

LEARNING BY EAR 2009

Economics – 7th episode

SUCCEEDING IN THE BUSINESS WORLD

Series: “THE STORY OF TWO YOUNG PEOPLE, WHOSE SUCCESS STEMS FROM THEIR POCKET MONEY”

Author: Frédéric GAKPARA

Editors: Yann Durand and Sandrine Blanchard

Translator: Anne Thomas

SEVENTH EPISODE: "The first container"

Scene 1, AT THE WAREHOUSE

Characters: **Jane** (*John's twin sister.*)
Mr Ludovic (*32-year-old man, chief warehouse operator.*)
Mlle Ayawa (*28-year-old woman, decorator.*)
The workers (*Men and women employed by company.*)
Narrator

Scene 2, AT THE PORT

Characters: **Jane** (*John's twin sister.*)
John (*18-year-old boy, twin.*)

Security agent (44-year-old porter.)

1st customs officer (42-year-old man.)

Head customs officer (53-year-old man.)

Shipowner (38-year-old man, port agent.)

Narrator

Optional Voice: Dictionary voice for “The Little Dictionary”: male if narrator is female and vice-versa

NB: The “Little Dictionary” is an optional (LBE Plus) extra, which should be taken out if the manuscripts in your language is too long.

NB!!!: Please adapt the currency to your target zone or invent a currency if you want

Learning by Ear Soundtrack

Intro

NARRATOR: Hello Learning by Ear friends, and welcome to this Deutsche Welle series about the subject of economics. It tells “THE STORY OF TWO YOUNG PEOPLE, WHOSE SUCCESS STEMS FROM THEIR POCKET MONEY”. Two months have passed since John and Jane got their loan. Everything is ready for the first “Appetizers of the Tropics” cargo to be exported by sea. In a rented warehouse, twenty-three employees are busying themselves around Jane. This seventh episode is called **"The first container"**.

Scene 1, AT THE WAREHOUSE

JANE, MR LUDOVIC, MISS AYAWA, THE WORKERS...

ATMO: *Sounds of machines at the bag factory, sounds of plastic and glass bottles being put into boxes. Boxes being taped up. Workers talking to each other, giving each other instructions, laughing etc.*

- Jane:** Attention please! This day is going to be very short for us. So please concentrate! We have to have finished by 11 o'clock. The lorry won't wait for us. We need to be on the road to the port by 12. Mr. John will have finished all the paperwork by then and will be waiting for us. We're loading at 2 p.m. Do you understand?

2. **Workers:** Yes, Miss Jane!
3. **Jane:** Mr. Ludovic?
4. **Mr Ludovic:** Yes, Miss Jane?
5. **Jane:** (*Aside*)
Make sure there is protective card wedged between the bottles before the boxes are shut. We can't allow any breakages, or losses. And please get your colleagues to hurry up a bit. I don't want us to get behind.
6. **Mr Ludovic:** We'll do everything we can, Miss Jane. Don't worry, everything will be fine.
7. **Jane:** I hope so. Miss Ayawa?
8. **Mlle Ayawa:** Yes, Miss Jane. I'm here.
9. **Jane:** I've noticed that the labels made by the printer and your design are different. You got it right last time but you'll have to send this batch back, please!
10. **ATMO:** *Jane's mobile phone rings. She answers.*

- 11. Jane:** Yes, hello John? Hang on a second please!
(to Miss Ayawa)
Don't forget that by the time our appetizers land on the supermarket shelves of Europe, they'll be celebrating the end of the year. Please be creative and hurry! You can go now!
(to John)
No, not you! I was talking to Miss Ayawa...
No, everything's OK. Just a few comments about the design. How are things going at your end? He wants how much? Well, we don't have much choice anyway. It's a rat race as Dad keeps telling us! We'll get our claws out soon enough! The lorry is coming at 11 o'clock. We're going as fast as we can. I think we'll be on time. See you soon....

- 12. ATMO:** *The factory sounds fade. Music marks the passing time...*

NARRATOR: Towards the end of the morning, the lorry arrives at the port loaded with boxes of salted groundnuts, sweet groundnuts, grilled groundnuts, roasted groundnut flour, mahogany butter, grated coconut and other such snacks. John is waiting with the documents he got that morning.

Scene 2, AT THE PORT

JOHN, JANE, SECURITY AGENT, 1st CUSTOM'S OFFICER, HEAD
CUSTOM'S OFFICER, SHIPOWNER

13. **ATMO:** *Sound of lorry stopping with engine still running. Jane climbs out. We hear the door open and close. The port is very busy. Workers, dockers, shopkeepers and people going to and fro.*
14. **Jane:** All set?
15. **John:** Yep, I've got all the papers.
16. **Jane:** *(To the security agent)*
Hello, Sir!
17. **Security agent:** Hello, Miss!
18. **John:** *(To the security agent)*
This is the vehicle...
19. **Security agent:** Hm!
(To his colleague)
Friend, you have to open it!
20. **ATMO:** *The barrier opens with a big squeak. The lorry moves forward and stops in front of the*

customs. The engine cuts. John and Jane walk to the lorry.

21. 1st custom's officer:

Friend, is this your merchandise?

22. John:

Yes, Chief!

23. 1st custom's officer:

Phew! It's a lot, isn't it? Technically, we're supposed to open everything so we can check it.

(He walks around the vehicle)

24. John:

Really?

25. 1st custom's officer:

Yes... but if you're in a hurry, you can go and see the boss and talk to him about it.

26. Jane:

(Whispering to John)

John, he just wants us to pay more!

27. John:

I've understood his game. They're all corrupt!

28. Jane:

If we don't give them anything, they'll undo all the boxes. After we took so much effort to make sure each box was sealed...

- 29. 1st custom's officer:**
So, my friend, what shall we do? Should we unload everything?
- 30. John:** Where's the boss?
- 31. 1st custom's officer:**
I'll lead you to him! He's not very complicated. Your papers are fine. You just have to explain to him it's just groundnut and that's all....
- 32. ATMO:** *The boss arrives. The custom's officer stands to attention*
- 33. 1st custom's officer:**
Boss, this is the groundnut man. That's his lorry there.
- 34. Chief custom's officer:**
It's all in order, right?
- 35. 1st custom's officer:**
Yes, boss, but the boxes are all ready sealed.
- 36. Chief custom's officer:**
How many boxes are there?

37. Jane: We've got two hundred.

38. Chief custom's officer:

Well, that's a hundred francs per box so you'll have to pay twenty thousand.

NARRATOR: Yes, you heard right! The custom's officers asked our two young business people for a bribe. But they threw a spanner in the plans of those corrupt vultures. Since our two youngsters had nothing to hide, they made the officers re-open all the boxes. This way they lost a lot of precious time. But still better than making common cause with those criminals, isn't it?

ATMO: Boxes being opened

39. John: But Boss, I don't have any more money. How about ten thousand?

40. Chief custom's officer:

Well, then we'll have to open the other hundred boxes.

41. Jane: Excuse me, Boss, but there will be other occasions. At the moment we're actually losing money in this whole business. We'll come back. Please??

42. Chief custom's officer:

Is this your brother?

43. Jane:

Yes, Boss! He's my brother.

44. Chief custom's officer:

Hand over the ten thousand!

45. John:

(He looks for it)

Here you are!

46. Jane:

Thanks, Boss!

47. ATMO:

We hear their steps going back to the lorry.

48. Chief custom's officer:

(To Jane)

Miss, you should come back and see us
more often!

49. Jane:

Yes, Boss!

50. John:

(To himself)

You wish, you corrupt vultures!

51. Jane:

You're right, John, I don't really like it either
but it makes more sense to talk and be
friends rather than have to pay next time. He

could have made us pay twenty thousand back there.

52. John: Yes, but these expenses weren't planned for and we could end up in debt.

53. ATMO: *They get into the lorry which makes its way to the quay.*

54. Jane: You could have found out about this and told us to come here earlier so that we could seal the boxes after they had been checked.

55. John: They've already made me pay for the export declaration, the port fees, the handling company and then I had to pay the ship owners for the maritime shipping. And it's not over. We still have to pay for the loading and the transport once they've weighed the boxes.

56. Jane: What matters is that the cargo arrives safely in port. Each problem teaches us something.

57. John: We can park here, driver! The ship owner's office is just there.

- 58. ATMO:** *The car stops and the engine cuts. Sound of the door. John goes to towards the office, followed by Jane.*
- 59. Shipowner:** *(From a distance)*
We're waiting for you, Mr John!
- 60. John:** Yes, we've finished. The cargo is in the lorry.
- 61. Shipowner:** *(Coming towards the lorry, calling from a distance...)*
Abass! Get the others so we can unload the lorry.
- 62. John:** Is the ship leaving later on today?
- 63. Shipowner:** The checking has already started! You know, docking in this port is becoming more and more expensive. As soon as everything necessary is done, we will lift anchor so that we don't have to pay for an extra day.
- 64. Jane:** How long will it take the ship to arrive in Hamburg?
- 65. Shipowner:** About twenty-five days. Is this your sister, Mr John?

66. **John:** Yes.
67. **Shipowner:** She's beautiful, isn't she?
68. **John:** Thank you!
69. **Shipowner:** (*To the dockers*)
Load the boxes directly into the container.
(*To John*)
We'll weigh them now to see how much the transport will cost.
70. **John:** (*To the ship owner*)
I hope you're not going to be too harsh, Sir!
71. **Shipowner:** It will all be fine, Mr John! Don't worry! Follow me!
72. **ATMO:** *John and the ship owner's steps towards the office. Jane hums a sad song. John runs towards Jane who is crying.*
73. **John:** What's wrong, Jane? Everything is in order. Our merchandise is already on board!
74. **Jane:** (*crying*)
No, it's not that. It's nothing. I just wonder

how much we are going to have to sacrifice to succeed in the end.

NARRATOR: It's been a tough ride getting the first container to sea. But victory without peril amounts to triumph without glory. Jane and her brother have encountered many stumbling blocks but they made it in the end. They have triumphed gloriously! But Jane's tears are a sign of the stress that had built up over the months.

And now it's time for our "Little Dictionary" where we find out the meaning of some of the more complicated economic terms that are relevant to this episode.

Jingle "The little dictionary"

PRODUCTION OPTION:

Each LbE language can change the dictionary voice as it sees fit (using cartoon voices, echoes etc...) or let the narrator voice the key words (bold and underlined).

75. DICTIONARY VOICE:

John and Jane have managed to send their first container of groundnuts to Europe. A country's **export activities** are crucial. Thanks to profits made on the international market, companies can reinvest in their business and even diversify their activities, as well as consolidate jobs. If an original product does well as an export, it can help its country

of origin. Not only through the **economic spin-offs** from taxes but also because of improved **brand image**. In Germany, for instance, the car industry is one of the jewels of the national economy. German cars are famous all over the world and have helped shape the idea that German products are of a high quality. To export products, companies have to pay **customs duties** to the importing states. Some southern countries criticize the customs duties imposed by northern countries, saying that they prevent them from exporting under advantageous conditions.

76. Closing soundtrack to be left running after the outro and brought up

NARRATOR: What will happen next in John and Jane's fascinating story? To find out more, don't forget to tune in to the next episode. And remember, you can listen to this episode again or tell us what you think about this series by visiting our website at:
d w dash world dot de slash l b e
Bye for now and please don't forget to tune in next time!

Music up

END