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£ STERLING RATES

\$	1.594	+ 2.0¢
DM	2.235	- 2.1pfg
¥	133.38	- 6.0¥

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MARKETS

DOW JONES	-11.06 at 4187.09
FTSE 100	-13.03 at 319.09
HANG SENG	- 44.82 at 8514.6
NIKKEI	+105.79 at 16268.88



G·A·L·I·A
Biscuits

EXPANSION PLANS FOR GALIA

Galia Biscuits are to open operations in SE Asia. Company president, Gabriella di Martino, said yesterday, 'The taste of Galia Biscuits is universal. We expect to repeat in SE Asia the success the company has had in the EU.'

Founded only three years ago, the company's products made from purely natural ingredients have eaten up a major share of the EU's confectionery market with sales in the last trading year of \$61m. For more information or interviews ring the Galia Biscuits press office on 33-1-4261 6545.



BODYSHELL PROFITS UP

Pre-tax profits at Bodyshell have risen 56% from £12.3m to £19.2m. The increase was helped by the company's recent sale of its consultancy business for £4.2m, a profit of £1.7m. Shares in the group rose 28p to 354p.

The company's Chief Financial Officer, Odette Lewis, says the company plans a major reinvestment programme in new technology to keep up sales growth. For further information or to arrange an interview ring Pat Healey, Press and Public Relations at Bodyshell International.



MEP ACCUSED OF CORRUPTION

Mark Long, a British Member of the European Parliament, has been accused of insider trading. It is claimed that he used information obtained from his brother, a director of Bodyshell International. Bodyshell recently announced an increase in profits. Mr Long's office has refused to comment. An expert said Mr Long probably made more than £70,000 on the deal.



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April 12 19..

Dear Sir or Madam

I am writing to you about the information being circulated about my business activities. The allegations which PEG make about me are totally untrue. I have at no time had information from my brother or any other member of the Bodyshell board. My investment decisions are made on the basis of my own experience and knowledge. If false information is published or broadcast about me, I will have no hesitation in taking legal action. Be warned.

Yours
Mark Long
Mark Long
Member of the European Parliament



Serious Sports Wear

HEARTS & MINDS MD YOUNG EUROPEAN BUSINESS PERSON OF THE YEAR

Mia Frank, MD of Hearts & Minds, has been named European Young Business Person of the Year by the European Council for Enterprise. To show her appreciation, Mia has announced that for the next six months 10% of Hearts & Minds profits will go to fund athletics facilities for young people in Southern Europe. If you would like more information or to arrange an interview with Mia Frank or Jose Lambert, Director of Marketing, ring Asunción da Silva Rodrigues at Hearts & Minds Lisbon.



CLOSURE

After three years without a pay rise, workers at Maurier Beers are being made redundant. Over 1,000 jobs will be lost in the closure of one of the oldest and most respected breweries in Lille. Apart from the difficulty of replacing jobs, a piece of French tradition will be lost forever. For more information or interviews ring M Fourier, Union Organiser.



JOB LOSSES HIT LILLE

HB Holdings are to close Maurier Beers, their Lille-based brewing operation, with the loss of over 1,000 jobs. The brewery lost over £11m last year. Pierre Blot, Chairman, said: 'We do not want to leave Lille, but we have to reduce costs.'



TAKEOVER

Retail giant Parkway, who own more than 200 department stores in the UK and continental Europe, are to take over Max Helio, the upmarket Scandinavian chain of men's clothing shops. The company says that the shops will continue to trade under the same name.



HB HOLDINGS

OPPORTUNITIES

HB Holdings has recently been forced by economic circumstances to close Maurier Beers, its Lille brewery. But the company is offering free training in business and management to help workers use their redundancy money to start new businesses. For more information contact P Crecy, Training Manager

EFT Financial News Services

SHARES INDEX

Bodyshell	354p	+28p
Galia Biscuits	198p	-14p
Parkway	227p	+11p



EUROPEAN YOUNG BUSINESS PERSON OF THE YEAR

The European Council for Enterprise European Young Business Person of the year is 21-year-old Mia Frank, founder of Hearts & Minds. After leaving school at 16, Mia spent six months working as an assistant in a sports shop in Lisbon before deciding to go into business for herself. She began selling American sports wear in local markets and within one year had opened her first shop. She now has a chain of twenty shops in Portugal and Spain and is about to open her first in the UK. Mia will accept the award at a ceremony tomorrow evening from Bob Mason, President of Corning Brothers the insurance giant.

PEG PARLIAMENTARY ETHICS GROUP

MORE SCANDALS FOR MARK LONG

For the second time this year MEP Mark Long is involved in a scandal.

On January 3rd this year it was revealed that Mr Long is a director of a hotel in Strasbourg used by his department at the European Parliament to accommodate foreign visitors.

He is now accused of insider trading in the shares of the company Bodyshell. His brother, Ralph Long, a director of Bodyshell, is also implicated. The accusation was made to us by Ms Una Long, his daughter.

Teacher's Notes

Business bulletin Worksheets **12a** **12b** and **12c**

NOTE: The range of vocabulary in this activity is particularly wide. Students should not try to use more than five or six texts. We are grateful to Ken Jones for the original idea for this activity.

ACTIVITY

Groupwork: reading, writing, speaking

AIM

To plan, perform and film or record a 5-minute radio or TV business news programme.

GRAMMAR AND FUNCTIONS

Present perfect

VOCABULARY

sterling, rate, to found, share of the market, press release, press office, Dow Jones, FTSE 100, Hang Seng, Nikkei, pre-tax profits, consultancy, sales growth, reinvestment, MEP, corruption, insider trading, to make money on a deal, to circulate information, investment, to take legal action, to fund, to make someone redundant, to take over a company, upmarket, to trade under a name, economic circumstances, a chain of shops, an award, insurance, giant, share index, scandal, to be implicated, to make an accusation, to accommodate a visitor

PREPARATION

Copy a set of worksheets for each group of 3 to 4 students in the class and cut them up as indicated. Make sure there are plenty of dictionaries available and that a cassette player (or, ideally, a video set-up) is prepared to record and play back the programmes.

TIME

50–60 minutes

PROCEDURE

- 1 Tell the students that they are going to create a radio or TV news broadcast. Explain that they will receive information which they must read and choose from to obtain a basis for the programme. The programmes should include news headlines, news stories, at least one extended story (possibly including an interview) and market news. Encourage them to consider the idea of role playing an interview with one of the people in the stories. They can also do a special report on their own industry, company or country if they wish. Put the following on the board:

EUROPEAN BUSINESS NEWS

- headlines: summaries of three or four most important stories
- main news: more information about headlines
- markets: e.g. shares, exchange rates
- feature: e.g. special report, country or industry focus, interview

- 2 Divide the class into groups of three or four.
- 3 Appoint a producer in each group whose task is to make sure everyone contributes to the programme. Set a time limit (e.g. 35 minutes) to do the reading and preparation.
- 4 Give the copies of the worksheet to the producer and ask him or her to delegate the reading to the team and begin preparing the programme. Make sure all groups have access to a dictionary.
- 5 Record or film each group in turn as they act out the programme they have prepared.
- 6 Watch the films or listen to the tapes with the class and offer help with language.

FOLLOW-UP

Ask the class to write a review of their own programme for the magazine *Business World*.