

Exercise 4 



Read this text about the performance of the Ford car company. Complete the text with the verbs from the list below, using the present perfect.

make fall launch be have cut withdraw spend take perform

Ford: the road to recovery

Although Ford (1) *has* *made* operating profits of over \$7 billion in its American market this year, the story in Europe (2) very different. Its market share (3) from 12% six years ago to only 9% now. The truth is that rivals like Volkswagen and Renault (4) much better over recent years. They (5) costs and (6) exciting and highly successful new models. In contrast, Ford (7) its large saloon,

the Scorpio, which was not selling well. But Ford (8) a lot more success at the higher end of the market. Over the last few years it (9) a lot of money buying brands such as Jaguar, Aston Martin and Land Rover, and these models have much higher profit margins. It (10) some time to sort out the problems at Jaguar in particular, but it's now a successful part of the business.

Exercise 5 

Read this email from Steve, the Purchasing Manager of a UK importer, who is in Poland on a business trip. Complete the email by choosing the correct alternative from A, B, C or D below.

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From: Steve McGinlay **To:** Mike Evans **Sent:** 18 May ...

Subject: Poland **Cc:**

Message: Mike

Sorry I haven't contacted you (1) *B* last week, but I've been very busy. I've (2) to Katowice in the south-west of Poland (3) a few days, and I've (4) returned to my hotel in Warsaw, from where I'm sending this email. I visited several firms when I was in Katowice and one of them looks quite promising. I've (5) seen their factory, and I've got some product samples to show you.

Unfortunately I haven't met the guy in charge (6) He wasn't there – he's (7) to Gdansk and should be back next week.

So, the trip has been quite successful (8) Have you (9) been to Central Europe? Everything is changing very fast – I've (10) seen so much building work going on. Anyway, I'll email you again later in the week to let you know what's happening.

Regards, Steve

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|------------|-----------|-----------|----------|
| 1 A for | B since | C just | D so far |
| 2 A going | B gone | C being | D been |
| 3 A for | B since | C already | D so far |
| 4 A now | B been | C just | D so far |
| 5 A yet | B already | C been | D gone |
| 6 A just | B already | C now | D yet |
| 7 A going | B gone | C being | D been |
| 8 A so far | B yet | C just | D now |
| 9 A yet | B since | C ever | D never |
| 10 A yet | B since | C ever | D never |