

HE ARCHITECT WE HIRED **DID AN EXCELLENT JOB OF DESIGNING** THE BUILDING » WE **MOVED IN** EIGHT MONTHS **LATER** AND **BUSINESS REALLY TOOK OFF** » WE **HAVE BEEN OPERATING** IN THE SAME BUILDING **EVER SINCE** » **THOUGH WE HAVE ADDED** MORE FLOOR SPACE AS WELL AS OFFICE SPACE **LATELY** » AND WE ARE PLANNING **ON EXTENDING** THE PREMISES IN THE FUTURE » I'M **HAPPY TO SAY** THAT THE COMPANY **HAS BEEN GROWING AT A STEADY PACE** » YEAR **AFTER** YEAR, OUR EARNINGS **HAVE MET OR EXCEEDED** OUR **EXPECTATIONS** » WE **HAVE BEEN ABLE TO KEEP UP** OUR WORK ETHIC **OVER** THE YEARS » IF YOU **ASKED** OUR EMPLOYEES, YOU WOULD **FIND** THAT THEY'RE ALL **HAPPY TO WORK** HERE » **WHICH** MEANS, **AMONG OTHER THINGS, THAT THERE IS NO NEED TO HAVE A TRADE UNION** » **AS FAR AS I REMEMBER,** WE **HAVEN'T HAD** ANY SIGNIFICANT **SETBACKS** IN THE **PAST FEW** YEARS » AND **LOOKING BACK,** I **CAN'T THINK OF** ANY DECISIONS THAT I WOULD MAKE **DIFFERENTLY** TODAY » YES, **WE'VE HAD A HARD TIME DEALING** WITH THE **LOCAL AUTHORITIES** » THEY **HAVE MADE THINGS DIFFICULT** FOR US IN THE PAST AND THEY STILL **DO** » WE ONCE **HIRED** SOME PEOPLE RECOMMENDED BY THE **EMPLOYMENT OFFICE** » THEY **TURNUED OUT TO BE USELESS** AND WE DECIDED **NOT TO DO THAT ANYMORE** » **INSTEAD,** WE LOOK FOR PEOPLE WHO **DON'T HAVE TO BE TRAINED** TOO MUCH » **LUCKILY,** WE **HAVE BEEN ABLE TO BENEFIT FROM** A HIGHLY **SKILLED** WORKFORCE » PEOPLE WHO **USED TO WORK** IN A LOCAL FACTORY THAT **CHANGED HANDS A FEW TIMES** » **BEFORE FINALLY GOING BANKRUPT** AND **HAVING TO LAY OFF** THOUSANDS OF EMPLOYEES » THOSE PEOPLE **ENDED UP WORKING** IN ALL SORTS OF JOBS **AROUND HERE** » AND **WE'VE BEEN RECRUITING ONES** THAT WE THINK **MIGHT BE OF USE TO US** » WE ARE **AWARE OF WHAT IT TAKES** TO STAY **ON TOP OF THE GAME** IN THIS **BUSINESS** » **UNLESS** YOU ADAPT TO THE **CONSTANTLY CHANGING CONDITIONS** AND **DEMANDS** » YOU'RE GOING TO **STRUGGLE** JUST TO **KEEP YOUR HEAD ABOVE WATER** » YOU **NEED TO BE ABLE TO CUT COSTS WITHOUT HAVING TO** FIRE WORKERS » WE **ARE LUCKY TO HAVE BUILT** A STRONG CUSTOMER BASE » WE'RE **ON VERY FRIENDLY TERMS** WITH PEOPLE WHO **RUN** THE OTHER COMPANIES » WE ALWAYS **MAKE SURE** THAT OUR PLANS **TIE IN WITH** WHAT THEY **EXPECT US TO DO**