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Brevet de Technicien Supérieur
COMMERCE INTERNATIONAL
à référentiel commun européen

Épreuve écrite E2 langue vivante étrangère

ANGLAIS

Durée : 3 heures

Coefficient : 2,5

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3 pages numérotées de 1/3 à 3/3.

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Brazil's Rising Food Power in a Hungry World

A record soybean harvest highlights the nation's growing agricultural output

LUCAS DO RIO VERDE, BRAZIL—This is arguably soybean ground zero, the small city in the west-central Brazilian state of Mato Grosso around which some of the world's most mammoth harvests of the protein-rich beans just took place a few weeks ago. As such, some food analysts—and, not least, some Brazilian crop producers—see the Mato Grosso farm belt as offering the best prospect for meeting the rising demand for affordable food in the world.

In fact, the soy crop sitting in massive grain elevators here or rolling on dusty, flat-bed trucks to ocean ports for export has apparently set a harvest record for Brazil; a record harvest is also expected for the corn maturing in the same fields right now.

Brazil is the world's most dynamic rising agricultural producer, boasting astonishing growth in the past two decades. It is already the No. 1 exporter in the world of an impressive range of food: beef, chicken, soy, sugar, orange juice, and coffee. It is rising in other crops and in pork as well.

It sports an enviable combination of available land, sunshine, and abundant water that routinely permits two, or even three, crops a year on the same land. Brazil, it turns out, very likely has more unused but serviceable arable land than any other country on the planet.

Most Brazilian agriculture specialists apparently think that their country is bound eventually to overtake the United States as the world's top farm producer. National government-sponsored research is intensifying yields of crops. At the same time, Brazil has more available but unexploited farmland than all of what is being currently used in the European Union, says São Paulo-based agricultural economist Andre Nassar. "Agricultural production is expanding in all crops in Brazil," he says.

Farmers and agribusiness people in this part of Brazil are watching the global food commodity price issue with considerable interest. By and large, they believe that the highly mechanized, chemical-intensive, big-scale production they have developed (and in some cases adapted from the U.S.) is what a world contending with expensive food staples needs. "With the world growing in population at this pace, there is no other option," says Otaviano Olavo Pivetta, one of Brazil's largest agricultural landowners. "We will apply technology in whatever form it comes."

Still, Brazilian food producers are plagued by a rugged and inadequate infrastructure, [...]. Securing sufficient financial capital has been tough. High fuel and fertilizer prices are also eating at the incentive to plant more. And environmental pressure [...] has made many farmers wary of expansion. Nonetheless, the farmers and agribusiness people of Mato Grosso think the world will be looking to them to help fill its refrigerators and pantries—at an acceptable price. "The last frontier of the world to produce food will be here," predicts Clovis Pícolo Filho, a farmer and agricultural chemicals dealer.

Adapted from *The Economist*, May 8, 2008

CILVEAB AGL

I – COMPTE RENDU EN FRANÇAIS (20 points)

Faire un compte rendu en français en faisant apparaître les idées essentielles contenues dans le texte (200 mots + ou – 10%).

II – RÉDACTION EN ANGLAIS (20 points)

Répondre en anglais aux deux questions suivantes :

- 1) According to this article, to what extent has Brazil become a tough competitor for the USA and Europe? What are Brazil's remaining weaknesses?
(150-200 mots) (10 points)

- 2) Why has hunger become a global issue today? What are today's economic solutions?
(150-200 mots) (10 points)

III – ÉLABORATION D'UNE LETTRE COMMERCIALE EN ANGLAIS (20 points)

Lettre à élaborer et à rédiger en anglais selon l'usage commercial courant.

Expéditeur : Pascal Deloit, directeur des ventes, Groupe Lecoq, Boulevard de l'Europe, 59400 Cambrai

Destinataire : James O'Leary, directeur des achats, Leyland Wholesale LTD, Waterside Road, Hamilton Industrial Park, Cork

Date : 14 mai 2009

Objet : Avis d'expédition/commande n° 28475/2

Corps de la lettre :

- vous annoncez l'expédition des marchandises : 5 pulvérisateurs, marque Evrard, modèle Alpha 250, 22 000 euros pièce
- marchandise expédiée par bateau, départ Le Havre, nom du transporteur Overseas Trading Cie, date prévue de livraison : 20 mai 2009
- vous signalez que vous avez joint le bordereau d'expédition, la lettre de voiture et de connaissance
- vous rappelez le montant global de la facture, vous signalez les documents envoyés à la Barclays : facture pro forma, note de colisage en triple exemplaire, certificat d'assurance
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