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| Tan  John  Tan  Denise  Tan  John  Tan  John  Tan  Denise | : Now, I’d like to refer to \_\_\_\_\_\_\_\_\_\_\_\_ – as you can see this is a \_\_\_\_\_\_\_\_\_ measuring net sales over the first ten months of the year.  You’ll notice that sales \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in the first few months, then there was a \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_in April. They \_\_\_\_\_\_\_\_\_\_\_\_ in May at around 3.2 million, and \_\_\_\_\_\_\_\_\_\_\_\_, then there was a \_\_\_\_\_\_\_\_\_\_\_\_ in the following month, followed by \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in August, and this trend has \_\_\_\_\_\_\_\_\_\_\_\_\_\_ until the present.  : What was the reason for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_in July?  : This was mainly due to a drop off in \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ – so it’s a seasonal effect.  : Could it be consequence of the negative effect of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?  Possibly. Now, if I could draw your attention to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. This is line graph of sales – the blue line represents air conditioner sales, the red line shows heater. As you’ll note, air conditioner sales \_\_\_\_\_\_\_\_\_\_\_\_\_ from January to July, \_\_\_\_\_\_\_\_\_\_\_\_\_, while heater sales experienced \_\_\_\_\_\_\_\_\_\_\_\_ from March to June, then \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ from June to July, then declined through to September, with \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in October.  : Does this explain \_\_\_\_\_\_\_\_\_\_\_ in total sales?  : Largely – if we look at this pie diagram, you can see that air conditioners and heaters together represent \_\_\_\_\_\_\_\_\_\_\_\_\_\_ of our total sales – but the very vary seasonally, while other appliances are \_\_\_\_\_\_\_\_\_\_\_\_\_through the year.  : Well, we can’t sell air conditioners when it’s cold. What’s the solution?  : \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_!  : Easier said than done. |