35 | *Sales results*
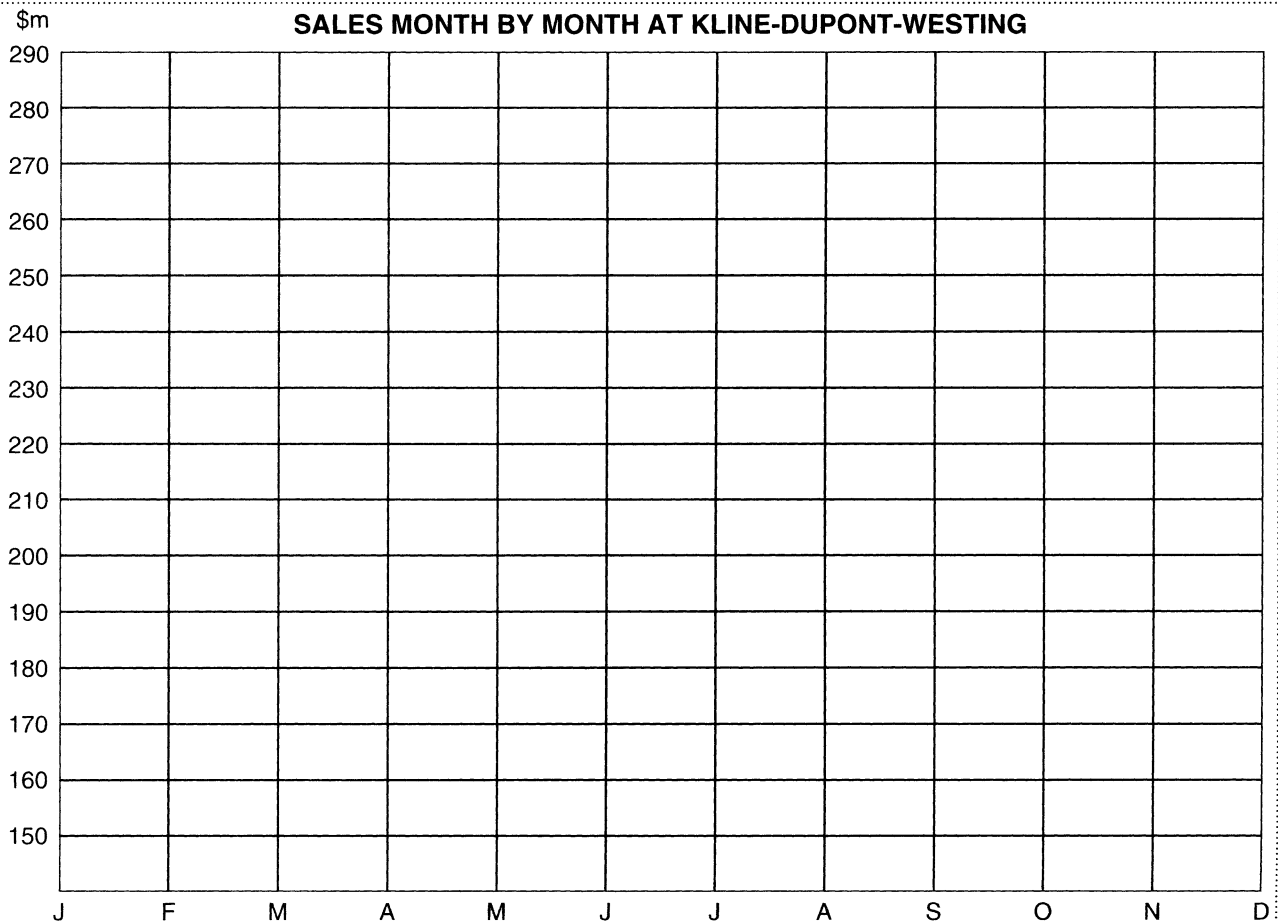
The previous month sales had reached a peak at £290m. They now dropped by $40m.

Sales had been constant for a month when they soared from $230m by $60m to reach $290m, a new record for the company.

Sales increased again, by the same amount they had risen the preceding month, which brought them up to $250m.

Sales had finished the previous year at $220m. They started the new year with a rise of $30m over the first month.

Sales had remained above the $200m mark since the beginning of the year, but they now dropped by $70m to reach £190m, the lowest point for the year.

Sales had reached $250m. They now fell by $20m.

In spite of a $10m drop in the last month we finished $20m up on the same month in the previous year.

The most difficult period had now finished and in the following month recovery began. Sales increased by $30m to reach £220m.

Sales stabilised at $250m, the level they had reached the previous month.

Sales had decreased to $230m in the preceding month and they levelled off at that figure in the last month of the quarter.

Sales had reached their worst level for the year and they bottomed out at £190m for a month.

Sales had been steady for a month at £250m. They now increased slightly, picking up by $10m to reach $260m.

SALES MONTH BY MONTH AT KLINE-DUPONT-WESTING

$m

290
280
270
260
250
240
230
220
210
200
190
180
170
160
150

J   F   M   A   M   J   J   A   S   O   N   D

Teacher's Notes

Sales results **Worksheet** **35**

ACTIVITY
Groupwork: reading, speaking

AIM
To order a series of sentences so as to create a graph and description of sales results for one year.

GRAMMAR AND FUNCTIONS
Past perfect
Trends (talking about changes in figures)

VOCABULARY
to remain at, to drop, constant, to soar, a new record, to be up on a (previous) level, peak, rise, to reach, to bottom out, steady, to decrease, to level off, to increase, to stabilise, to fall, recovery

PREPARATION
Make one copy of the worksheet for each group of three or four students in the class and cut out the cards and the graph as indicated.

TIME
15-25 minutes

PROCEDURE
1 Tell the students that they are going to do a speaking activity concerned with graphs.

2 Divide the class into groups of three or four.

3 Give each group a set of cards, face down. Ask the students to share the cards out without looking at them.

4 Explain that there are twelve cards, each describing the sales in one month, from January to December. Their objective is to put the cards in the correct order.

5 Explain the procedure. Each student must look only at his or her cards: they may not look at each other's cards. By reading the cards aloud to each other they must decide the order they go in and which month each card relates to.

6 Once they have decided the order, they put the cards face up on the table and check the order. The correct answer is below.

7 Give each group a copy of the graph. One student, following the directions of the group, completes the graph with the sales curve.

FOLLOW-UP
In groups or individually, students choose or invent a graph and write a description of it.

ANSWER

JANUARY — Sales had finished the previous year at $220m. They started the new year with a rise of $30m over the first month.

FEBRUARY — Sales had reached $250m. They now fell by $20m.

MARCH — Sales had decreased to $230m in the preceding month and they levelled off at that figure in the last month of the quarter.

APRIL — Sales had been constant for a month when they soared from $230m by $60m to reach $290m, a new record for the company.

MAY — The previous month sales had reached a peak at £290m. They now dropped by $40m.

JUNE — Sales stabilised at $250m, the level they had reached the previous month.

JULY — Sales had been steady for a month at £250m. They now increased slightly, picking up by $10m to reach $260m.

AUGUST — Sales had remained above the $200m mark since the beginning of the year, but they now dropped by $70m to reach £190m, the lowest point for the year.

SEPTEMBER — Sales had reached their worst level for the year and they bottomed out at £190m for a month.

OCTOBER — The most difficult period had now finished and in the following month recovery began. Sales increased by $30m to reach £220m.

NOVEMBER — Sales increased again, by the same amount they had risen the preceding month, which brought them up to $250m.

DECEMBER — In spite of a $10m drop in the last month we finished $20m up on the same month in the previous year.