

SESSION 2018

BTS Transport et Prestations Logistiques

ÉPREUVE ÉCRITE DE LANGUE VIVANTE

ANGLAIS

Durée : 2 heures

Coefficient 3

Dictionnaire unilingue autorisé

Calculatrice interdite

TRAVAIL À FAIRE PAR LE CANDIDAT

Vous êtes Dominique Gévéor, agent exportateur, vous travaillez pour la société VinExport située à Auxerre dans l'Yonne, société spécialisée dans l'export de vins régionaux (Chablis et Crémant de Bourgogne).

I. COMPREHENSION

10 points

A rédiger en **FRANÇAIS**

Dans le cadre de l'expansion de votre activité vers de nouvelles zones géographiques, votre directeur vous a demandé de vous renseigner sur les différents moyens de transports possibles à destination du marché asiatique. C'est dans ce contexte que l'article suivant, intitulé "All aboard the China-to-London freight train" a retenu votre attention. Vous décidez donc d'en proposer un compte-rendu en français à votre directeur afin de lui en présenter les points pertinents dans votre démarche.

II. EXPRESSION

10 points

A rédiger en **ANGLAIS**

Suite à votre mémo, votre directeur vous demande de creuser cette piste et d'adresser un courriel à la société chinoise exploitant cette ligne ferroviaire (Timex Industrial Investments) afin de présenter votre entreprise, vos attentes et de demander une estimation tarifaire.

Vous leur communiquez les éléments suivants :

Fréquence des envois	2 fois par mois
Nombre, dimensions et poids des contenants	40,000 bouteilles de 75cl conditionnées dans des cartons de 6 bouteilles.
Lieu de chargement	PARIS
Distribution	Destination finale : Yiwu Escales avec déchargement : Krasnaje (Biélorussie), Moscou (Russie)
Vos coordonnées	dominique.geveor@vinexport.fr
Coordonnées de votre destinataire	Li Wuang du département logistique li.wuang@timexii.com

Vous évoquerez ensuite les aspects suivants :

- Possibilité de charger en retour 1 container de thermomètres électroniques manufacturés en Chine que vous importez pour le moment par air, mais vous souhaitez changer de moyen de transport pour des raisons économiques et environnementales.
- Protection du chargement : chocs, maintien de la température au-dessus de 10°C.

Vous utiliserez les formules et salutations d'usage.

All aboard the China-to-London freight train

By Jonathan Josephs, business reporter, BBC News, 18 January 2017

It's not on a boat, it's not on a plane, it's on a train. The newest way to send your freight from China to Europe involves spending 15 days on a train that doesn't have a buffet car in sight. On 3 January in Yiwu in Eastern China, a bright orange locomotive pulling 44 containers laden with suitcases, clothes and an assortment of household goods set off on a 7,500-mile (12,000km) journey to Western Europe. Ten containers were taken off at the German cargo hub of Duisburg. The rest made up the first cargo train from China to arrive in London at Barking's Eurohub freight terminal.

London is the 15th European city to find its way onto the ever-expanding map of destinations for China's rail cargo. Last year, 1,702 freight trains made the voyage to Europe, more than double the 2015 figure. Yiwu Timex Industrial Investments, which is running this service with China's state-run railways, says prices are half that of air cargo and cut two weeks off the journey time by sea.

Market demand

The UK's biggest supermarket, Tesco, doesn't have any goods on this particular train but does use rail to carry toys, electrical goods, homeware and clothing from China to European rail hubs such as Bratislava in Slovakia and Krasnaje in Belarus.

Alistair Lindsay, Tesco's head of global logistics, says the supermarket prefers shipping its goods because this is the most environmentally friendly way, as well as offering the best value for money, but that "where we need to move products quicker we have that option to do it by rail". This decision would normally be driven by customer demand for particular products, he says.

It demonstrates how market demand and the realities of globalisation are increasingly allowing China's President Xi Jinping to realise his ambitious plan to revive the ancient Silk Road.

Reduced emissions

One of the issues President Xi is trying to tackle is China's pollution problem. While rail cargo is not as green as sea transport it emits less carbon dioxide (CO2) than air travel.

This is the "first argument when trying to get our customers to re-evaluate their options", says Johan Ignell, rail freight manager at Swedish cargo firm Greencarrier. Not least among European companies looking to export to China.

At the moment there are no plans to run a return train service from London but that

could change quickly. China is already the European Union's second biggest export market - though there is an EU trade deficit in goods of about \$190bn.

Growth potential

For UK companies facing up to the reality of Brexit, China is an attractive proposition and the train carries new opportunities.

- 35 Brand Avenue is a company that already exports British-made goods including cosmetics and jewellery to China, and chief executive Jody Jacobs says he's exploring moving to rail.

- 40 "We deal a lot in goods which weigh a lot in comparison to their volume [which is] where airfreight becomes expensive, such as cosmetics and baby food. So for us a service which is quicker than sea and cheaper than air is a great middle ground."

For established cargo companies rail also offers the potential for growth. Shipping lines have seen profits fall because of overcapacity in the aftermath of the global financial crisis.

- 45 The world's biggest shipping company, Maersk, told the BBC it is investigating "possible opportunities" in long-distance rail, though it sees them as supplementary to sea and air routes.

China is planning another 20 European routes for rail freight, and with the world's demand for consumer goods continuing to grow, all the ingredients seem to be there for rail to help the global economy steam ahead in 2017 and beyond.

Abridged from <http://www.bbc.com>