

1<sup>ère</sup> session2<sup>ème</sup> semestre

U.F.R. DE LANGUES	Date :
Département : Anglais (LEA)	Mardi
Diplôme : Licence	10 mai
Niveau : L3	Heure :
U.E. : UEF LEA-61 : LV1	13h30
Intitulé de l'épreuve : Anglais Langue de spécialité	Salle :
Documents autorisés : Aucun	Beauj.
Durée : 3 heure (s)	Hall 2
Nom du professeur responsable : Marie-Françoise Narcy-Combes (3 groupes) Martine Stirling (1 groupe)	

L3 LEA Anglais Langue de spécialité  
Session 1

Respecter le nombre de mots indiqué. Les dépassements seront pénalisés.

## 1/ Reading

Read the text Cliff Hangar

## A/ Complete the table (3 points)

Companies involved		
CEOs		
New products name		
Price		
Clients		
Help from national government		

1/ What key international trade issue is at stake? (2 points)  
(25-30 words)

2/ Comment on the graph *Battle for the Sky* (3 points)  
(40-50 words)

3/ Business World (6 points)

1/4

Why can subsidies be a hindrance to Free Trade? What other trade barriers are used to protect national economies? What part can the WTO play? (100-150 words)

4/ Write a formal letter to reply to the following e-mail. The goods were sent CIF-Tunis. (6 points - 150-200 words)

To: Jamil@airnet.com  
Subject: Air conditioning

Dear Mr. Jamil,

I am writing with reference to a recent shipment of 16 M-113 air conditioning units which we received from your Istambul factory.

Unfortunately three of the units are not working properly. One of them may have been broken in transit as the packing case was badly dented, and I suggest you take this matter up with your insurers. The other two looked fine, but when we tested them, they sounded very noisy and the cooling systems seemed ineffective. I am therefore arranging for the three units to be returned to you immediately.

I would be grateful if you could send us three new units as soon as possible as the warm weather is approaching and we are expecting a strong demand for air conditioners in the next few weeks.

Fatima Hussein  
Purchasing Manager  
Tunis Cooling

Company involved	Inc. product name	Type	Class	Ship from national government

2/4

Why can subsidies be a hindrance to Free Trade? What other trade barriers are used to protect economies? What part can the WTO play? (10-15 answers)

spat threatens already tense U.S.-E.U. relations, and could hurt the huge aerospace industries—and their hundreds of thousands of employees—on either side of the Atlantic.

It's been a high-flying journey for Airbus, a company founded in 1970 as a government-backed consortium to forge a European answer to America's hegemony in civil aviation. Although the firm struggled during its first decade, funding from France, Germany, Spain and Britain helped keep it afloat—and still provides assistance today, though the company is flourishing. Airbus, which is owned by the Franco-German-based conglomerate European Aeronautic Defense & Space Co. and British-based BAE Systems, just finished an impressive second straight year of selling more planes than Boeing.

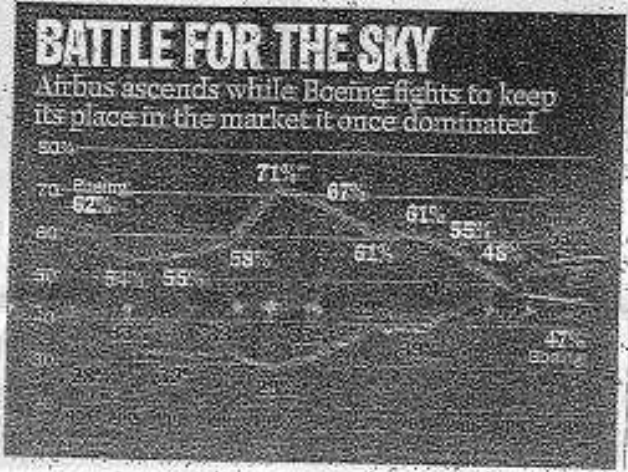
The A380 is Airbus' prized 21st century showpiece. The plane, which has a list price of \$285 million—though airlines rarely pay the published rate—has been ordered by major airlines around the world, including Air France, Emirates, Lufthansa, Qantas and Virgin. "The A380 is the most significant event in aviation in 40 years—since the introduction of the Boeing 747," says Stephen Forshaw, an executive at Singapore Airlines, which will be the first airline to fly the aircraft in the spring of 2006.

For Chicago-based Boeing, which has been designing planes since World War I, such songs of praise for Airbus have got to hurt. But the paeans to the A380 are also proof that Airbus can stand on its own financially. Boeing has seen its market share fall from 87% in 1999 to 47% in 2004. Much of that is due, says Boeing, to Airbus' unfair advantages—no- or low-risk loans that, Boeing claims, Airbus has received from European governments to the tune of some \$15 billion. It wants the loans to stop. "Airbus is all grown up," says Boeing's Stonecipher. "It is selling more planes than Boeing and says it is making better margins. This is about drawing a bright line: no more launch aid."

But what, exactly, constitutes state aid to private industry? In fiscal 2003 alone, the E.U. estimates, total U.S. government support for Boeing R. and D. was \$2.74 billion, representing 11.9% of its revenues. (Of course, Airbus' majority stakeholders, EADS and BAE Systems, both have significant military businesses, too.) The Europeans thus don't see subsidies going to zero. Says Forgeard: "We want a level playing field with a level of support that is acceptable to both sides."

The debate over subsidies is especial-

Italian carrier called Blue Panorama and Britain's First Choice Airlines. Explains a Boeing spokesman: "It is simply a matter of time before we get there." The company notes that Boeing's commercial airplane unit is still profitable.



ly heated because the aircraft business is so precarious. Launch costs for a new aircraft can be enormous, with little guarantee that the market will reward innovation. In December 2003, Boeing announced it would build the twin-engine, highly efficient 7E7—its first new airplane in a decade and its designated aircraft of the future. In contrast to the A380, which is designed to fly lots of people to big hub airports, the smaller (around 220 passengers) 7E7 aims to fly longer distances and to more cities. The company estimates its launch costs at a massive \$9 billion.

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