



**LE RÉSEAU DE CRÉATION
ET D'ACCOMPAGNEMENT PÉDAGOGIQUES**

**Ce document a été mis en ligne par le Réseau Canopé
pour la Base Nationale des Sujets d'Examens de l'enseignement professionnel.**

Ce fichier numérique ne peut être reproduit, représenté, adapté ou traduit sans autorisation.

Brevet de Technicien Supérieur

COMMERCE INTERNATIONAL à référentiel commun européen

Épreuve écrite E2

U22 - Langue vivante étrangère B

ANGLAIS

Durée : 3 heures

Coefficient : 2

L'usage d'un dictionnaire unilingue est autorisé.

Les dictionnaires numériques sont interdits.

Tout autre matériel est interdit.

Avant de composer, le candidat s'assurera que le sujet comporte bien
3 pages numérotées de 1/3 à 3/3.

BTS Commerce International à Référentiel Commun Européen		Session 2018
U22 - Langue vivante étrangère B - ANGLAIS	Code : CILVEB AGL	Page 1/3

Why you could soon be missing your cup of Darjeeling tea

If you are a tea connoisseur, here's some bad news: your morning cuppa of steaming Darjeeling tea may soon be difficult to get.

Famously called the "champagne of teas", it is grown in 87 gardens in the foothills of the Himalayas in Darjeeling in West Bengal state. Some of the bushes are as old as 150

5

years and were introduced to the region by a Scottish surgeon. Half of the more than 8 million kg - 60% of it is certified organic - of this sought-after tea produced every year is exported, mainly to the UK, Europe and Japan. The tea tots up nearly \$80m (£60m) in annual sales.

10

Darjeeling tea is also one of the world's most expensive - some of it has fetched prices of up to \$850 (£647) per kg. The tea is also India's first Protected Geographical Indication (PGI) product.

Since June, Darjeeling has been hit by violent protests and prolonged strikes in support of a campaign by a local party demanding a separate state for the area's majority Nepali-speaking Gorkha community.

15

The upshot: some 100,000 workers - permanent and temporary - working in the gardens have halted work. Production has been severely hit. Only a third of last year's crop of 8.32 million kg had been harvested when work stopped in June. If the trouble continues, garden owners say they are staring at losses amounting to nearly \$40m.

20

"This is the worst crisis we have ever faced. Future orders are being cancelled, and there is no fresh supply. Connoisseurs of Darjeeling may have to soon switch to other teas until the situation improves," Darjeeling Tea Association's principal advisor Sandeep Mukherjee told me.

The shutdown in the gardens couldn't have come at a worse time.

25

The harvesting season in Darjeeling extends to roughly a little over seven months - from March to October. It is also divided into four distinct seasons called "flushes".

The ongoing impasse came in the middle of the second - or summer flush - season which gives the tea a unique "muscatel" scent and accounts for half of the yearly crop and 40% of annual sales. The separatist agitation in Darjeeling has disrupted life in the region since the 1980s, but in the past the strikes usually happened during the lull between

30

seasons. Tea buyers are already feeling the crunch. In India, the tea is fast going off the shelves. Some supermarkets in Japan have said their stocks will run out by November if supplies don't resume. An importer in Germany says the tea runs the risk of becoming a "limited edition" beverage.

35

Even if the agitation is called off tomorrow and the workers return to the gardens, it will take more than a month to begin harvesting. The gardens have been idle for more than two months, and are full of weeds. Tea bushes have become "free growth plants", say owners. Workers have to clean and slash the bushes before they can begin plucking the leaves again.

40

Clearly, if the political impasse is resolved this month, the gardens of Darjeeling will be humming only next year - India is heading into a season of yearly festivals, marked by long holidays.

45

"For the moment, Darjeeling looks like becoming a limited edition tea all right," says Sanjay Lohia, who owns 13 gardens in the region. "But I'd just request the connoisseurs to bear with us, and we promise to be back with our very best quality soon". For the moment, tea drinkers may have to learn to live without their favourite brew.

Adapted from BBC News, August 5, 2017

CILVEB AGL

I- COMPRÉHENSION DE L'ÉCRIT (20 points)

Après une lecture attentive du texte, vous en ferez un compte rendu en **français** et vous ferez apparaître les idées essentielles en 220 mots (+/- 10%).
Indiquez précisément le nombre de mots.

II- EXPRESSION ÉCRITE (20 points)

Répondez en **anglais** aux deux questions suivantes. Indiquez précisément le nombre de mots.

1. **What kind of risks do companies have to face when they trade abroad?**
(150 mots, +/- 10%)

2. **Why do consumer habits change?** (150 mots, +/- 10%)

III- INTERACTION ÉCRITE (20 points)

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

Lettre en date du 14 novembre 2018

Expéditeur : Lauren Vitalio, Directrice des opérations chez Masterpeace Solutions, Vorstraat 48, 3512 Utrecht, Pays-Bas

Destinataire : Kenny Kendall, Directeur des ventes chez Zim Germany GmbH, Berliner Str. 101, 40880 Ratingen, Allemagne

Objet : Livraison de biens endommagés

Corps de la lettre :

- le 5 novembre votre entreprise a commandé deux palettes de chaises (référence #234752) pour votre nouvel immeuble de bureaux à Utrecht ;
- 4 chaises sont endommagées et le chauffeur n'a pas pu les reprendre car il ne rentrait pas directement au dépôt mais continuait ses livraisons à l'étranger ;
- vous demandez comment procéder pour faire remplacer les chaises endommagées ;
- vous attendez une réponse rapide de Zim Germany car vous avez déjà réglé la commande par virement bancaire ;
- vous joignez le connaissance.

Présentation et formules d'usage.