

**B**

Put the sentences a–g into the correct order to make an extract from a report. The words in bold will help you.

- a) About one-fifth of the consumers who have tried **our new products** said they were dissatisfied with the taste of the *Spring Balm* toothpaste. Also, 47 people complained of skin irritation after using our deodorant spray.
- b) **I shall begin with** my findings about the products themselves.
- c) **It** is based on information gathered from over 500 interviews with consumers.
- d) **On the other hand**, many of those who *have* heard about the *Spring Balm* collection complain that they cannot find our products anywhere.
- e) **Secondly**, as regards the price, almost 90 per cent remarked that our products are overpriced in comparison with well-established brands.
- f) **The aim of this report** is to determine the reasons for the failure of the launch of our new range of *Spring Balm* toiletries.
- g) **Thirdly**, with regard to promotion and place, it is clear that the name *Spring Balm* still means nothing to most consumers.