

ÉVALUATION SPÉCIFIQUE POUR L'ATTRIBUTION DE LA MENTION « SECTION EUROPÉENNE »

Baccalauréat professionnel « Logistique »

Session 2023

Épreuve orale

Durée de l'épreuve A et B : 20 minutes

Préparation : 20 minutes

A. Première partie : durée 10 min, préparation : 20 min

SUJET N°1 Document candidat

PLEASE, CHOOSE THE GOOD CARRIER TO ESTONIA!

Travail à faire

Role play :

You work as an operator in a national transport company situated in Leeds. This company is named TRANSLEEDS LTD. It is specializing in the transport of partial and full loads throughout the UK.

One of your most important customers, SHERWOOD LTD based in Leeds as well, has clinched a deal to Estonia. SHERWOOD asks you for a price to this destination even though your company does not deal with international transport (document 1).

Because you do not want to lose this big customer, you decide to take their goods into charge and subcontract.

Select the appropriate subcontractor (document 2) and call your managers to explain your choice.

You are expected to :

- Call your managers and introduce yourself.
- Analyse the different subcontractors, eliminate the inadequate ones. Choose a potential one.
- Adopt a professional attitude.

Enclosures :

DOCUMENT 1 : The email sent by the customer SHERWOOD to your transport company.

DOCUMENT 2 : The list of the potential subcontractors.

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DOCUMENT 1

The email sent by the customer SHERWOOD to your transport company.

From: richard.martin@sherwood.com

To: operativedept@transleeds.uk

Hello,

We have received good news! A potential Estonian customer from Tallinn has confirmed an order for 33 europallets of tools (screwdrivers and hammers). Our goods will be ready for shipment next week (from 4th June). Please take them into charge quickly!







Please give us your best transport charges for this new contract.

Sincerely,

Richard from Sherwood LTD

DOCUMENT 2

The list of the potential subcontractors.

Subcontractor and country of origin	Vehicle and semitrailer number plate	Transit time Leeds/Tallinn	Other information	Subcontractor price	Selling price for Sherwood
ALTUISIUS (Poland)		6 days	Capacity: 21 europallets	£1,800	£2,000
RUSTRASIT (Russia)	 H511EH51	7 days	A new transport company with little information about it.	£2,500	£2,700
DONOTRAN (France)	 DF 8975 KB	9 days	Transit via Paris	£2,300	£2,500
OSACARGO (Estonia)	 596 YHA	7 days	Next departure: third week of June.	£2,100	£2,300
WALTER (Austria)	 W JMF 2	7 days	Good experience in Baltic countries. Drivers speak Estonian, Russian.	£2,550	£2,700
MORTGAGE (Great Britain)	 BD51 SMR	8 days	Capacity: 32 europallets	£2,200	£2,400

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