出更多的服装样式。我们的目标是每年增长20%的利润，如此一来，我们就可以在业务上投入更多的资金。”

他们走到一扇大门前，劳拉停下来，说：“这是曼纽尔的工作室，他是我们的设

计师，是他的创意让我们取得了成功。”她打开门大声说：“曼纽尔，西蒙·罗宾斯记者和我在一起，我们可以进去吗？”

曼纽尔似乎一下子就冒了出来，穿着一件黄衬衫和他常穿的牛仔裤。“您好，劳拉，”他一边说，一边狐疑地看着西蒙。

“呃，曼纽尔先生……”，西蒙结结巴巴地说道，“我是《英国邮报》的记者，您喜欢在克雷恩创意公司工作吗？”

“我可以在任何地方工作，不过此时此地我很愉快。”

“请允许我参观一下您的工作室好吗？”西蒙试探着问。

“不行，我太忙了。我得回去工作，再见。”

劳拉笑了笑，领着西蒙走开了。

“他并不是这儿最友好的人，”西蒙说道。

“别担心，”劳拉说，“曼纽尔对他的工作防范很严，上一次的产品目录中所见到的服装都是他设计的。”

他们来到劳拉的办公室继续采访，然后西蒙去跟爱德华·克雷恩谈话了。邮递员来的时候，西蒙刚从劳拉的办公室离开。邮递员把信件交给苏西然后向劳拉走来时，劳拉觉得有点不安。

“克雷恩小姐……劳拉，上次我们没机会说话，我叫乔治·布莱克，我是您的新任邮递员。”乔治朝前倾了倾，握住她的手。劳拉紧盯着他的那双蓝眼睛。

“苏西，请把信件送给我父亲签字，”她说话很快，脸上泛起了红晕……

西蒙·罗宾斯收集到了他要写的文章所需的所有资料，他顺着走廊过来准备和劳拉道别并对她接受采访表示谢意。当他走到门口的时候，看见劳拉正在和一位男子说话，男子穿着邮递员制服，握着劳拉的手。

他决定不打扰他们了。

“劳拉，”乔治迟疑地说，“我想问您一个问题……”

第4章 浪漫晚餐约会(p. 24-26)

3月3日，星期三

“您愿意和我一起共进晚餐吗？”乔治重复问道。劳拉正在做着浪漫晚餐之约的美梦，她一下子从梦中回到了现实。

“我当然愿意。”她一边回答，一边再一次盯着他看。

“好极了，”乔治说，“周五晚上八点我来接你。我不能再等了，回头见。”说着他给了个飞吻，然后离开了办公室。几分钟后，苏西回来了，劳拉把发生的一切告诉了她。

“劳拉，你疯了？”她叫喊道，“你不能跟他出去，你就见过他一次而已。”

可是，劳拉很坚决。“我想跟谁出去就跟谁出去。他是多么的英俊啊，不是吗？”

“他确实光彩夺目，”苏西承认。

星期五晚上很快就到了。乔治带着劳拉来到一家豪华饭店，并对她极尽赞美之词。

“劳拉，周一以来我一直在想你，我期待了许久才遇到像你这样聪明可爱的女孩。”

劳拉不太习惯这样的关注。“说说你自己吧，”她说，“我只知道你的名字。”

乔治咧嘴笑了笑：“好的，我是个邮递员，我在上夜校，想当律师，不过才学了半年。”

“真的吗？”劳拉问，“那太好了。”

乔治又笑了笑说：“你呢？谈谈你的工作吧，一定很有意思。你爸爸的时装公司很成功吧？”

“是的，确实很成功，我们工作很卖力。”

“你们的首席设计师是谁？”乔治问道。

“是一个名叫曼纽尔的人，他确实是最优秀的。”当乔治接着问第三个问题的时候，劳拉并没有注意到他皱了皱眉。“下一届时装发布会什么时候举行？”

“本月末。圣诞节以来我们一直在为此做准备，我们……”

“所有的服装都准备好了？”乔治插话说。他迫不及待地想知道更多。

“大部分都准备好了。”劳拉说。

“克雷恩创意公司未来有何打算？”

劳拉正要回答，服务生端上了饭菜。用餐期间，乔治继续问了许多问题。午夜时，他把劳拉送回了家，并约好在星期一的商品交易会上他们共进午餐。

劳拉回到与苏西一起住的房子。苏西还在等她。

“苏西，你在这儿坐了多久？”

“你不会再跟他出去了，对吗？”苏西问道，“你对他一无所知。”

劳拉叹了口气说：“他是个非常不错的人，苏西。他对我我的工作真的很感兴趣，我喜欢他。你很漂亮，每周你都换男朋友，而我好几个月没交男朋友了。我现在不是好好的吗？”苏西看了看她，摇摇头说：“我要睡觉去了。”

乔治回家前给诺玛打了个电话。

“克里斯蒂安，你去哪儿了？我等你打电话等了好几个小时，情况怎么样？”

乔治告诉她劳拉给他提供了许多信息。“她以为我喜欢她，”他笑着说。

当诺玛听到克雷恩创意公司已经准备好秋冬装的消息时，她变得更加忧虑。“我想要那些设计，你得在晚上进入他们的办公室。你听好了……”

第5章 一切为了时尚(p. 30-32)

3月8日，星期一

爱德华和劳拉来到商品交易会入口处，交易会的主要组织者约翰·麦克斯韦尔在那里等着迎接参观者。

“爱德华先生，见到你真荣幸，你好吗？”

爱德华一边与他握手，一边说：“很好，谢谢。你呢？还是那么忙？交易会的规模一年比一年大了啊。”

约翰笑道：“完全正确。今年我们有三百多个展位。这是宣传册，上面有平面图以及参展商和开展时间的信息。”

“多谢。你认识我女儿劳拉吗？”爱德华问。

“当然认识。劳拉，很高兴再次见到你，我看过上周五《英国邮报》上关于你的那篇文章。爱德华，你若不小心，劳拉的名气很快就会超过你！”

他们一起笑了。“麦克斯韦尔先生，很高兴再次见到你，”劳拉说，“如果有时间，待会儿我们一起吃午饭好吗？”

“可以，中午1点饭店见。”

劳拉和她父亲开始参观众多的展位，与供货商交谈，会见客户，并且得到了一些潜在客户和新购货商的名片。不一会儿，劳拉收集了一摞目录簿、样品、面料和服装饰品的价格表。

“爸爸，真高兴咱们来到这儿。这里有些很不错的新产品，我看见几件非常精美的饰品可以用到我们的新服装上。”

她父亲马上说：“劳拉，如果你从这些目录簿上都订点货，不到年末我们就得破产！”

劳拉正要回答，突然听到身后有人说话。

“噢，‘时装界的新秀’，十分幸会！”

她转过身看见一位身穿红色时髦套装的金发女人。爱德华插话说：“劳拉，这是诺玛·弗利。诺玛，近来生意如何？听说不太好。”

诺玛朝他一笑：“再好不过了，我新聘了一位设计师，他正在准备下一届时装发布会，他的创意才能会让你大吃一惊。”

“啊，”劳拉说，“神秘的新设计师，你确定真有这么一个人存在吗？”

“享受你的成功果实吧，克雷恩小姐，”诺玛说，“你永远不知道何时才是尽头。”说完转身走了。

“她是什么意思？”劳拉问她父亲。

“鬼才知道！不要担心，她只是嫉妒而已。瞧！马克·希尔在那儿，我们过去看看他有没有新面料。”

他们和供货商马克一起待了一个多小时，马克想让他们订货，可是劳拉说：“我先跟曼纽尔沟通一下，我们一定下来就给你发传真——只要你给我们的折扣还与往常一样，并能保证最后的发货期限！”

爱德华饿了。“该吃午饭了吧，我们去找约翰。”爱德华说话的时候，劳拉想起曾和乔治约好一起吃午饭。

“爸爸，对不起，”她道歉地说，“我要去见一位朋友，他来了。”说着她指了指正向他们走来的乔治。

“唉，他不是我们的新任邮递员吗？”他父亲回答说。

“是的，”劳拉说。她给他们一一作了介绍，然后跟乔治快速离开了。

马克·希尔关切地说：“我以前见过那个人，不过想不起在哪儿见过，但是他肯定不是个邮递员。”

第6章 乔治给劳拉帮忙(p. 38-41)

3月10日，星期三

“看你做的蠢事！”诺玛大声喊叫，“你什么时候才能搞到办公室的钥匙和电脑密码？已经没有什么时间了！”

乔治知道去商品交易会确实有点傻——有人可能会认出他，所以他设法让诺

玛平静下来。

“很快我就会把一切搞定，”他向诺玛保证。

劳拉正和曼纽尔讨论面料的问题。“曼纽尔，请你决定使用什么样的面料，今天上午我们得把订单发出去。”

“使用这六种颜色的透明硬纱和丝绸如何？”他提议说，“我设计的服装只能使用质量最好的面料。”

“很好。我这就填单，马上发传真。”

她从文件里取出一张表，填写好订货所需的一切有关信息，她选择了商业汇票作为付款方式，道路运输作为发货方式。然后她抬头看见父亲站在门口。

“劳拉，可以跟你说几句话吗？”爱德华问。

曼纽尔觉得是时候他该离开了。

“我回工作室去了。”说完，他就走了。

“劳拉，我对你选择的男朋友很担心。第一，你对他几乎不了解；第二，我对他很不信任。马克·希尔说他肯定不是个邮递员。”

“他当然是，”劳拉回答说，“他是个诚实可亲的人。”

爱德华提高嗓门说：“劳拉，我不允许你再见他，明白吗？”

正在这时，乔治出现在门口。“您好，克雷恩先生，很高兴又见到了您。”

劳拉的父亲瞪了他一眼，二话没说离开了办公室。劳拉叹息了一声说：“他该管好自己的事，我为什么不能和你出去约会呢？”

乔治注意到了办公桌上的订单。“他是在为你担心，”他说，“喂，已经 12 点 40 了，我们出去吃午饭吧？”

“好的，”她答道，“可是我得先把这封传真发出去，并且等一等苏西，她一点才回来……”

“劳拉！”曼纽尔跑进了办公室。“你能来一下工作室吗？我需要你帮个忙，是急事。”

劳拉又叹了口气。“好吧，不要慌，我来了。”她看了看乔治。“你能在这儿等一会儿吗？我很快就回来。”

“没问题。我坐这儿看看这本杂志。”

劳拉刚一离开，乔治从文件夹里取出一张订单，很快把它填好，订购了完全不同的货物——廉价的尼龙和丙烯酸纤维，他还修改了产品代码、种类、数量以及单价。

然后他小心翼翼地伪造了劳拉的签名，并且用传真把它发出去。最后，他把他填写的订单和劳拉的一起装进了自己的口袋。

劳拉回来后他解释道：“我帮你把传真发出去了，这里也没有别人能做，我就帮了你个忙。我已经把订单放进了文件夹。”

劳拉笑了笑说：“你考虑得真周到，乔治。工作室那里有件急事，我不能和你一起吃午饭了，十分抱歉。”

“没关系。我们在一起过周末如何？”他说。

“我愿意，晚上我们再谈。”

当他离开办公室的时候，她问道：“那封从美国寄来的重要信件到了吗？是关

于一笔大生意的。”

“还没有，”乔治回答。

他走出办公楼后，从背包里取出那封信，放声大笑。

第7章 一张错误的订单与一串钥匙(p. 44-46)

3月15日 星期一

劳拉正在给苏西讲她与乔治的周末风流韵事。“我们住在希尔克里斯特大酒店，非常浪漫。”

“而且昂贵，”苏西补充说，“乔治怎么有钱带你到那里？”

“你说话就像我父亲，”劳拉生气地回答。

“劳拉！劳拉！”曼纽尔拿着一卷廉价的丙烯酸纤维突然闯进她的办公室。“我订购的是丝绸和透明硬纱，看看那个愚蠢的供货商给我发过来的是什么！”他一边叫喊着，一边把手里拿的东西扔到劳拉的办公桌上。

“我打个电话问问是怎么回事，”劳拉快速说道。她拨通了电话。

“喂，我是劳拉·克雷恩。我打电话是为了投诉你们给我们发来的货。上周我们向贵公司订购了500米丝绸和透明硬纱，可是我们收到的却不是这些货。你们是不是在处理订单时出了错？”

对方回答道：“我这儿有您的传真，您订购的确实是我们最好的丙烯酸纤维和尼龙。”

劳拉很茫然，她打开文件夹，却找不到那张订单。“我现在搞不清楚，不管怎样，我再给你发一份订单，你能马上安排把我们需要的面料发过来吗？保险费和运输费象往常一样计算在内。当然，我们需要开一张新发票，谢谢，再见。”

曼纽尔离开了，嘴里咕哝着：“丙烯酸纤维！尼龙！”

劳拉还在想原来的那份订单，这时乔治来了。乔治把邮包递给苏西，劳拉灿烂地笑了。

“乔治，为我们在一起度过如此美妙的周末再次感谢你，我真的很高兴。”

“我也是。很快我们一定会再出去一次，”乔治说。

苏西怀疑地摇摇头，对劳拉说：“海特菲尔德百货公司来了一封信，索要一份我们的新目录簿和价格表。”

“好极了，”劳拉说，“这是一家大公司，有可能成为我们一个新的、有价值的服装销售点。”

“我给他们寄一份目录簿，包括我们最优惠的价格、付款条件以及我们的网站地址。”苏西说。

苏西去吃午饭了，乔治开始提问。

“克雷恩创意公司开通网站多久了？”

“没多长时间，”劳拉高兴地回答，“就是几个星期以前让一位专家为我们设计的。我和我父亲认为将来我们的客户一定很喜欢网上零售，也就是电子零售。你想看一眼我们的网站吗？”

乔治站在她身后，仔细地观察她输入密码——EDLA。当他看见“新服装”图标

时,他要求进去看一下,可是劳拉说:“对不起,这是不可能的。当曼纽尔完成所有的设计,新的服装还会加进去,不到时装发布会结束是不能看的。”乔治很失望,但他现在至少知道了电脑密码。

“我要走了,很快就会再来看你,”他对着她的耳朵悄声说。劳拉很高兴,乔治也很高兴,因为他看见了办公桌上劳拉的钥匙。当劳拉转身从架上取文件夹的时候,他迅速拿起钥匙并放进了他的衣袋。

诺玛·弗利拿起电话,是克里斯蒂安打来的。他终于得到了密码和钥匙。

诺玛笑了。

“现在我们需要做的只剩下一件事了……”

第8章 深夜入室(p. 50-52)

3月16日,星期二

乔治来到劳拉的办公室门口停下,门开着,他听见屋内有曼纽尔的说话声。劳拉正和曼纽尔讨论即将到来的时装发布会,乔治从门缝看见了他们,并听到了他们的谈话。

“劳拉,这是秋冬款最后三套服装的光盘,你会发现它们非常漂亮。请你把光盘放到一个安全的地方,因为只有这一张。有人为了能够看到我的设计会不择手段,”他叹了口气。

劳拉哈哈大笑:“曼纽尔,你是想接管本公司了吧?”

“当然不是,”曼纽尔回答说,“请你不要忘记,为了来这儿工作我曾拒绝了许多优厚的工作机会。”

“我知道,我们很感激。”劳拉说。

“好了,现在我就把光盘上设计的服装拷贝到我的文件夹,完成整套设计,然后把这张光盘与其他的放在一起,再找它也不会费事,你是这里唯一使用粉红色光盘和软盘的人。顺便问一下,昨天我把钥匙丢到你的办公室没有?我找不到了。”

“劳拉,你越来越健忘了,你有点心不在焉。”曼纽尔正说着,乔治进来了。

劳拉的脸一下子红了,说:“我很像我的母亲,她也很浪漫。”曼纽尔哼了一声走了。

苏西不在办公室,乔治把信件交给劳拉。“我来叫你出去吃午饭,走吧。”他说。

趁劳拉关窗户的时候,乔治把她的钥匙放在了她的办公桌下,当她朝门口走去的时候,乔治叫道:“劳拉,这是你的钥匙吗?你要多留心,周围很多人都不诚实。”

劳拉转过身:“原来在这儿!谢谢你,乔治。我到处在找。”

吃完午饭,乔治把劳拉送回办公室,然后给诺玛发了一条短信:“今晚正是时候!”

克里斯蒂安打开了通往克雷恩创意公司的大门,等着警报声响起,可是警报没响。“今晚我很走运啊。”他一边想,一边迅速走到劳拉的办公室。他身穿黑色夹克,戴着手套,拿着复制好的劳拉的整套钥匙。他把第二把钥匙插进锁孔,一拧,门轻而易举地打开了。他打开随身带来的手电筒,环顾四周。屋内很热,他脱下了夹克。

克里斯蒂安走到劳拉的办公桌前，打开最上层的抽屉，找到了那盒光盘，取出粉红色的那张，然后锁好抽屉，打开劳拉的电脑，输入密码 EDLA，接着点击“秋冬”文件夹，文件夹被打开了，克里斯蒂安见过的最漂亮的服装设计出现在了屏幕上。他笑了笑，按下删除键，并说了声“再见！”现在只有他从抽屉里取出的那张光盘上保存有这些服装的设计了。

克里斯蒂安进入劳拉的电子邮件账户，把新邮件全部删掉，其中包括美国的那位客户想知道劳拉为什么没有回信的邮件。

克里斯蒂安关掉电脑，穿上夹克，朝门口走去。就在这时他听到有声音，有人过来了！

第9章 谁的设计？(p. 56-58)

3月19日，星期五

克里斯蒂安不想被人发现，所以只好坐在诺玛·弗利的办公室通过电视观看他们的时装发布会。那天晚上他非常幸运地闯入了劳拉的办公室，保安没有进去查看，使他得以脱身。

爱德华·克雷恩、劳拉、曼纽尔和苏西坐在克雷恩创意公司会议室的电视机前，他们在等待时装发布会开始，个个轻松愉快。爱德华首先开口说话：“我们不用担心，诺玛的时装发布会总是哗众取宠，可是她们的服装样式一直是平淡无奇。”

“如果我们对她那位神秘设计师的身份有所了解，我们就会更清楚将要看到些什么。”劳拉说。

“那家伙是劳拉杜撰的，根本就不存在，我才是真正的设计师。”曼纽尔说。

“安静！”爱德华说，“发布会开始了。”他们看着电视屏幕，长长的T型台跃入眼帘，幕布开启。诺玛·弗利手握麦克风站在台边，她看见观众里有她的老客户，有城市大商场的总经理，还有国内外市场的购货商。

如果今晚一帆风顺，诺玛希望能够接到大量的咨询和定购她新式服装的订单。她向观众一一表示欢迎，然后音乐响起，模特开始在观众面前的T型台上亮相。这次的服装好于以往，但也没有特别之处。接着最后三位模特一起上场，一位穿着童话般的结婚礼服，另两位穿着想象中最漂亮的晚礼服，观众掌声雷动。

克雷恩创意公司这边，曼纽尔也在雷鸣般地叫喊：“那是我的设计创造！它们被偷走了！”

“曼纽尔，你能肯定吗？”爱德华迟疑着问。

“当然我能肯定！”曼纽尔拼命喊。

“叫警察，赶快！”

“我先给诺玛打个电话。”爱德华说。

他拨了诺玛的电话，等着对方的解释。

“我不明白你在说什么，”诺玛对爱德华指控她盗窃作出回答，“所有的服装都是由我新聘的设计师设计的。”

“那么，他在哪儿？发布会上我没看见他！”爱德华叫喊道。

“他不幸感冒正卧床休息。”诺玛回答着，然后挂了电话。

劳拉和曼纽尔跑进劳拉的办公室，劳拉翻找她的抽屉，那张粉红色的光盘不见了，她打开电脑，文件夹被删除了。

“全没了，”她悄声说，“如果光盘在，我可以叫警察，可是现在一点证据都没有。”曼纽尔一下子昏倒了。

诺玛走进办公室拥抱克里斯蒂安。

“我们成功了！”她放声大笑，“人人都在谈论我们的新款式……”她的话被电话铃声打断了。“晚上好，弗利女士。我是《英国邮报》记者西蒙·罗宾斯，祝贺您精彩的时装发布会，今天晚上待会儿我可以采访您吗？我想写一篇关于弗利时装公司的报道。”

诺玛尽力抑制住内心的喜悦说：“如果有时间，我很愿意接受您的采访，可是我要与我的员工一起去庆祝我的成功。”她安排星期一上午 11 点接待他。她正在犯她一生中最大的一个错误……

第 10 章 身份暴露(p. 64-66)

3 月 22 日，星期一

西蒙·罗宾斯过去从未见过诺玛·弗利，上周五的时装发布会使他对诺玛产生了浓厚的兴趣。

“见到您很高兴，罗宾斯先生，欢迎您到弗利时装公司来，”诺玛说，“我没有太多的时间，12 点半我要去做头发。”

“弗利女士，终于与您相见，十分荣幸，”西蒙回答，“今天您光彩照人，您总是这样。”

西蒙知道从诺玛口中获取信息的最好途径就是奉承她。“多么漂亮的衣服！您从事时装业我一点都不觉得奇怪，”他一边说，一边看着诺玛穿的高雅的连衣裙。

“很好看，是吗？这是我的一个设计师为我做的。好了，您想问我什么呢？”

他们谈了一个多小时。西蒙最后问道：“可以见见您的新设计师吗？我想对他的成功表示祝贺。”

诺玛非常高兴，她马上就答应了，她给克里斯蒂安打了个电话。不一会儿，克里斯蒂安来到她的办公室，与西蒙握手并交谈了一会儿。西蒙觉得他以前见过克里斯蒂安，但是在哪儿见的呢？当克里斯蒂安拒绝西蒙给他拍照时，西蒙起了疑心。

采访结束了，西蒙起身要走，突然看见了诺玛办公桌上的信件，他一下子想起来了。西蒙采访劳拉的那天，克里斯蒂安就在克雷恩创意公司，可是他当时穿着邮递员的制服。这是怎么回事呢？

爱德华听完西蒙告诉他的克里斯蒂安的情况，他简直不敢相信自己的耳朵。“我早就知道！我早就知道他是个骗子，马克·希尔的判断完全正确，”他叫道，“这个克里斯蒂安是劳拉新交的男朋友，现在我们明白是怎么回事了！”

爱德华把服装设计失窃的事告诉了西蒙，西蒙小心翼翼地问：“您打算告诉劳拉吗？”

“是的，我们一定要告诉她。可是怎样告诉她好呢？”

两位先生感到非常为难,这时劳拉来到了他父亲的办公室。

“怎么了,爸爸?”

爱德华设法向她解释乔治欺骗了她。

劳拉自然不相信他的话。

“爸爸,我知道你不喜欢他,可是你说得很可笑。”她抗议道。

“恐怕这是真的,”西蒙辩解说,“他真名叫克里斯蒂安·拉·洛克,就是弗利时装公司的那位新设计师,我刚在弗利时装公司与他见过面。如果您不相信,为什么不给他打个电话呢?”

劳拉拿起电话,拨了号码,等着接通克里斯蒂安·拉·洛克。她感觉这肯定是个误会。她听见电话里传来乔治的声音:“我是克里斯蒂安·拉·洛克……”

劳拉迅速将电话放下,浑身颤抖,她听到父亲的说话声:“对不起,劳拉。”

劳拉心里明白了一切。乔治总是向她打听克雷恩创意公司的情况,他为什么要知道克雷恩创意公司下一届时装发布会的情况?肯定是他发送的那封定购尼龙和丙烯酸纤维的传真,肯定是他偷走并复制了她的钥匙,然后闯进她的办公室,偷走了曼纽尔的服装设计。他决不是对她感兴趣,而是利用了她。劳拉说:“克里斯蒂安和诺玛自以为很聪明。好吧,我要让他们为此付出代价。我有计划了……”

第 11 章 设陷阱(p. 70-72)

3月24日,星期三

克里斯蒂安决定继续扮演邮递员乔治几个星期,他想从劳拉身上获取更多秘密,从而彻底摧毁克雷恩创意公司。

他又来到劳拉的办公室,劳拉热情地跟他打招呼。劳拉正在看最新一期《英国邮报》,报纸头版上诺玛·弗利的照片正在冲着她微笑。

“乔治,你对时装有所了解吗?”劳拉若无其事地问。

“不甚了解,”乔治回答,“怎么了?”

“噢,我正在看一篇文章,它是关于时装界我们的一位竞争对手弗利时装公司的,他们的新款服装取得了巨大成功,他们新聘了一位设计师,可是没人见过他,甚至报纸上连一张照片都没有,你不觉得很奇怪吗?”劳拉说,“我给弗利时装公司打过电话,想跟那位设计这些新服装的人聊一聊……”劳拉停下来观察乔治脸上的反应,但他的面色一点都没变,“……可是秘书说他不在办公室。”

苏西正坐在她的办公桌旁,忍不住咯咯笑了。

劳拉急忙让她出去倒杯茶,她不想引起乔治的怀疑。

“我相信周末你们的时装发布会一定能够取得更大的成功。”乔治虚情假意地说。

“这是毫无疑问的。”劳拉说。

“克雷恩创意公司要举办一场令人难忘的发布会。曼纽尔昼夜奋战设计出人们所能看到的最漂亮的服装,为发布会的结尾他创造性地设计了三套新服装,你想看看其中的一套吗?”

她把他领到办公室的一角,那里有一个长长的衣架,上面挂满了服装。

服装都用黑色塑料袋遮盖着。

“这是服装发布会上要展出的部分服装。”劳拉说。

她拿起衣架上的第一套服装，打开塑料袋，她要让乔治看看她并非在说谎。这套服装漂亮极了——用淡蓝和雪白的透明硬纱制成，上面缀着钻石般的小纽扣。

“是不是很漂亮？”她问道。就在这时她父亲和曼纽尔进来了，他们两人假装对劳拉很生气。

“劳拉，你在干吗？我告诉过你不要让任何人看这些服装！”曼纽尔大声说。

“是的，劳拉，我们必须时刻保持警惕，”爱德华·克雷恩强调说，“上周我们发布了新闻，所以购货商们都知道发布会的时间和地点，一个小时前我与新闻官通话，他告诉我体育界的一位名人星期六将会到场宣布发布会开幕，他还说一些著名的流行乐歌手跟他要发布会的门票。”

“啊，这些大人物要来观看我的时装发布会……对不起，是我们的发布会，我等不及了。”

“好了，我们回去工作吧，”爱德华说，“这届发布会肯定是我们最好的一届，对吧，曼纽尔？”

他们离开了办公室，劳拉听见曼纽尔说：“我们的发布会，我的设计！”

劳拉盯着乔治那双蓝色的眼睛，问道：“今晚见面吗？”

乔治没有听劳拉说话，他在想他把手套和手电筒放在了哪里……

第 12 章 抓贼(p. 76-78)

3月25日，星期四

乔治再一次轻而易举地进入了克雷恩创意公司，但他高兴不起来。他心里想：“如果曼纽尔没有设计新服装，这次行动就多此一举了。”

他打开劳拉办公室的门，迅速进去，然后打着手电筒向屋角的衣架走去。太好了！服装还在那儿。乔治笑了，他把带来的两个大包放在地板上，开始往里塞服装。如果劳拉不告诉他，发布会肯定会大获成功，她太轻信、太幼稚了。他装满那两个大包，提起来，开始朝门口走去，就在他关掉手电筒的那一刻，整个屋子突然灯火通明，他看见两个警察站在他面前，爱德华、曼纽尔、苏西，当然还有劳拉跟在警察后面。那一刻，谁也没说话。

过了片刻，一个警察说：“不许动！把包放下！”

“劳拉，听我解释，请让警察离开！”乔治央求道。

他向劳拉走去，警察又大声喊道：“不许动！”

劳拉走向前说：“乔治，我原以为你喜欢我，如果你早点儿告诉我你是谁，我早就明白了，我信任你，你却背叛了我，你只不过是一个普普通通的小偷而已。”

“一个普通的小偷，”曼纽尔重复了一遍，“一个盗窃了我的设计的小偷。”

乔治朝着大家冷笑道：“劳拉，我从来就没有喜欢过你，你没有什么了不起的。”说完他就想逃跑，扔下包，一把将劳拉推倒在地，撒腿朝门口跑去。

只听一声“不要急！”爱德华·克雷恩一伸腿，乔治被绊了一下摔倒在警察脚下，警察迅速把他铐上。

“太惊奇了！”随着照相机闪光灯一闪，传来了西蒙·罗宾斯的说话声。这一情景

成为《英国邮报》头版上的重要照片。

劳拉哭了：“我好傻！谢谢你，西蒙，如果不是你在弗利时装公司见过他，乔治会毁了克雷恩创意公司。”

警察逮捕了克里斯蒂安并把他带走了。

星期五晚上，似乎全世界的人都来参加了克雷恩创意公司的新秋冬款时装发布会。不出所料，这届时装发布会取得了巨大成功。

曼纽尔和劳拉成为关注的焦点，爱德华·克雷恩看见自己的女儿再一次露出笑容感到十分高兴。西蒙·罗宾斯也参加了发布会。第二天《英国邮报》上的主要文章都是关于时装的，头版上有一张发布会的照片和一段文字说明，其下是一篇描写克里斯蒂安·拉·洛克和诺玛·弗利被逮捕的文章。西蒙在劳拉办公室拍摄的那张照片与星期四晚上诺玛在家中被逮捕的照片放在了一起。

劳拉正在家里读报。

“苏西，我永远不会再跟男人出去了，我决定从现在起一心一意扑在工作上。”

苏西哈哈大笑道：“我才不信呢，你看见我们的新 IT 主管了吗？他很……”她的话被电话铃打断了。劳拉接的电话。

“你好，劳拉，我是西蒙。今晚你愿意跟我共进晚餐吗？”

背景知识

光怪陆离的时装界

时装总是与迷人的电影界、音乐界相联系，近年来它们之间的联系更加紧密。在时装发布会上，我们不仅能够看到一些演员、歌手坐在前排，他们还是世界顶级服装设计师的最新时装模特。20 世纪 90 年代，詹尼·范思哲将他最优秀的模特打造成“超级模特”并享誉世界，如今许多设计师经常选择公众喜欢的明星作他们的时装模特。

在这个痴迷于名人的世界上，产品能够得到名人的认可是至关重要的。

那么，我们如何来定义“名人”呢？所谓名人，就是名字和面容被大多数人所熟知的人，他们能够被别人一眼认出，所以他们的所作所为具有很大的公众效应，这就是时装公司喜欢请名人作模特的原因。服装设计师利用名人能够被别人轻易认出的特点来提升他们服装的名气。歌手、演员、运动员均易引起别人的注意，假如能让他们在电视、报纸、杂志上做些广告，由于他们在时装界有一定的竞争力，所以这将有十分重要的意义。他们在 T 型台上的亮相与在时装杂志上做整版的彩色广告有着相同的作用，保证能引起媒体和公众的注意。

当然选择名人需要与做广告的产品一致，这就是年轻、漂亮、苗条的女演员与最新的时髦服装形成最佳搭配的原因。服装设计师很清楚，媒体希望名人不管在任何地方露面都要神采奕奕，所以，他们想让明星穿着他们的服装。像奥斯卡颁奖仪式这样的大型场合举世瞩目，是服装设计师对外宣传他们服装的重要机会。一位明星身穿一位设计师设计的服装参加如此重要的活动，这款服装的销量几乎会立刻大增，许多奥斯卡提名演员身穿提供给他们的华美服装出席这个盛大的晚会。可是，设计师必须千方百计说服名人穿他们设计的服装，大多数名人自己无暇选购服装，他们雇用专业的服装师，也称为“设计师”，来为他们做这项工作。商场紧跟名人圈的潮流，并将这种潮流传递给顾客。随着越来越多的服装设计师设计出一些即买即穿的服装，消费者的时装意识越来越强烈，人们喜欢穿他们最崇拜的明星穿过的服装品牌。现在我们都喜欢穿我们喜爱的歌星所穿的套装或牛仔裤。

斯特拉·麦卡特尼

保罗·麦卡特尼是一位全世界大名鼎鼎的人物。作为 20 世纪 60 年代甲壳虫乐队的一员，直到今天他仍然潜心于音乐事业。如今，他的女儿斯特拉在同样引人注目的时装界也是名声大振。

斯特拉生于 1972 年，1995 年毕业于圣马丁艺术学院，此后便开始了她服装设计师的生涯。由于她著名的父母亲——保罗和琳达出席了她的毕业时装发布会，更主要的是因为她邀请她的超级名模朋友——凯特·莫斯和纳奥米·坎贝尔身着她设计的服装到场，她的毕业时装发布会成为世界头版新闻，她的全套服装系列立刻被伦敦一家时装专卖店购买。

1997 年 3 月，年仅 25 岁的斯特拉·麦卡特尼成为巴黎法国时装店克洛耶

(Chloé)品牌的首席设计师。许多人认为是她响亮的姓氏而不是她的设计才能帮她获得了这一职位,人们还认为克洛耶作出这样的决定是为了提高自己的知名度。但是,斯特拉于1997年10月展出的第一组服装让批评者哑口无言,彻底打消了人们对她的设计才能的怀疑。她浪漫而感性的服装赢得了媒体和顾客普遍的赞誉,她的成功极大地促进了克洛耶品牌的兴旺,提高了克洛耶时装店的地位。

2001年,斯特拉·麦卡特尼辞去了克洛耶品牌的首席设计师职位,转而与古琦集团(Gucci)合作,以她的名义创立了自己的服装公司并担任艺术指导。她全权负责斯特拉·麦卡特尼品牌的一切活动。这一点对她来说很重要,像她母亲琳达一样,她也是一位保护动物权利运动的推行者,拒绝使用动物皮毛。她也制作成衣和女士服装饰品。

那么,她对未来有何打算呢?斯特拉相信她找到的合作伙伴古琦集团能使她的设计创造获得成功,再过几年,她将在世界上主要的时装大都会开设自己的服装专卖店。她已经向世人表明,尽管她父亲赫赫有名,她是凭借着自己的才能在时装界确立了自己的地位,赢得了同行的尊敬。

古琦巨子

2002年5月15日,星期三

上周一当多明尼克·迪梭乘坐的飞机在北伦敦降落的时候,古琦集团的股票一直在上涨,上涨,上涨。当日收盘时,在阿姆斯特丹股票交易所和纽约证券交易所均上涨了8%。古琦集团2000年度的业绩十分突出并于一周前公布,其销售额上升了83%,利润增加了49%,对于一家在经济低迷的状况下销售奢侈品的公司来说,这是十分引人注目的业绩。

但是,业绩好并非其股票上涨的唯一原因。早在周末,有传闻说拥有古琦集团42%股份的皮诺春天雷都集团(Pinault Printemps Redoute)总裁弗朗西丝·皮诺,将与古琦集团最大的竞争对手伯纳德·阿尔诺举行会谈,伯纳德是法国路易·威登集团(Moët Hennessy Louis Vuitton)的总裁,拥有古琦集团20%的股份,有人推测皮诺要全面接管古琦集团。

古琦集团与路易·威登集团之间的竞争是众所周知、证据确凿、极其复杂的。这两大集团就像莎士比亚戏剧《罗密欧与朱丽叶》中的蒙太古与凯普莱特两大家族一样,统治着奢侈品产业。

他们之间的相互敌视源于路易·威登集团想接管古琦集团。1994年,阿尔诺曾有收购古琦集团的机会,但在当时4亿美元的收购价不太值得,所以他拒绝了。然而,五年之后他花了14亿美元购买了古琦集团34%的股份,并且提出购买价值高达80多亿美元的其余股份。迪梭与古琦集团的设计总监汤姆·福特是如何在短短的五年间把古琦品牌打造成世界一流的奢侈品呢?这至今是个谜。

问题只有一个:既然古琦集团如此成功,阿尔诺就想要,皮诺决不肯善罢甘休。1999年,皮诺购买了古琦集团30%的股份,掌握了42%的控股权,使古琦集团避免了易手的可能性。接着,他收购了圣罗兰品牌(Yves Saint Laurent),两天后又卖给古琦集团,很快将古琦集团转变为一个拥有多元品牌、产品多样并不断

丰富的企业。古琦集团现在是路易·威登集团的头号竞争对手。“这是伯纳德·阿尔诺最可怕的噩梦，”迪梭说，“在我们之前，他控制着市场，想得到的设计师、经理尽收麾下，他想消除竞争，可是我们不但没有灭亡，反而变得更加强大。”他们之间的竞争非常残酷。“我们为了一切而竞争，”迪梭说，“为了商场，为了人才，为了品牌。”他们还为了知名度而竞争。

真正重要的是结果。2002年，古琦集团的现金量达到30亿美元，股票值达到90亿美元，没有债务，它还收购了法国珠宝品牌宝诗龙(Boucheron)，购入了意大利顶级奢侈鞋品牌塞乔·罗西(Sergio Rossi)、意大利著名皮具品牌柏蒂·温妮达(Bottega Veneta)和瑞士名表生产商Bédat & Co.的部分控制权。鞋、手包和成衣系列仍是该集团的主导产业，2001年这三大系列的销售额达到15亿美元，利润达4亿4百万美元。

阿尔诺的胃口更大。从1990年阿尔诺掌门以来，路易·威登集团收购了十多个品牌，例如：时装高田贤三(KENZO)、赛琳(Celine)、罗威(Loewe)、璞琪(Pucci)和唐那·凯伦(Donna Karan)品牌；香水娇兰(Guerlain)、迪奥(Dior)和纪梵希(Givenchy)品牌；法国百货商场；以及豪华名表玉宝(EBEL)和豪雅(TAG Heuer)品牌。总体上，路易·威登集团控制着19%的奢侈皮革制品和饰品市场，成为这一领域的龙头老大，仅路易·威登一个品牌2000年的收入就达到了12亿美元，占其总收入的一半以上。

古琦集团所发生的一切表明时装业的成功取决于下列几个因素。首先，时装公司需要聘请业内最优秀的设计师，并且要大力支持有才华的年轻设计师；其次，还要创设一种形象：“顾客通过购物走进你的梦想，”福特如此解释。“一条黑裤子就是一条黑裤子，可是，当你从范思哲(Versace)世界走进古琦世界，那你就是来到了不同的世界。创设这个世界需要一个设计师奉献自己的全部心灵和品格。”最后，还要学会正确对待压力、谣言、竞争、嫉妒，还要有敏锐的商业嗅觉。

(节选自《时代欧洲》)

阿玛尼的成功秘诀

这是在米兰，时值星期二，第二天安普里奥·阿玛尼(Emporio Armani)时装秀即将开幕，乔治·阿玛尼正在告诉他的队伍他想如何展示下一季时装。阿玛尼系列是否被认可将对今年的订货结果起着至关重要的作用。

早在三十多年前，乔治·阿玛尼就推出了自己的第一组时装，但是直到今天，每逢时装发布会他仍忐忑不安，担心因为自己上了年纪，顾客可能会觉得他的设计已经落伍。“对自己的设计我仍然心存疑虑，漂亮还是不太漂亮？”他说，“我时刻都得做好准备接受批评。”

乔治·阿玛尼设计服装的秘密是什么？他遵守三条准则：摒弃浮华，注重舒适，秉承简洁优雅。“时装的灵感来自于艺术，”他说，“永生的绘画和雕塑能够给你启迪。”

阿玛尼产品不是那种买后半年就无法使用的产品，阿玛尼本人也不是一个轰动T型台的设计师。

阿玛尼是个注重细节、追求完美的人，这两大优点帮助他把40岁开创的时装事业发展成为国际品牌：现在在34个国家有243家店。阿玛尼对细节的痴迷故事已经成为传奇。“有人说我是个狂热分子，”他说，“这不符合事实。当然，我期望同事们能给予我更多的帮助。问题是，我一工作就没有太多的时间，所以就直截了当，这很正常。而且，这是典型的意大利人的行事风格。”

恐怖分子袭击美国以来，奢侈品的零售一直不太好。“911事件后，人们的消费方式变得更加谨慎，我认为人们花钱买的是产品，而不是牌子。如果一种产品只是徒有其名，人们迟早会厌弃它——而这点我们做的很好。”乔治·阿玛尼出身卑微，他父亲是一家运输公司的一名普通工人。第二次世界大战期间，他与弟弟妹妹一起在皮亚琴察长大。18岁参军，先在锡耶纳一所军队医院工作，后来转到维罗纳，退伍后上大学继续学医，可是因厌学弃医，在一家百货商场当了一名橱窗设计师，努力工作，得到了顾客的认可。20世纪70年代初，乔治·阿玛尼与合伙人赛尔焦·加莱奥蒂卖掉了他们的大众汽车，用所得的钱创办了阿玛尼集团公司。阿玛尼说：“当初，我们不知道自己在干什么，只知道我们想这么干。”1972年，他推出了自己的第一组阿玛尼服装。

乔治·阿玛尼并不想当一名商人，然而，他的合伙人赛尔焦·加莱奥蒂于1985年不幸去世，他只好承担起公司的经营工作。经过无数努力和失误，乔治·阿玛尼最终艰难地开辟了一条成功之路。2001年，阿玛尼集团公司的销售额达到两亿八千四百万英镑，利润达七百万英镑，比2000年增加了23%。他的经营策略是罕见的：他牢牢控制着服装零售、制作、市场营销、品牌开发等各个环节。

许多与他十分熟悉的人都是他的竞争对手。古琦集团总裁多明尼克·迪梭和普拉达集团(Prada)总裁帕特里西欧·博泰利均承认：“阿玛尼不仅是一位优秀的设计师，而且还是一名出色的商人。”

乔治·阿玛尼的未来关系到五大品牌的发展：乔治·阿玛尼(Giorgio Armani)、阿玛尼·可兰尼(Armani Collezioni)、安普里奥·阿玛尼(Emporio Armani)、阿玛尼牛仔(Armani Jeans)和阿玛尼·卡沙(Armani Casa)；而且，他还与某些饭店集团举行会谈，商讨建立一处阿玛尼旅游胜地。

(节选自2002年6月30日《星期日泰晤士报》)

词汇表

A

absolutely *adv.* 完全地, 绝对地
 accessory *n.* 零件, 附加物
 account *n.* 说明
 accusation *n.* [律]指控; 谴责
 to acknowledge *v.* 承认
 acrylic *n.* [化]丙烯酸的
 actually *adv.* 实际上, 事实上
 adamant *adj.* 强硬的, 坚硬的
 to afford *v.* 担负得起; 提供, 给予
 agenda *n.* 议程
 to aim *v.* 打算; 对...瞄准
 ambitious *adj.* 有雄心的, 野心勃勃的
 annoyed *adj.* 烦恼的, 生气的
 to apologize *v.* 道歉; 辩白
 around *adv.* 周围, 四周, 到处
 to arouse *v.* 唤醒, 唤起, 引起
 to arrange *v.* 安排; 排列
 as long as 只要; 在...的时候
 at last *adv.* 终于
 audience *n.* 听众, 观众

B

banker's draft 银行汇款
 to be about to 将要, 正打算
 to be bankrupt 破产
 to be concerned 关心; 有关
 to be in talks 与(某人)进行磋商(会谈)
 to be up by 增长了..., 增加了...
 to be used to 习惯于...
 because of 因为
 to betray *v.* 出卖, 背叛
 to blow a kiss 飞吻
 to blush *v.* 脸红, 羞愧
 to book *v.* 预订; 登记
 boutique *n.* 卖流行服饰的商店
 to break into 破门而入

brochure *n.* 小册子
 business card 名片
 buyer *n.* 买主, 顾客
 by the way 顺便说一下
 by trial and error 经过努力和失误; 千方百计

C

campaigner *n.* 运动参加者, 推行运动者
 can't wait 不能等待
 Capulets 莎士比亚戏剧《罗密欧与朱丽叶》中的凯普莱特家族
 catalogue *n.* 目录
 catwalk *n.* T型台
 celebrity *n.* 名人; 名声
 chairman *n.* 总裁, 主席
 chance *n.* 机会, 运气
 clever *adj.* 机灵的, 聪明的
 to collect *v.* 收集, 聚集, 集中
 to complain *v.* 抱怨; 控诉
 to congratulate on 因(某事)向(某人)祝贺
 consignment *n.* 托付物, 寄存物; 发货, 运送
 to contain *v.* 抑制, 克制; 包含, 包容
 crack *n.* 裂缝, 门缝
 curtain *n.* 窗帘, 幕布

D

deadline *n.* 最终期限
 deception *n.* 欺骗, 诡计
 to decrease *v.* 减少
 definitely *adv.* 明确地, 干脆地
 to delay *v.* 耽搁, 延迟
 to delete *v.* 删除
 delight *n.* 快乐, 高兴, 喜悦
 delivery *n.* 交货; 递送

department store 百货公司

designer *n.* 设计师

to dial *v.* 拨号

diary *n.* 日记

to disappear *vi.* 消失, 不见

disappointed *adj.* 失望的

disbelief *n.* 怀疑

discount *n.* 折扣

discover *v.* 发现, 发觉

dispatch *n.* 发货, 派遣

dominant *adj.* 占优势的, 主要的

drawer *n.* 抽屉

to drop *v.* 扔下; 落下

due to 由于, 应归于

dyed *adj.* 染色的

E

earning *n.* 所得, 收入

elegant *adj.* 文雅的, 雅致的

eliminate *v.* 排除, 除去

emergency *n.* 紧急情况

employee *n.* 职工, 雇员

end *n.* 尽头, 结束

endorsement *n.* 认可; 签注(文件)

enormous *adj.* 巨大的

to enquire *v.* 询问

to ensure *v.* 保证, 担保

entertaining *adj.* 愉快的, 有趣的

envious *adj.* 嫉妒的, 羡慕的

equivalent *n.* 相等, 等价物

to escape *v.* 逃脱, 避开

e-tailing *n.* 电子零售

evening gown 女子夜礼服

exhibitor *n.* 展出者, 参展商

to expect *v.* 期待, 预期

expected *adj.* 预期的, 期待的

expense claim 开支申请, 花费申请

F

fabric *n.* 织品, 织物, 布

to faint *v.* 昏倒, 变得微弱

fairytale *adj.* 童话式的; 优美无比的

to fake *v.* 伪造

to fall out of fashion 过时, 落伍

fashion-conscious *adj.* 有时尚意识的

fashion designer 服装设计师

fashion show 时装发布会

fashionable *adj.* 流行的, 时髦的

to fear *v.* 担心, 害怕

to fill *v.* 装满, 填充

to fill in 填充, 填写

firm *n.* 公司

to flatter *v.* 过分夸赞, 奉承

floor plan 建筑的平面图

flu *n.* 流感

forthcoming *adj.* 即将来临的

to found *v.* 建立, 创立

from now on 从现在开始

frown *n.* 皱眉, 蹙额

fur *n.* 毛皮, 毛

G

to gain *v.* 得到, 赚到

to gaze *v.* 盯, 凝视

to giggle *v.* 哈哈地笑

to glare at 怒视

gloves *n.* 手套

to go on 继续下去, 进行

gorgeous *adj.* 华丽的, 灿烂的

to graduate *v.* 毕业

graphs *n.* 图表, 曲线图

grateful *adj.* 感激的, 感谢的

to greet *v.* 问候, 向...致意

to grin *v.* 露齿而笑

to groan *v.* 呻吟

to grow *v.* 生长, 增长

H

to handcuff *v.* 上手拷

handsome *adj.* 英俊的

to hang *v.* 悬着, 垂下
to hang up 挂断
hardly *adv.* 几乎不
to have one's hair done 理发, 做头发
to hear *v.* 听到, 听说
to hold *v.* 拿着; 占据
hostility *n.* 敌意, 恶意
how about...? ...怎么样?
to hug *v.* 拥抱
huge *adj.* 巨大的
humble *adj.* 卑下的, 微贱的

I
identity *n.* 身份
impostor *n.* 骗子, 冒名顶替者
to increase *v.* 增加, 繁殖
incredibly *adv.* 难以置信地
instead (of) *adv.* 代替; 而不是
insurance *n.* 保险; 保险费
internet retailing 网上零售
invoice *n.* 发票, 发货单
to issue *v.* 发布; 使流出
IT manager 电脑主管

J
to join *v.* 参加, 加入
to joke *v.* 开玩笑

K
keen *adj.* 热心的, 渴望的
to key in 【计】键入

L
label *n.* 标签, 商标
to launch *v.* 投放市场
to lead...away 把(某人)领走
leading *adj.* 领导的, 第一位的
lean *v.* 倚靠, 倾斜
legendary *adj.* 传奇的, 著名的
lie *v.* 说谎; 躺

link *n.* 关联, 关系
lock *n.* 锁
to lock *v.* 上锁
to look forward to 期待, 盼望
to look like 像..., 似...

M
mad *adj.* 疯狂的, 愚蠢的
magnificent *adj.* 华丽的, 高贵的
make-up *n.* 化妆(品)
managing director 常务董事, 总经理
manufacturing *n.* 制造, 制造业
match *n.* 匹配
to matter *v.* 有关系, 要紧
to mind one's own business 管好自己
的事
Montagues 莎士比亚戏剧《罗密欧与朱丽叶》中的蒙太古家族
mood *n.* 心情, 情绪
to mutter *v.* 咕哝, 嘀咕

N
naïve *adj.* 天真的
nervous *adj.* 神经紧张的, 不安的
nightmare *n.* 梦魇, 噩梦
nominee *n.* 被提名的人
nylon *n.* 尼龙

O
obsess *v.* 迷住, 使困扰
organza *n.* 透明硬纱
outfit *n.* 全套服装
overseas *adj.* 外国的, 海外的

P
partnership *n.* 合伙
to pay...compliments 赞美(某人)
to pick someone up (开车)接(某人)
to pick something up 把(某物)拿起
pile *n.* 堆, 摞

to point to 指向
 praise *n.* 赞扬, 赞美的话
 premise *n.* (企业、机构等使用的) 房屋
 present *adj.* 现在的; 出席的
 to press *v.* 压, 按
 press release *n.* 新闻发布
 to pretend *v.* 假装, 装扮
 price list 价格表
 product code 产品代码
 profile *n.* 外观, 形象
 proof *n.* 证据; 试验
 prosperous *adj.* 繁荣的
 publicity officer 新闻官
 purchase *n.* 购买
 to put on 上演; 穿上
 to put through 接通(电话); 使穿过
 puzzled *adj.* 迷惑不解的

R

rail *n.* 衣架; 横杆; 扶手
 to raise *v.* 升起; 提高
 rather than 而不是..., 胜于
 to reassure *v.* 使...安心, 打消...的疑虑
 regret *v.* 为...感到遗憾, 懊悔
 relevant *adj.* 有关的, 相应的
 to remark *v.* 评论, 谈及
 resort *n.* 常去的地方, 胜地
 retail outlet 零售点, 零售店
 retailing *n.* 零售, 零售业
 ridiculous *adj.* 荒谬的, 可笑的
 right away 立刻
 rivalry *n.* 竞争
 road freight 道路运输
 roll *n.* (一)卷
 row *n.* 排, 行
 rumours *n.* 谣言, 传闻
 to run out 流逝; 被用完

S

sales manager 销售经理

sample 样品; 例子
 screen *n.* 屏, 银幕
 sensual *adj.* 感官的
 to set up 开设, 设立
 to shake *v.* 摇动; 颤抖
 to shake hand 握手
 to shake one's head 摇头
 share *n.* 份额, 参股
 share *v.* 分享, 均分
 sharply *adv.* 锐利地, 急剧地
 to sigh *v.* 叹息, 叹气
 signature *n.* 签名, 署名
 silk *n.* 丝绸
 to sneer *v.* 冷笑, 讥笑
 to sound *v.* 听起来; 发出声音
 speculation *n.* 思索, 推断
 stock *n.* 股票, 股份
 to stutter *v.* 口吃着说
 suddenly *adv.* 突然地
 superfluous *adj.* 多余的, 过剩的
 supplier *n.* 供应者, 厂商
 suspicious *adj.* 可疑的, 怀疑的

T

to take after 像; 学样
 to take over 接收, 接管
 to take the minutes 做会议纪要
 textile *n.* 纺织品
 theft *n.* 偷, 行窃
 thief *n.* 小偷, 贼
 thoughtful *adj.* 考虑周到的; 体贴的
 to throw *v.* 扔, 抛, 投掷
 tie *v.* 系, 打结
 tiny *adj.* 很少的, 微小的
 touch down 降落
 trade fair 商品交易会
 trait *n.* 显著的特点, 特性
 trend *n.* 潮流, 倾向, 趋势
 to trip *v.* 摔倒, 绊倒, 失足
 trusting *adj.* 信任的, 信赖的

to turn down 拒绝
to turn into 变成, 变得
turnover *n.* 营业额

U
uniform *n.* 制服
unit price 单位价格
unlike *prep.* 不像..., 和...不同

V
valuable *adj.* 贵重的, 有价值的
vigilant *adj.* 警惕的, 警醒的

W
warmly *adv.* 热情地, 热烈地

wedding dress 结婚礼服
What's up? 怎么了? 发生什么啦?
whatever *pron.* 凡是..., 无论什么
wherever *adv.* 无论哪里
while *n.* 一会儿, 时间
to whisper *v.* 耳语, 密谈
whole *adj.* 所有的, 完整的
window dresser 橱窗设计师
to wink at 对...眨眼, 向...使眼色
work one's way up 排除困难, 艰难达到
workshop *n.* 车间, 工场

Y
to yell *v.* 大叫, 呼喊

Physical	Physical	Physical
Therapeutic	Therapeutic	Therapeutic
Psychiatry	Psychiatry	Psychiatry
Psychology	Psychology	Psychology
Psychoanalysis	Psychoanalysis	Psychoanalysis
Psychotherapy	Psychotherapy	Psychotherapy
Psychosomatic	Psychosomatic	Psychosomatic
Psychomotor	Psychomotor	Psychomotor
Psychopathology	Psychopathology	Psychopathology
Psychophysics	Psychophysics	Psychophysics
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参考答案

第1章

- p. 5
2 1-e 2-d 3-a 4-f 5-b 6-c
- p. 8-9
3 1. F 2. F 3. T 4. F 5. T
6. F 7. T
- 4 1. Cristian La Rogue
2. Cristian La Rogue
3. Norma Folly 4. Norma Folly
5. Laura Crane 6. Norma Folly
7. Cristian La Rogue
- 5

Physical Description	Fashion	Business	Personality
beautiful	collection	orders	ambitious
handsome	designer	payments	angry
slim	dresses	profits	happy
tall	show	turnover	successful

- 6 1. wears 2. is preparing
3. works 4. is reading
5. receives
6. is not working, is chatting
- 7 started passion next angry biggest
profits orders turnover suppliers
destroy

第2章

- p. 11
2 1-b 2-e 3-c 4-f 5-d 6-a
- p. 14-15
3 1. secretary 2. good 3. gone up
4. in April 5. buyers 6. Suzie
7. journalist
- 4 1. Suzie, Manuel, Edward, Laura
2. Manuel, Edward, Suzie, Laura
3. Manuel, Edward, Laura, Edward
- 5 1-h 2-g 3-c 4-f 5-a

- 6-e 7-d 8-i 9-b
- 6 1. sharply 2. agenda
3. employees 4. appointment
5. retail outlets 6. opportunity
- 7 are going to visit, will ring, are going to travel, will buy, am going to prepare, will ask
- 8 Edward Crane had a meeting with his daughter Laura, his new designer Manuel and his secretary Suzie. They talked about the present financial situation of Crane Creations. He's very happy because it has been a good year for the company: the sales and the profits have increased because everyone has worked very hard. He has decided to sell some of the designs on the American market and to open two retail outlets in New York. Edward Crane is also happy because Manuel's first collection was very successful. Now Manuel is preparing the next collection and will decide which clothes to include in it next week. Edward and Laura are going to a trade fair in March: they hope to contact new suppliers and buyers. There was an article about Laura in the paper this morning and now a journalist wants to interview her: she agrees to meet him on Wednesday at 1.30.

第3章

- p. 19
2 1. F 2. T 3. T 4. T 5. F 6. F 7. T
- p. 22-23
3 1. In 1968.

2. 6 employees when it first started and 50 now.
 3. Fashion and textile.
 4. Sales manager.
 5. Establishing more contacts abroad and introducing more lines.
 6. Reinvest into the business.
 7. Unfriendly.
 8. Go to talk to Edward Crane.
 9. The new postman in Crane Creations.
- 4 1. Laura 2. Laura 3. Laura
 4. Laura 5. Manuel 6. Laura
 7. Laura 8. Manuel 9. Laura
 10. Manuel
- 5 PROTECTIVE, DEPARTMENT, SIGN, SALES, MANAGER, TARGET, WORKSHOP, HOLDING, EMPLOYEE, PREMISES, CATALOGUE, TEXTILE, GRADUATE, BLUSH, AIM
- 6 1. graduated 2. has increased
 3. did not talk 4. designed
 5. has been 6. have gone up
- 7 had, as, summary, history, tour, how many, move d, what, friendly,
- 5

TRADE FAIR	PEOPLE AT TRADE FAIRS	BUSINESS MATERIAL	BUSINESS TERMS
entrance	buyers	brochure	deadline
exhibition	clients	business card	delivery
floor plan	supplier	catalogue	discount
stand	visitors	price list	order

- 6 1-b 2-f 3-a 4-e 5-c 6-d
- 7 1. finds, will increase
 2. will meet, am not
 3. likes, will order
 4. guarantee, will give
 5. will receive, is
 6. will not increase, do not prepare
- 8 1-f 2 -d 3-e 4-b 5-c 6-a

suspicious, protective, handsome, letters, blue, receive

第4章

- p. 24
- 1 1-d 2-e 3-a 4-c 5-f 6-b
- P. 28-29
- 3 1-d 2-c 3-a 4-b 5-e
- 4 1. Suzie 2. Laura 3. George
 4. Suzie 5. George
- 5 RIGHT, TRADE, FAIR, ROMANTIC, COMPLIMENT, SMILE, DATE, ENQUIRE, DESIGN, NIGHT, SCHOOL, LAWYER, RETURN, DRESSES
- 6 1. has been working, for
 2. have been waiting, since
 3. have been sharing, since
 4. has been going, for
 5. has been designing, since
 6. have been talking

第5章

- p. 34-35
- 3 1. T 2. T 3. F 4. F 5. F
 6. T 7. F 8. F

第6章

- p. 38
- 1 1. b 2. f 3. d 4. g 5. a
 6. e 7. c
- p. 39
- 2 quantity, product code, signature, dispatch method, unit price

p. 42-43

- 3 1. this morning 2. six colours
3. worried 4. Manuel
5. order 6. tonight
- 4 1. Norma and George
2. Laura and Manuel
3. Manuel 4. Laura
5. Edward 6. George
7. Edward 8. Laura and George
9. Suzie 10. George
- 5 1. banker's draft 2. road freight
3. product codes 4. fabrics
5. unit price 6. total price
- 6 1. Can 2. have to
3. have to 4. Can
5. can't 6. has to
- 7 (1) b (2) a (3) c (4) f (5) e (6) d

第7章

p. 44

- 1 1-c 2-e 3-f 4-a 5-d 6-b

p. 45

- 2 desk, uniform, phone, fabric, web site

p. 48-49

- 5 1. Laura and George
2. Laura 3. Laura
4. Mark Hill 5. Suzie
- 6 quickly, usually, brightly, greatly,
carefully
- 7 1. The order was received by me last
week.
2. A new invoice will be sent to us.
3. The web site was designed by an
expert.
4. The password must be entered.
5. The new dresses will be added to the
web site when the collection has
been finished by Manuel.
- 8 consignment, placed, dispatched, pro-
cessing, purchase, insurance, invoice

9 Across:

3. copy 4. afford
7. need 10. immediately
11. send 12. customers

Down:

1. password 2. roll
3. competitive 5. dialled
6. retailing 8. outlets 9. file

第8章

p. 51

- 2 1. b 2. e 3. a 4. c 5. d 6. f

p. 54-55

- 4 1. Laura 2. Laura
3. Cristian/George 4. Manuel
5. Manuel 6. George 7. George
8. Manuel 9. Laura
- 5 1. g 2. h 3. i 4. a 5. f
6. b 7. d 8. j 9. c 10. e

- 6 1. were talking, arrived
2. was leaving, heard
3. came, was working
4. was doing, received
5. hid, was putting
6. was wearing, went

- 7 1. face 2. forthcoming
3. dishonest 4. creations

第9章

p. 56

- 1 1. c 2. e 3. h 4. f 5. g
6. b 7. d 8. a
- 2 a TV screen, a desk, a fashion show, a
computer

p. 60-61

- 4 1. F 2. F 3. F 4. T 5. T
6. F 7. T 8. T
- 5 1. d 2. a 3. b 4. f 5. c 6. e
- 7 1. audience 2. designers
3. models 4. managing directors

5. buyers
- 8 1. had, would accuse
2. were, would become
3. would recognize, appeared
4. went, would receive
5. would buy, thought

第10章

p. 64

- 1 1. F 2. F 3. F 4. T 5. T 6. F 7. F

p. 68-69

- 3 1. never met
2. one of her designers
3. congratulate
4. letters
5. Laura
6. an impostor

- 4 1. Norma 2. Simon
3. Norma 4. Simon
5. Cristian 6. Simon

- 5 1. e 2. b 3. a 4. d 5. c

- 6 1. d 2. b 3. c 4. e 5. a

- 7 1. had made 2. had thought
3. had seen 4. had used
5. had stolen

- 8 1. She has her clothes made.
2. He has his e-mails checked.
3. They have their flat cleaned.
4. He has his meals cooked.
5. He had his car washed.
6. He has his articles typed.

- 9 Simon went to interview Norma Folly three days after the fashion show. He wanted to get some information from her so he paid her a lot of flattery. Norma and Simon spoke for more than an hour and then Simon asked her if he could meet her new designer, Cristian. Norma rang Cristian and told him to come to her office. Simon

found it very abnormal that Cristian didn't want to be photographed. At last he remembered where he'd seen that face before. Cristian and George were the same person. He went to see Edward immediately. Edward told Simon that someone had stolen Manuel's designs and he was now sure that it had been George. Edward and Simon told Laura that George was an impostor, but she couldn't believe her ears. She rang Folly Fashions and asked to talk to Cristian La Roque: when he answered the call, she recognized George's voice. She was very angry and decided that she had a plan to destroy Norma and Cristian.

第11章

p. 70

- 1 1. c 2. d 3. f 4. b 5. g 6. e 7. a

p. 74-75

- 4 1. c 2. d 3. a 4. e 5. f 6. b

- 5 1. George 2. Laura
3. Norma 4. George
5. Suzie

6. Edward and Simon

7. a celebrity in the world of sport

8. George

- 6 1. c 2. d 3. f 4. h 5. a

6. b 7. e 8. g

- 7 1. she could speak to Cristian La Roque.
2. her fashion show would be a success.
3. it was strange there wasn't a picture of the new designer in the paper.
4. she was doing.
5. their press release had been issued and all potential buyers had been

contacted.

6. they were going to meet that night.

8 1. g 2. h 3. j 4. d 5. e

6. f 7. a 8. i 9. c 10. b

第 12 章

p. 76

1 1. e 2. d 3. f 4. a 5. b 6. c

p. 80-81

- | | |
|-------------|-----------------|
| 6 1. rail | 2. bags |
| 3. betrayed | 4. thief |
| 5. triped | 6. handcuffed |
| 7. centre | 8. arrested |
| 9. front | 10. concentrate |

7 1. If Edward hadn't put his foot out, George wouldn't have fallen at the feet of the policemen.

2. If Simon had not been in Laura's office, he wouldn't have taken a picture of George being arrested.

3. If Laura hadn't been very trusting, she would have realized George was an impostor.

4. If George hadn't broken into Laura's office, the police wouldn't have arrested him.

5. If Cristian had been a good designer, he wouldn't have had to steal Manuel's designs.

6. If George had really liked Laura, he wouldn't have betrayed her.

p. 82-83

- 2 1. favourite, model, publicity, increase
2. stylists
3. labels, ready-to-wear

p. 84-85

1 1. 1972

2. St Martin's College of Art

3. Linda 4. Chloé

5. 1997 6. Gucci Group

3 1. T 2. F 3. T 4. T 5. F 6. F

p. 88

2 1. f 2. b 3. a 4. c 5. e 6. d

3 1. e 2. d 3. b 4. c 5. f 6. a

p. 91

- | | |
|---|-------------|
| 1 1. worried | 2. 38 |
| 3. art | 4. Details |
| 5. decreased | 6. the army |
| 7. his own mistakes | |
| 8. a good designer and a good businessman | |

p. 92

- | | |
|--------------|---------------|
| 1 1. blush | 2. lie |
| 3. apologize | 4. whisper |
| 5. fill in | 6. take after |
| 7. yell | 8. graduate |

p. 93

- | | |
|----------------|-----------------|
| 2 1. clever, c | 2. premises, e |
| 3. thief, a | 4. exhibitor, f |
| 5. annoyed, d | 6. fabric, b |

p. 94

- | | |
|--------------|--------------|
| 3 1. enquire | 2. huge |
| 3. mood | 4. employees |
| 5. fake | 6. deadline |
| 7. escape | 8. invoice |
| 9. row | 10. whole |

p. 96

- | | |
|---------------|---------------|
| 5 1. handcuff | 2. delete |
| 3. tiny | 4. drawer |
| 5. uniform | 6. gloves |
| 7. impostor | 8. right away |
| 9. sample | 10. audience |

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