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TRANSPORT MANAGEMENT

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Учебное пособие «Transport Management» (Управление на транспорте)» по развитию иноязычной компетенции (английский язык) предназначено для студентов 2 курсов, обучающихся по направлению подготовки бакалавров «Технология транспортных процессов» (190700.62)(280700). Пособие охватывает профессиональную сферу общения и включает в себя комплекс специализированных текстов с обучающими и контролирующим и упражнениями. В каждой теме имеются упражнения как для развития устной речи, практики перевода, так и развития навыков использования основных грамматических форм и конструкций. При составлении упражнений использовалась современная англоязычная литература, периодические издания, а также интернет-источники.

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СТРУКТУРА ПОСОБИЯ

Пособие составлено в соответствии с программными требованиями ФГОС ВО и учебным планом по разделу дисциплины «Английский язык для специальных целей» в Тверском государственном техническом университете.

Задачами данного пособия является формирование умения самостоятельно читать литературу по избранной специальности с целью извлечения информации из иноязычных источников, а также накопление словарного запаса, необходимого для чтения специализированных текстов и осуществления коммуникации на профессиональные и бытовые темы.

Состоит из двух частей. Первая часть включает 5 разделов и строится по тематическому принципу. Тематические разделы включают: вокабуляр с транскрипцией, предтекстовые упражнения, вводно-описательные тексты, систему упражнений к основным текстам, дополнительные тексты на закрепление основного тематического материала с выходом в монологическое высказывание по теме «Мой родной город», «Известный ученый», «Моя будущая профессия» и диалогическим высказываниям по различным профессиональным темам.

В вокабуляр включены слова с транскрипцией. Упражнения нацелены на предтекстовую и послетекстовую подготовку. Основная цель упражнений – закрепление лексики базовых разделов, проверка понимания прочитанного, развитие навыков аннотирования, закрепление грамматического материала, пройденного на ранних этапах. Составление аннотаций текстов является важнейшим этапом использования активной тематической лексики для развития навыков устной речи. Грамматические задания нацелены на тренировку, закрепление и усвоение грамматических конструкций, с которыми чаще всего приходится сталкиваться при переводе текстов по специальности.

Кроме того, пособие содержит примеры составления деловых писем, резюме и примерный план собеседования – интервью при приеме на работу.

Вторая часть содержит дополнительные тексты по специальности для индивидуального чтения.

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UNIT I. TRANSPORT

Vocabulary

movement	['mu:vmənt]	перемещение
location	[ləu'keɪʃ(ə)n]	местоположение
vehicle	[ˈvi:ɪkl]	транспортное средство
fixed installation	[fɪkst] [ˌɪnstə'leɪʃ(ə)n]	стационарное оборудование
pipeline	['paɪpləɪn]	канал
terminal	['tɜ:mɪn(ə)l]	конечный пункт;
warehouse	['weəhaus]	товарный склад; пакгауз
trucking terminal	['trʌkɪŋ] ['tɜ:mɪn(ə)l]	стоянка грузовиков
cargo	[ˈka:gəʊ]	груз
helicopter	['helɪkɒptə]	вертолет
aircraft	['eəkra:ft]	самолёт
mode	[məʊd]	вид (транспорта)
scheduled service	['ʃedju:ld] ['sɜ:vɪs]	обслуживание по расписанию
freight	[freɪt]	перевозка грузов
bulk transport	[bʌlk] [trʌŋ'spɔ:t]	транспорт для перевозки насыпного груза
to subsidize	['sʌbsaɪz]	финансировать.
traffic flow	['trʌfɪk] [fləʊ]	транспортный поток
to restrain	[rɪ'streɪn]	сдерживать
urban sprawl	['ə:b(ə)n] [sprɔ:l]	разрастание города
ad hoc	[ˌæd'hɒk]	специальный
daily commuting	['deɪlɪ] [kə'mju:tɪŋ]	ежедневные поездки из пригорода на работу
propulsion	[prə'pʌlʃ(ə)n]	движущая сила
multinational	[ˌmʌltɪ'nʃ(ə)n(ə)l]	многонациональный
concern	[kən'sɜ:n]	проблема, вопрос
to handle	['hændl]	управлять
short-haul	['ʃɔ:thɔ:l]	небольшое расстояние
to supplement	['sʌplɪmənt]	дополнять
pollution	[pə'lu:ʃ(ə)n]	загрязнение
to involve	[ɪn'vɒlv]	касаться
capability	[ˌkeɪpə'bɪlətɪ]	способность
to impose	[ɪm'pəʊz]	облагать налогом
purchase	['pɜ:ʃəs]	покупка
to depart	[dɪ'pɑ:t]	отправляться
to interchange	[ˌɪntə'ʃeɪndʒ]	обмениваться
impracticable	[ɪm'præktɪkəbl]	невыполнимый

to enforce

[ɪn'fɔ:s], [en-]

усиливать

Pre-text Exercises

Ex.1. *Read the words, paying attention to the pronunciation of – the letter “a” and its combinations:*

transport, location, air, road, water, cable, installation, warehouse, canal, passenger, cargo, sprawl, urban, restrain, human, walking, reason, enhance, automobile, coach, animal, brand, ban, brake, manufacture, start, water, name.

– *the letter “i”:*

pipeline, air, rail, field, divide, vehicle, consist, automobile, bicycle, financing, important, provide, service, private, swimming, difficult, environment, animal, require, containerization, subsidize, fixed, finish, official, designer, life, contain.

– *the letter “c” and its combinations:*

include, cable, space, consist, necessary, infrastructure, vehicles, truck, dock, location, interchange, cargo, bicycle, helicopter, aircraft, country, service, public, directly, endurance, connect, purchase, coach.

– *the letter “o” and its combinations:*

Movement, people, goods, one, mode, road, warehouse, dock, network.

Ex.2. *Give the meaning of the words in italic paying attention to the suffixes:*

To work – *worker*; to produce – *producer*; noble – *nobility*; design – *designer*; change – *unchangeable*; expensive – *inexpensive*; possible – *impossible*; to reflect – *reflection*.

Ex. 3. *Read the international words and guess their meanings:*

Transport, canal, terminal, airport, depot, automobile, operation, procedure, industry, policy, public, private, operators, service, containerization, subsidize, multimodal, technology, physical, region, industrial revolution, passenger.

Ex. 4. *Identify what parts of speech the following words belong to:*

Movement, location, necessary, passenger, procedure, ownership, public, important, pollution, heavily, urban, essential, available, directly, endurance, maintenance, taxation, independent.

Ex. 5. *Form as many as possible nouns or adjectives using the suffixes –or/-er, -tion, and translate them:*

Transport, install, provide, operate, industry, ax, ride, advance, produce.

Text A. Transport

Transport or transportation is the movement of people and goods from one location to another. Modes of transport include air, rail, road, water, cable, pipeline, and space. The field can be divided into infrastructure, vehicles, and operations.

Transport infrastructure consists of the fixed installations necessary for transport, and may be roads, railways, airways, waterways, canals and pipelines, and terminals such as airports, railway stations, bus stations, warehouses, trucking terminals, refueling depots (including fueling docks and fuel stations), and seaports. Terminals may be used both for interchange of passengers and cargo and for maintenance.

Vehicles travelling on these networks may include automobiles, bicycles, buses, trains, trucks, people, helicopters, and aircraft. Operations deal with the way the vehicles are operated, and the procedures set for this purpose including financing, legalities and policies. In the transport industry, operations and ownership of the infrastructure can be either public or private, depending on the country and the mode.

Passenger transport may be public, where operators provide scheduled services, or private. Freight transport has become focused on containerization, although bulk transport is used for large volumes of durable items. Transport plays an important part in the economic growth and globalization, but most types cause air pollution and use large amounts of land.

While it is heavily subsidized by governments, good planning of transport is essential to make traffic flow, and restrain urban sprawl.

A mode of transport is a solution that makes use of a particular type of vehicle, infrastructure and operation. The transport of a person or of cargo may involve one mode or several modes, with the latter case being called intermodal or multimodal transport. Each mode has its advantages and disadvantages, and will be chosen for a trip on the basis of cost, capability, route, and speed.

Ex. 1. *Answer the questions on the text:*

1. What is transport?
2. What do modes of transport include?
3. What can the field be divided into?
4. What does the transport infrastructure consist of?
5. What vehicles may travel on these networks?
6. What do operations deal with?
7. What does ownership of infrastructure depend on?
8. What transport is considered to be public?
9. What has freight transport become focused on?
10. Why does transport play an important part in the economic growth and globalization?

11. What solution makes use of a particular type of vehicle?
12. What modes may the transport of a person or of cargo involve?

Ex. 2. *Match English and Russian equivalents:*

- a) Transport, goods, infrastructure, cargo, aircraft, warehouse, terminal, vehicle, trucking, terminal, mode, bulk transport, air pollution, traffic flow, urban sprawl.
- b) Передвижение, перемещение, транспортное средство, конечная станция, товары, авиация, товарный склад, пакгауз, стоянка, стоянка грузовиков, мотоцикл, речная навигация, вид транспорта, загрязнение воздуха, грузовик, пассажир, груз, перевозка грузов, регулярная транспортная линия, поток перевозок, разрастание города, пригород, транспорт для перевозки насыпного или наливного груза.

Ex. 3. *Choose the appropriate variant:*

1. Transport or transportation is the movement of people and goods from one ... to another.
a) terminal b) place c) country d) location
2. ... of transport include air, rail, road, water, cable, pipeline, and space.
a) modes b) infrastructure c) field d) operation
3. Terminals may be used both for interchange of passengers and ... and for maintenance.
a) goods b) freight c) cargo d) riders
4. Vehicles travelling on the ... may include automobiles, bicycles, buses, trains, trucks, people, helicopters, and aircraft.
a) roads b) networks c) highways d) routes
5. Transport infrastructure consists of the ... necessary for transport.
a) procedure b) circle operations c) fixed installations d) scheduled service
6. ... transport has become focused on containerization.
a) heavy b) wheeled c) bulk d) freight
7. Transport is heavily ... by governments.
a) controlled b) subsidized c) supported d) financed
8. A mode of transport is a ... that makes use of a particular type of vehicle, infrastructure and operation.
a) choice b) solution c) decision d) alternative
9. The transport of a person or of a cargo may involve one mode or several modes, with the latter case being called intermodal or ... transport.
a) comprehensive b) multimodal c) international d) multilevel
10. Each mode of transport has its advantages and ... , and will be chosen for a trip on the basis of cost, capability, route, and speed.
a) benefits b) lacks c) disadvantages d) shortages

Ex. 4. *Read the text again and say if the sentences below are true, false or there is no information of this fact in the text:*

1. Transport or transportation is the movement of people and goods from one location to another.
2. Modes of transport include roads, railways, airways, waterways, canals and pipelines, and terminals.
3. Passenger transport may be public, where operators provide scheduled services, or governmental ones.
4. Transport plays an important part in economic growth and globalization.
5. Passenger transport is used for large volumes of durable items.
6. The transport of a person or of a cargo may involve one mode or several modes.
7. Each mode has only advantages and no disadvantages.
8. Each mode of transport will be chosen for a trip on the basis of the cost, the capability, the route, and the speed.

Text B. What is Transportation Industry?

1. The transportation industry is a global industry that meets the needs for moving a cargo, passengers, and information as efficiently as possible. Ground, sea, air, and space are all used by the transportation industry to get things where they need to go. Numerous multinational companies play some role in this industry, whether they maintain the infrastructure, build the equipment, or supply the personnel. This industry is usually in a steady state of growth except the situation with very poor economic conditions.

2. In terms of a cargo, the transportation industry handles a variety of goods and supplies numerous services to consumers and customers.

Cargo can be carried by ship, plane, pipeline, or truck, and in the case of small orders may be split for carrying by car and other smaller conveyances. Concerns with cargo transportation include the ability to secure supplies, deliver loads accurately, and cut down on transport time. Fees for cargo transport, storage, and delivery can vary. Some products need more protection and careful handling and are thus more expensive.

3. Passengers move on buses, aircraft, boats, and smaller vehicles like cars. The passenger transportation industry includes a number of commercial airlines, train companies, and bus services as well as the companies that service them.

Manufacturers of products for the transport industry work to supply the necessary equipment, while people like information technology professionals develop the infrastructure to support it. Airlines, for example, rely heavily on automated real-time systems to update bookings and manage flights.

Ex. 1. *Which part of the text does the following information correspond to?*

1. Some commercial airlines are included into the passenger transportation industry.
2. Cargo is carried by different means of transport.
3. The transportation industry deals with moving cargo, passengers, and information.
4. The transportation industry grows and develops steadily.
5. Passengers move on buses, aircraft, boats, and smaller vehicles like cars.
6. The transportation industry handles a variety of goods.
7. Fees for cargo transport, storage, and delivery can vary.
8. Some products need more protection and careful handling
9. Concerns with cargo transportation include a number of commercial airlines, train companies, and bus services.

Ex. 2. *Replace the words in italics by their synonyms:*

1. The transportation industry is a global industry that meets *the needs* for moving *cargo*, passengers, and information as efficiently as possible.
2. *Numerous multinational companies* play some role in the transportation industry.
3. In terms of cargo, the transportation industry *handles* a variety of *goods* and *supplies* numerous services to consumers and customers.
4. Concerns with cargo transportation include the ability to *secure* supplies, deliver loads accurately, and *cut down* transport time.
5. *Fees* for cargo *transport*, storage, and delivery can *vary*.
6. Passengers move on buses, *aircraft*, *boats*, and smaller *vehicles* like cars.
7. The passenger transportation industry *includes a number* of commercial airlines, train companies, and bus services as well as the companies that *service* them.
8. Manufacturers of *products* for the transport industry work to *supply* the necessary *equipment*.

Ex. 3. *Change the sentences using the words in brackets:*

1. The transportation industry is a global industry that meets the needs for moving cargo, passengers, and information as efficiently as possible (transporting, in the most efficient way).
2. Passengers move on buses, aircraft, boats, and smaller vehicles like cars (to be carried).
3. The transportation industry handles a variety of goods and supplies numerous services to consumers and customers (provide).
4. Concerns with cargo transportation include the ability to secure supplies, deliver loads accurately, and cut down transport time (issues, deliveries).
5. Fees for cargo transport, storage, and delivery can vary (expenditures).
6. Fees for cargo transport, storage, and delivery can vary (be different).

7. Some products need more protection and careful handling and thus are more expensive (require).
8. Some products need more protection and careful handling and thus are more expensive (costly).

Text C. Passenger Transport

Passenger transport, or travel, is divided into public and private transport. Public transport is scheduled services on fixed routes, while private transport is vehicles that provide ad hoc services at the riders desire. The latter offers better flexibility, but has lower capacity, and a higher environmental impact. Travel may be as part of daily commuting, for business, leisure or migration.

Short-haul transport is dominated by the automobile and mass transit. The latter consists of buses in rural and small cities, supplemented with commuter rail, trams and rapid transit in larger cities. Long-haul transport involves the use of the automobiles, trains, coaches and aircraft, the last of which have become predominantly used for the longest, including intercontinental travel.

Intermodal passenger transport is where a journey is performed through the use of several modes of transport; since all human transport normally starts and ends with walking, all passenger transport can be considered intermodal. Public transport may also involve the intermediate change of a vehicle, within or across modes, at a transport hub, such as a bus or a railway station.

Taxis and buses can be found on both ends of the public transport spectrum, whereas buses remain the cheaper mode of transport but are not necessarily flexible, and taxis being very flexible but more expensive. The demand responsive transport offering flexibility whilst remaining affordable is in the middle.

Ex. 1. *Complete the sentences:*

1. Passenger transport is divided into
2. Public transport is scheduled services on
3. Private transport is vehicles that provide
4. Travel may be a part of daily commuting, for
5. Short-haul transport is dominated by
6. Long-haul transport involves the use of
7. All passenger transport can be considered
8. Public transport may also involve the intermediate change of
9. Taxis and Buses can be found on both ends of
10. Buses remain the cheaper mode of
11. Intermodal passenger transport is where a journey is performed through

Ex. 2. *Read the text again and say if the sentences below are true, false or there is no information of this fact in the text:*

1. Passenger transport or travel is divided into public and private transport.
2. Private transport is scheduled service on fixed routes.
3. Private transport offers better flexibility but has lower capacity and a higher environmental impact.
4. Vehicles are most commonly staffed by a driver.
5. Short-haul transport is dominated by the automobiles and mass transit.
6. Long-haul transport involves the use of the motorbikes and scooters.
7. Simple vehicles, such as automobiles, bicycles or simple aircraft, may have one of the passengers as a driver.
8. Cargo can be carried by ship, plane, pipeline, or truck.
9. Public transport may also involve the intermediate change of vehicle, within or across modes.
10. Buses are very flexible and expensive.

Ex. 3. *Explain the following differences between:*

- the public and private transport
- the automobile and mass transit
- the short-haul and long-haul transport
- the buses and taxis

Ex.4. *Make a short summary of the text . Use any of the following phrases:*

1. The subject of the text is
2. The author of the text says that
3. He points out that
4. Next the author emphasizes the idea that
5. The author goes on saying that
6. The text ends with
7. The author concludes that

Text D. Vehicles

A vehicle is any non-living device that is used to move people and goods. Unlike the infrastructure, the vehicle moves along with the cargo and rides.

Unless being pulled by a cable or muscle-power, the vehicle must provide its own propulsion; this is most commonly done through a steam engine, a combustion engine, an electric motor, a jet engine or a rocket, though other means of propulsion also exist. Vehicles also need a system of converting the energy into movement; this is most commonly done through wheels, propellers and pressure.

Vehicles are most commonly staffed by a driver. However, some systems, such as people movers and some rapid transits, are fully automated. For passenger transport the vehicle must have a compartment for the passenger. Simple vehicles, such as automobiles, bicycles or simple aircraft, may have one of the passengers as a driver.

Ex. 1. *Answer the questions on the text:*

1. What is a vehicle commonly propelled with?
2. What is a vehicle?
3. Who commonly operates a vehicle?
4. Does the vehicle move along with the cargo and riders?
5. What systems are fully automated?
6. What vehicles may have one of the passengers as a driver?
7. Must the vehicle have a compartment for the passengers?
8. The vehicle must provide its own propulsion?
9. What system do vehicles need?

Ex. 2. *Match the words with similar meanings:*

- | | |
|----------------|---------------------|
| 1. device | a) things |
| 2. to move | b) freight |
| 3. goods | c) to haul |
| 4. cargo | d) to turn into |
| 5. rider | e) carrier |
| 6. to pull | f) motor |
| 7. engine | g) passenger |
| 8. vehicle | h) appliance |
| 9. propulsion | i) to carry |
| 10. to convert | j) movement forward |

Ex. 3. *Replace the words in italics by their synonyms:*

1. A *vehicle* is any non-living *device* that is used to move people and goods.
2. Unless being *pulled* by a cable or muscle-power, the vehicle must provide its own propulsion.
3. Propulsion is most commonly *done* through a steam engine, a combustion engine, an electric *motor*, a jet engine or a rocket, though other means of propulsion also exist.
4. Vehicles are most commonly *staffed* by a driver.
5. For passenger transport, the vehicle must have a *compartment* for the passengers.
6. Vehicles also need a system of *converting* the energy into movement.
7. Some systems, such as people *movers* and some rapid transits, are *fully* automated.

Text E. The Town of Tver and its Transport System

The town of Tver stands on the great Russian river Volga. Tver is one of the oldest Russian towns. It is 12 years older than Moscow. Tver was founded in 1135. It played a great role in the early history of our country. In 1755 Tver became the principle town of the Tver province.

In the XVIIIth century Catherine the Great sent a group of architects headed by P.R. Nikitin to restore the town after two great fires. The best architects of Russia A.V. Kvasov and M. F. Kasakov worked up the town development plan.

Many famous Russian poets and writers came to Tver many times. Some of them lived or stayed here for a long time: A.S. Pushkin, M. Y. Saltykov-Shchedrin, I. A. Krylov, L. N. Tolstoy, I. I. Lazhechnikov. Monuments to all these people were erected in our town.

On the left bank of the Volga River we can also see the monument to the Tver merchant Afanasy Nikitin who was the first to visit India.

In the second part of the 19th century Tver became a large industrial town. Here appeared large textile mills, a steam mill, a timber mill and a railway carriage building plant. Now Tver is a big industrial centre. Its population is about 500 000.

There are many large enterprises of engineering, metal working, textile, chemical, polygraphical and other industries: a printing combine which publishes text-books and magazines, a larger combine of children books, an excavator works, an artificial fibre combine and an artificial leather combine.

Now it is also a big cultural centre of our country. Its Drama Theatre, Philharmonic Society, Children's Theatre were built in the town more than 50 years ago. Tver has many cinemas, clubs, palaces of culture, a television centre and many libraries. The Gorky Regional Library founded one hundred and fifty years ago is housed in a new building now. It has over 600,000 books.

With the growth of the town the city transport began to play a very important role. For a city or town, city transport is always a big problem. Though there are a lot of private automobiles, many people still use public transport. Tver public transport includes an extensive bus, trolley and route taxi service and taxi cabs.

In rush hours passengers in big cities prefer to take subway, but the town of Tver doesn't have any. Subway could essentially speed up the transportation within the town because of it being independent on the traffic density and the jams occurring during the rush hours.

The town of Tver has an extensive bus service operating on many routes across the town. Unfortunately it doesn't use a transit basis. Abroad a passenger entering the bus is given a transfer (a slip of paper on which the time and the

route of the trip are printed). Any passenger with the transfer may get on another bus (may make a change) at a transfer point on the chosen route and continue the ride without any additional pay. Our passengers changing the bus have to pay the fees once more.

The country around Tver is very picturesque. The town of Tver grows and becomes more beautiful from year to year. Its old history, advantageous geographical location between the two Russian capitals, rich nature, developed industry, intellectual, scientific and cultural potential are sure to attract tourists to the Tver Region.

Ex. 1. *Answer the questions on the text:*

1. Where does Tver stand?
2. When was Tver founded?
3. Is Tver older than Moscow?
4. When did Tver become the principle town of the Tver Province?
5. Who was the centre of the city designed by?
6. What buildings were built by these architects?
7. What famous people lived and worked in Tver?
8. In what way were they immortalized?
9. Is Tver a large industrial centre now?
10. What large Tver enterprises do you know?
11. What is the largest library in Tver?
12. Why did the city transport begin to play a very important role?
13. What problem does the city transport cause?
14. What means of transport does Tver public transport include?
15. What transport service independent on the traffic density is not presented in our town?
16. What comfortable transport fee system does Tver public transport miss?
17. What is a transit based system?
18. What is the disadvantage of the transport fee system used in our country?
19. How many higher schools are there in Tver?
20. Why is our town so attractive for tourists?

Ex. 2. *Translate into English:*

1. Тверь – один из старейших русских городов.
2. Он расположен на Волге.
3. Город Тверь на 12 лет старше Москвы.
4. В Твери много современных предприятий.
5. В городе живет около 500 тысяч человек.
6. Тверь растет и становится краше с каждым годом.
7. Полиграфический комбинат выпускает сотни учебников и журналов.
8. Памятник Афанасию Никитину находится на берегу Волги.
9. С ростом города транспорт стал играть очень важную роль.

Ex. 3. *Insert necessary verbs in the appropriate form:*

1. Tver... in the 12th century.
2. The centre of the town ... by Kasakov and Nikitin.
3. This centre ... to our days.
4. A monument to Krylov ... in our town.
5. The Gorky Library ... in a big building.
6. The town ... by forests.
7. Many famous Russian poets and writers ... in Tver.
8. Tver ... a big cultural centre of our country.
9. The town of Tver has an extensive ... service.

(To design, to surround, to found, bus, to preserve, to house, to live, to erect, to be.)

Speaking Exercises

Ex 1. *Read the following dialogues, learn them by heart and act:*

1. A Car for Sale

- A: Hello.
B: Hello. I'm calling about the car for sale.
A: Yes, what would you like to know?
B: Well, what kind is it?
A: It's a Ford Granada.
B: How old is it?
A: We've had it for 2 years.
B: Was it new when you bought it?
A: Yes.
B: How much do you want for your Ford?
A: Three thousand pounds.
B: Well... I think I'd like to see it.
A: Please come and see.
B: Will you give me your address please?
A: Oh yes, it's 14 Eastglade Street.
B: Thank you. See you tomorrow. Goodbye!
A: Goodbye.

2. Buying a Car

- A: Good morning.
B: Good morning, sir. May I help you?
A: I want to buy a new car.
B: Do you have anything special in mind?
A: It shouldn't be either an expensive car or a big one.

B: I see. What about a Honda? It's a good and rather inexpensive car.

A: How much is it?

B: 6900 dollars.

A: May I see it?

B: It's right this way. It's a very popular model.

A: Yes, dark blue is my favourite color. What special features does the car have?

B: It has air conditioning, leather seat covers, and a radio.

A: Is it economical to run?

B: Absolutely. It uses lighter material in the body, and it has a new type of carburetor. Therefore your gas consumption will be cut down. Will you take a test drive to see how the car runs?

A: Okay.

(Several minutes later)

A: I like the car. It's comfortable.

Ex. 2. *Make your own dialogues on the following situation based on the dialogues given above:*

- the customer wants to buy a new big expensive and prestigious car
- the car price doesn't matter (the customer is ready to pay for high quality and reliability)
- a trade-in is impossible for this model

Communication Move

Choose the most suitable variant:

Car dealer: "Good morning, sir. May I help you?"

Customer: "I want to buy a new car."

- a) Oh, I don't think it's a good idea.
- b) Do you have anything special in mind?
- c) What about a plane?
- d) Congratulations!

English-speaking Countries (culture, traditions, and history)

Fill in the blanks:

The United Kingdom is made up of

- a) England and Ireland
- b) England, Scotland and Ireland
- c) England, Scotland, Wales and Ireland
- d) England, Scotland, Wales and Northern Ireland

The national symbol of England is:

- a) a rose
- b) a thistle
- c) a daffodil

d) a maple leaf

Grammar Exercises

Ex. 1. *Read the text and fill in the blanks with the right variants from the given below:*

One day Mr. Speedy (1)... a car. He had had a car for bicycle for a few years but he (2)... something faster and more powerful. "What I need is a sports car," he said to himself. So he (3)... his bicycle and rode to his town. He walked into a car shop and said, "I want a car". The shop-owner asked him what kind of car and what colour he (4)... . "It (5)... be fast and I want it in yellow," said Mr. Speedy. "That (6)... be 99 pounds and 99 pence," said the shop-owner. "Very well," said Mr. Speedy. "Only I (7)... my purse home." "Very well, then you (8)... to live your bicycle here . When (9)... the money you (10)... have it back". "Are you sure it (11)... safe here?" asked Mr. Speedy." "(12)... the door and windows for the night?" The shop- owner became rather angry. "I (13)... you a new car for your bicycle. Look it has no pedals?" "I don't need them", Mr. Speedy explained. "I (14)... only down hill".

- | | | | |
|-----------------------|------------------|------------------|------------------|
| 1. a) decided to buy; | b) hoped to buy; | c) liked buying; | d) wants to buy; |
| 2. a) had wanted; | b) wished; | c) wanted; | d) chose; |
| 3. a) climbed; | b) sat; | c) got on; | d) had taken; |
| 4. a) has chosen; | b) has in mind; | c) would like; | d) will choose; |
| 5. a) will; | b) has to; | c) can; | d) should; |
| 6. a) will be; | b) cost; | c) would be; | d) sells for; |
| 7. a) lost; | b) have left; | c) forgot; | d) keep; |
| 8. a) should; | b) had better; | c) will have; | d) must; |
| 9. a) bring; | b) brought; | c) will carry; | d) take; |
| 10. a) would; | b) could; | c) ought to; | d) can; |
| 11. a) will be; | b) has to be; | c) must be; | d) would be; |
| 12. a) will you lock; | b) can you lock; | c) do you lock; | d) you lock; |
| 13. a) give; | b) am giving; | c) have given; | d) gave; |
| 14. a) ride; | b) am riding; | c) shall ride; | d) have ridden. |

Ex. 2. *Put the sentences into the Passive voice:*

1. The transportation industry professionals can divide their field into infrastructure, vehicles, and operations.
2. Public transport operators provide scheduled services.
3. The transport of a person or of a cargo may involve one mode or several modes.
4. People choose a mode of transport for a trip on the basis of the cost, capability, the route, and the speed.

5. The transportation industry handles a variety of goods and supplies numerous services to consumers and customers.
6. We can divide passenger transport into public and private transport.
7. Private transport provides ad hoc services at the riders desire.
8. The automobile and mass transit dominates short-haul transport.
9. In intermodal passenger transport travelers perform a journey through the use of several modes of transport.
10. Catherine the Great sent a group of architects
11. Vehicles also need a system of converting the energy into movement.
12. Many people still use public transport.

Ex. 3. *Give the right forms of the verbs in brackets:*

1. A chauffeur is a person (employ) to drive private or (hire) car.
2. Cars (manufacture) for the British market (have) left-handed drive.
3. Traffic in cities is (control) by traffic lights.
4. The driver (stop) by the police was (fine) for speeding.
5. I have often (borrow) his tools. Now I (need) a jack (домкрат).
6. He was hurt a little, but the other driver was badly (injure).
7. He (call) for an ambulance and it was (send) to the place of the accident.
8. He was (sell) 5 gallons regular instead of super.
9. A vehicle is (to use) to move people and goods.
10. Tver public transport (to include) an extensive bus, trolley and route taxi service and taxi cabs.

Writing Skill Exercises

Writing an Informal E-mail

An Informal E-mail Structure

1. Salutation or Greetings
 - My Dear Peter,
 - Dear Phill,
 - Hi, Ann
2. Body of the Letter
 - How are you doing? I'm just writing to let you know that everything is all right now. This is a nice quiet place. The people are friendly, and the weather is warm. We've been staying here for ten days now, and we are already used to it.
3. Complementary Closing — Subscription
 - All the best
 - Best wishes
 - See you soon

- Take care
- Yours
- Lots of love
- Bye for now

Ex. 1. *Put the parts of an e-mail into the correct order:*

- a. Did I tell you that I'm going to continue my study as a post graduate? After defending my graduation project my adviser asked me if I would like to go on with my scientific work.
- b. Entrance examinations take place in September, and I'm going to practice much before them. I have to pass examinations in Philosophy and English. My English teacher is going to help me. She says I will definitely pass this exam. But I'm not so sure!
- c. How are you? I hope everything's OK. Are you busy at the University?
- d. Hi, Alex!
- e. After the exams we'll go out for a good meal with. It'll be a lot of fun! What matters whether or no I'll pass or fail?
- f. Well, of course, I'd like to pass my English examination, but I'm not going to lose any sleep over it.
- g. Bye for now!

• ***Have a Fun!***

Pull Over!

The Policeman couldn't believe his eyes as he saw a woman drive past him busily knitting. Quickly he pulled along the vehicle and shouted: "Pull over!"*
 "No", the woman replied, "they are socks!"

* to pull over – съезжать на обочину и останавливаться

* a pullover – свитер

Riding a Bike

There was an old man who always rode his bike to his brother's house every weekend. It took him 2 hours and he always made it by there by 2PM. One day he tried to make it in 1 hour. Collapsing on a hill from exhaustion, while sitting there, a Corvette pulls up and asks him if he needs a ride. The man looks at his watch and sees he will be late if not, but there is already a passenger, so he asks how?

"No problem," says the man in the corvette, "I've got a rope in the back and we'll tie your bike to the back bumper and you can ride." The man says, "Ok!" They take off and the driver yells back, "Just yell BEEP BEEP if I'm going too fast." No problem the man thinks. They come to an Intersection and a Ferrari

pulls up, the man's eyes widen in fright. Sure enough, the light changes and THEY'RE OFF! Anyway, the guy made it to his brother's on time and the Vette lost.

Meanwhile, at the local police dept... "Hey, guys, the weirdest thing just happened to me. A Ferrari and a 'Vette just lost me at over 120 mph on Main Street."

"What's so weird about that?" asks the other cop.

The first cop says, "There was this old guy on a bike behind them screaming BEEP BEEP and trying to pass!"

UNIT II. HISTORY OF TRANSPORT

Vocabulary

burden	['bɜ:dn]	бремя
rowed vessel	[rəʊd]	зд. гребное судно
sailed vessel	[seɪld]	зд. парусное судно
to date back	[deɪt] [bʒk]	уходить корнями
immemorial	[,ɪmɪ'mɔ:riəl]	давний, незапамятный
prior	['praɪə]	до, ранее
dirt track	[dɜ:t] [trʒk]	грунтовая дорога
roadbed	['rəʊdbed]	полотно дороги
to ensure	[ɪn'ʃʊə], [ɪn'ʃɔ:], [en-]	гарантировать
watercraft	['wɔ:təkrɑ:ft]	судно
to accomplish	[ə'kɒmplɪʃ]	совершать, выполнять.
intersection	[,ɪntə'sekʃ(ə)n]	пересечение
consumption	[kən'sʌm(p)ʃ(ə)n]	потребление
feasible	['fi:zəbl]	зд. возможный
shanks pony	[ʃŋks] ['pəʊnɪ]	разг. ноги
spoke	[spəʊk]	спица
to steer	[stiə]	правлять рулём
rudder	['rʌdə]	руль направления
suspension	[sə'spen(t)ʃ(ə)n]	подвеска
bumpy	['bʌmpɪ]	ухабистый, тряский
rut	[rʌt]	борозда, колея; след
pace	[peɪs]	скорость, темп; шаг;
to hire	['haɪə]	нанимать
deliberately	[dɪ'lɪb(ə)rɪtli]	преднамеренно
carrier	['kæriə]	возчик; перевозчик
stagecoach	['steɪdʒkəʊtʃ]	почтовая карета
spring	[sprɪŋ]	пружина, рессора
rough	[rʌf]	неровный; ухабистый

highwayman	['haɪweɪmən]	разбойник
turnpike	['tɜːnpaɪk]	главная магистраль
sedan chair	[sɪ'dʒn, tʃeə]	носилки, паланкин
packhorse	['pæk, hɒrs]	вьючная лошадь

Pre-text Exercises

Ex.1. *Read the words, paying attention to the rules of pronunciation:*

a) human, animal, ride, introduce, duration, civilization, pave, slightly, spoke, empire, site, trading, located, tied, linen, close, turnpike, pole, highwayman, prior.

b) introduction, such, sled, propulsion, industrial, trunk, wind, lash, log, smuggle, rum, public, rut, mud, sedan, bumpy, consumption, suspension, rudder, production.

c) first, dirt, transport, burden, horse, army, learn, oar, form, circle, part, march, merchant, stern, return, furthermore, far, prefer, deserve, journey, turnpike

d) more, fire, square, empire, papyrus, steer, repair, carrier, hire, chair, hire, desire, prior, primitive, litter, quickly, feasible, kilometer, profitable, originally, efficient.

Ex. 2. *Read the words, paying attention to [dʒ]:*

Large, Egyptian, Japan, July, journey, age, just, major, danger, messenger, passenger, engineer, stagecoach, originally, damage, subject, jest, injury, hydrogen.

Ex. 3. *Read the international words and guess their meaning:*

Efficient, introduction, civilization, distance, Industrial Revolution, canoe, papyrus, Empire, primitive, kilometer, comfortable, passenger, group, canal, engineer, import, tobacco, rum.

Ex. 4. *Identify what parts of speech the following words belong to:*

Domestication, immemorial, quantity, distance, civilization, propulsion, combination, intersection, production, consumption, feasible, eventually, litter, slightly, quickly, primitive, uncomfortable, suspension, passenger, royal, expensive, regularly, public, messenger, profitable, comfortable, originally, stagecoach.

Ex. 5. *Form as many nouns or adjectives as possible, using the suffixes –or/-er, -al, -ion and translate them:*

Invent, travel, consume, locate, sail, carry, correspond, industry, profit, engine, origin, produce, change, reflect, manufacture, design, train, cover, load, consider, desire, read, accept, agree, change, inform, know, contain, publish.

Text A. History of Transport

Humans' first means of transport were walking and swimming. The domestication of animals introduces a new way to lay the burden of transport on more powerful creatures, allowing heavier loads to be hauled, or humans to ride the animals for higher speed and duration. Inventions such as the wheel and the sled helped make animal transport more efficient through the introduction of vehicles. Also water transport, including rowed and sailed vessels, dates back to the time immemorial, and was the only efficient way to transport large quantities or over large distances prior to the Industrial Revolution. The first forms of road transport were horses, oxen or even humans carrying goods over dirty tracks that often followed game trails. Paved roads were built by many early civilizations, including Mesopotamia and the Indus Valley Civilization. The Persian and Roman empires built stone-paved roads to allow armies to travel quickly. Deep roadbeds of crushed stone underneath ensured that the roads kept dry. The medieval Caliphate later built tar-paved roads. The first watercraft was canoes cut out from tree trunks. Early water transport was accomplished with ships that were either rowed or used the wind for propulsion, or a combination of the two. The importance of water has led to most cities that grew up as sites for trading, being located on rivers or at sea, often at the intersection of two bodies of water. Until the Industrial Revolution, transport remained slow and costly, and production and consumption were located as close to each other as feasible.

Ex. 1. *Answer the questions on the text:*

1. What was humans' first means of transport?
2. What way does the domestication of animals introduce?
3. What inventions helped to make animal transport more efficient?
4. What was the only efficient way to transport large quantities or over large distances prior to the Industrial Revolution?
5. What were the first forms of road transport?
6. Where were the first paved roads built?
7. What did the Persian and Roman empires build stone-paved roads for?
8. What ensured that the roads kept dry?
9. What was the first watercraft?
10. What were the ancient ships driven by?

Ex. 2. *Give the Russian equivalents of the following word combinations:*

Humans' first means of transport; the domestication of animals; to lay the burden of transport on more powerful creatures; to ride the animals for higher speed and duration; to make transport more efficient through the introduction of vehicles; rowed and sailed vessels; to date back to time immemorial time; to transport large quantities or over large distances; to use the wind for propulsion; tar-paved roads; canoes cut out from tree trunks; to use the wind for propulsion.

Ex. 3. *Choose the appropriate variant:*

1. Humans' first ... of transport were walking and swimming.
a) modes b) ways c) means d) types
2. Inventions such as the wheel and sled helped make animal transport more efficient through the ... of vehicles.
a) development b) introduction c) utilizing d) invention
3. The first forms of road transport were horses, oxen or even humans carrying ... over dirt tracks.
a) goods b) passengers c) heavy loads d) post
4. ... were built by many early civilizations.
a) highways b) paved roads c) dirt trucks
5. The Persian and Roman empires built stone-paved roads to allow ... to travel quickly.
a) envoys b) tourists c) armies d) merchants
6. The first watercraft was
a) ocean liners b) jet yachts c) motor boats d) canoes cut out from tree trunks
7. Early water transport was accomplished with ships that were either rowed or used ... for propulsion.
a) animals b) the wind c) human muscle power d) burlaks
8. Until the ... , transport remained slow and costly, and production and consumption were located as close to each other as feasible.
a) Industrial Revolution b) invention of the steam engine c) world war II
d) beginning of the 21-st century

Text B. Ancient Transport

The first form of transport was, of course, Shanks pony (the human foot!). However people eventually learned to use animals for transport. Donkeys and horses were probably domesticated between 4,000 and 3,000 BC (obviously the exact date is not known). Camels were domesticated slightly later between 3,000 and 2,000 BC*.

Meanwhile about 3,500 BC the wheel was invented in what is now Iraq.

At first wheels were made of solid pieces of wood lashed together to form a circle but after 2,000 BC they were made with spokes.

The earliest boats were dugout canoes. People lit a fire on a big log then put it out and dug out the burned wood. About 3,100 BC the Egyptians invented the sailing boat. They were made of bundles of papyrus reeds tied together. They had simple square sails made of sheets of papyrus or later of linen. However the sail could only be used when sailing in one direction. When travelling *against* the wind the boat had to be rowed. About 2,700 BC the Egyptians began using wooden ships for trade by sea. Early ships were steered by a long oar.

*BC [bi:'si:] – до нашей эры

Ex. 1. *Answer the questions on the text:*

1. What was the first form of transport?
2. What is the colloquial name of human foot?
3. Who facilitated transport for people?
4. When and where was the wheel invented?
5. What were the first wheels made of?
6. How did people make the earliest boats which were dugout canoes?
7. Who and when invented the sailing boat?
8. What were the Egyptian the sailing boats made of?
9. What form did the first sails have and what were they made of?
10. What was the disadvantage of using sails?

Ex. 2. *Fill in the blanks:*

1. The first form of ... was, of course, Shanks pony (the human foot!).
2. People eventually learned to use ... for transport.
3. Donkeys and horses were probably ... between 4,000 and 3,000 BC.
4. About 3,500 BC ... was invented in what is now Iraq.
5. At first wheels were made of ... lashed together to form a circle.
6. After 2,000 BC the wheels were made with
7. The earliest boats were ... canoes.
8. About 3,100 BC the ... invented the ... boat.
9. The ancient sailing boats had simple ... sails made of
10. When travelling ... the wind the boat had
11. Early ships were ... by a long oar.

Ex. 3. *Match the words and its definitions:*

- | | |
|-------------------|--|
| 1. to transport | a) to direct the course of (a vehicle or vessel) with a steering wheel, rudder, etc. |
| 2. to domesticate | b) to carry or cause to go from one place to another, esp. over some distance |
| 3. a wheel | c) a radial member of a wheel, joining the hub to the rim |
| 4. a spoke | d) a solid disc, or a circular rim joined to a hub by radial or tangential spokes, that is mounted on a shaft about which it can turn, as in vehicles and machines |
| 5. a canoe | e) a light narrow open boat, propelled by one or more paddles |
| 6. a sail | f) to propel (a boat) by using oars |

- | | |
|-------------|--|
| 7. an oar | g) an area of fabric with fittings for holding it in any suitable position to catch the wind |
| 8. a boat | h) a long shaft of wood for propelling a boat by rowing, having a broad blade that is dipped into and pulled against the water |
| 9. to steer | i) to bring or keep (wild animals or plants) under control or cultivation. |
| 10. to row | j) a small vessel propelled by oars, paddle, sails, or motor for travelling |

Text C. The Middle Ages Transport

In the middle Ages rich people sometimes travelled in covered wagons. They must have been very uncomfortable as they did not have suspension and roads were bumpy and rutted. Others travelled on a box between two poles. Two horses, one in front and one behind carried it. They were trained to walk at the same pace.

At sea a number of useful inventions were made. The Chinese invented the compass centuries before it was used in Europe. Nevertheless by the 12th century Europeans had learned to use it. Also in the 12th century Europeans invented the rudder. (The Chinese independently invented it centuries before). Rudders made ships much easier to steer. Furthermore shipbuilding became far more advanced and by the 15th century ships were made with 3 masts.

In Tudor times transport was still slow and uncomfortable. Roads were still just dirt tracks. People travelled by horse. You could either ride your own or you could hire a horse.

Goods were sometimes transported by pack horse (horses with bags on their sides). Also carriers with covered wagons carried goods and sometimes passengers. However, when possible, people preferred to transport goods by water. All around England there was a 'coastal trade'. Goods from one part of the country, such as coal, were taken by sea to other parts.

Transport and communications improved in the 17th century.

From the middle of the 17th century stagecoaches ran regularly between the major towns. However they were very expensive and they must have been very uncomfortable without springs on rough roads. There was also the danger of highwaymen.

Ex. 1. Read the text and say if the sentences below are true, false or there is no information of this fact in the text:

1. In the middle Ages rich people sometimes travelled on Shanks pony.
2. The Middle Ages stagecoaches did not have suspension.
3. The roads in the middle Ages were bumpy and rutted.
4. Common people travelled on a box between two poles.
5. A number of useful inventions were made at sea.
6. The Chinese invented the compass centuries before it was used in Europe.
7. By the 12th century Europeans had invented the compass.
8. About 3,100 BC the Egyptians invented the sailing boat.
9. Furthermore shipbuilding became far more advanced.
8. In the 12th century the Indians invented the rudder.
9. Rudders made ships much easier to steer.
10. In Tudor times transport became fast and comfortable.
11. Men were supposed, by law, to spend a number of days guarding the local roads.
12. Transport and communications improved in the 16-th century.

Ex. 2. *Change the sentences using the words in brackets:*

1. In the middle Ages rich people sometimes travelled in covered wagons (move / coach).
2. The covered wagons of the middle Ages must have been very uncomfortable as they did not have suspension and roads were bumpy and rutted (inconvenient / uneven).
3. Some rich people travelled on a box between two poles (to be carried / sedan chair).
4. Two horses, one in front and one behind carried it (to move along).
5. Two horses carrying a box on two poles were trained to walk at the same pace (with the same speed).
6. When possible people preferred to transport goods by water (by watercraft).
7. At sea a number of useful inventions were made (several / developments).
8. Men were supposed, by law, to spend a number of days repairing the local roads (some / restoring).
9. In the 12th century Europeans invented the rudder. (fabricate)
10. Rudders made ships much easier to steer (to allow)

Ex. 3. *Say the following sentences in the other way changing the structure by using given expressions:*

1. The covered wagons of the middle Ages must have been very uncomfortable (are supposed to be...).
2. The covered wagons of the middle Ages must have been very uncomfortable as they did not have suspension and roads were bumpy and rutted (not having...).
3. Men were supposed, by law, to spend a number of days repairing the local roads (the law required ...).

4. Some people travelled on a box between two poles. Two horses, one in front and one behind carried it (combine two sentences using the Participle II).
5. When possible people preferred to transport goods by water (the waterways were preferred ...).
6. Goods were sometimes transported by pack horses (transport animals carried ...).
7. In the middle of the 17th century there was also the danger of highwaymen (used to attack).

Text D. Industrial Revolution Transport

The Industrial Revolution in the 19th century saw a number of inventions that fundamentally change transport. With telegraphy, communication became an instant independent on transport. The invention of the steam engine, closely followed by its application in rail transport, made land transport independent of human or animal muscles. Both speed and capacity increased rapidly, allowing specialization through manufacturing being located independent of natural resources.

The 19th century also saw the development of the steam ship that sped up global transport. With the development of the combustion engine and the automobile at the turn into the 20th century, road transport became more viable, allowing the introduction of mechanical private transport.

In 1903, the first controllable airplane was invented, and after World War I, it became a fast way to transport people and express goods over long distances. After World War II, the automobile and airlines took higher shares of transport, reducing rail and water to freight and short-haul passenger. Spaceflight was launched in the 1950s, with rapid growth until the 1970s, when interest dwindled. In the 1950s, the introduction of containerization gave massive efficiency gains in freight transport, permitting globalization. International air travel became much more accessible in the 1960s, with the commercialization of the jet engine. Along with the growth in automobiles and motorways, this introduced a decline for rail and water transport. After the introduction of the Shinkansen in 1964, high-speed rail in Asia and Europe started taking passengers on long-haul routes from airlines. Early in U.S. history, most aqueducts, bridges, canals, railroads, roads, and tunnels were owned by private joint-stock corporations. Most such transportation infrastructure came under government control in the late 19th and early 20th centuries, culminating in the nationalization of inter-city passenger rail service with the creation of Amtrak. Recently, however, a movement to privatize roads and other infrastructure has gained some ground and adherents.

Ex. 1. *Replace the words in italics by the words with similar meanings.*

1. The Industrial Revolution in the 19th century *saw a number of* inventions fundamentally change transport.
2. *The invention* of the steam engine was closely followed by its *application* in rail transport.
3. Speed and capacity *increased* rapidly.
4. In 1903, the first controllable airplane *was invented*.
5. In U.S. history, most aqueducts, bridges, canals, railroads, roads, and tunnels *were owned* by private joint-stock corporations.
6. After World War I, the airplane became a fast way to *transport people* and express goods over long distances.
7. International air travel became much more *accessible* in the 1960s.
8. A movement to privatize *roads* and other infrastructure *has gained* some ground and adherents.

Ex. 2. *Match developments with their results. Describe in brief inventions that fundamentally change transport:*

- | | |
|--|---|
| 1. the steam engine | a) communication became an instant independent on transport |
| 2. the steam ship | b) made land transport independent of human or animal muscles |
| 3. airplane | c) made the road transport become more viable |
| 4. the automobile | d) enhanced efficiency in freight transport, permitting globalization |
| 5. telegraphy | e) reduced rail and water to freight and short-haul passenger |
| 6. the combustion engine | f) allowed the introduction of mechanical private transport |
| 7. the growth in automobiles and motorways | g) allowed to transport people and express goods over long distances |
| 8. containerization | h) sped up global transport |

Ex. 3. *Look the text through and prepare short oral messages on the following topics:*

- telegraphy communication and transport
- the invention of the steam engine
- the development of the steam ship
- the development of the combustion engine and the automobile
- the first highways
- the growth in automobiles and motorways

Text E. Karl Friedrich Benz

In 1885, German mechanical engineer, Karl Benz designed and built the world's first practical automobile to be powered by an internal-combustion engine. On January 29, 1886, Benz received the first patent (DRP No.37435) for a gas-fueled car. It was a three-wheeler; Benz built his first four-wheeled car in 1891. Benz & Company, the company started by the inventor, became the world's largest manufacturer of automobiles by 1900. Karl Friedrich Benz was born in 1844 in Baden Muehlburg (Мюльбург), Germany (now part of Karlsruhe (Карлсруэ)). He was the son of an engine driver. Benz attended the Karlsruhe grammar school and later the Karlsruhe Polytechnic University.

In 1871, he founded his first company with partner August Ritter, the 'Iron Foundry and Machine Shop' a supplier of building materials. Benz began his work on a two-stroke engine, in hopes of finding a new income. He received his first patent in 1879. In 1883, he founded Benz & Company to produce industrial engines in Mannheim, Germany. He then began designing a 'motor carriage', with a four-stroke engine (based on Nicolaus Otto's patent). Benz designed his engine (958 cc, 0.75 hp) and the body for the three-wheel vehicle with an electric ignition, differential gears, and water-cooling.

The car was first driven in Mannheim in 1885. On January 29, 1886, he was granted a patent for his gas-fueled automobile (DRP 37435) and in July, he began selling his automobile to the public. In 1893, the Benz Velo became the world's first inexpensive, mass-produced car. In 1903, Karl Benz retired from Benz & Company; his designs were already outdated by Gottlieb Daimler. He served as a member of the supervisory board of Daimler-Benz AG from 1926, when the company was formed, until his death. He married Bertha Ringer in 1872, who played an active role in his business, together they had five children. Karl Benz died in 1929.

Vocabulary Notes

fuel	[fju:əl]	топливо
four-wheeled	[fɔ:wi:ld]	четырехколесный
inventor	[in'ventə]	изобретатель
manufacturer	[,mʌnjʊ'fʌktʃ(ə)rə]	изготовитель
foundry	['faundri]	литейный цех
supplier	[sə'plaiə]	поставщик
two-stroke engine	[tu: strəʊk 'endʒɪn]	двухтактный двигатель
income	['ɪŋkʌm], ['ɪn-]	доход, прибыль
carriage	['kʌrɪdʒ]	коляска; экипаж
ignition	[ɪg'niʃ(ə)n]	зажигание; вспышка, запал
differential gear	[,dɪf(ə)'ren(t)ʃ(ə)l giə]	дифференциальная передача
water-cooling	['wɔ:tə] ['ku:lɪŋ]	водоохлаждение
to grant	[grɑ:nt]	дарить, жаловать

mass-produced [mʌks] ['prɒdju:st] серийного производства
 supervisory board [ˌs(j)u:pə'vaɪz(ə)rɪ] [bɔ:d] контрольный совет

Ex. 1. *Answer the questions on the text:*

1. What is Karl Benz mostly famous for?
2. What patent did he receive in 1886?
3. How many wheels did his first gas-fueled car have?
4. When did Karl Benz build his first four-wheeled car?
5. What company became the world's largest manufacturer of automobiles by 1900?
6. When and where was Karl Friedrich Benz born?
7. What education did he receive?
8. What was the name of Benz's first company?
9. Why did Benz begin to work on a two-stroke engine?
10. When and where did he found his Benz & Company?
11. What new features did Benz's 'motor carriage' have?
12. What was Karl Benz granted on January 29, 1886?
13. What was the world's first inexpensive, mass-produced car?
14. When did Karl Benz serve as a member of the supervisory board of Daimler-Benz AG?
15. who played an active role in Karl Benz's business?

Ex. 2. *Match the events and the dates:*

Benz received the first patent for a gas-fueled car.	1844
Benz built his first four-wheeled car.	1885
Karl Friedrich Benz was born in in Baden Muehlburg.	1891
Karl Benz died.	1872
Karl Benz founded his first company with partner August Ritter, the 'Iron Foundry and Machine Shop'	1879
Karl Benz received his first patent.	1903
Karl Benz married Bertha Ringer.	1883
Karl Benz founded Benz & Company to produce industrial engines in Mannheim, Germany	1885
Karl Benz founded Benz & Company to produce industrial engines.	1871
Karl Benz's 'motor carriage' was first driven in Mannheim.	1886
Karl Benz retired from Benz & Company	1929

Ex. 3. *Tell about one of the famous transport engineers or scientists.*

Speaking Exercises

Ex. 1. *Read the following dialogues. Try to memorize useful forms and expressions.*

1. Taxi!

Guest: Will you take us to Buckingham Palace, please.

Driver: Certainly.

G: We are a bit in a hurry.

D: Why the rush?

G: We want to see the changing of the guard

D: It starts at eleven.

G: I see. I think we can make it.

2. We Can't Make It

Guest: Waterloo, please. I want to catch the 5.30.

Driver: I can't promise... But I'll do my best.

G: Could you go faster, please?

D: There's a hold-up. I can't help it.

G: Oh, dear...

D: We've caught in the rush-hour.

G: Do you think we can get there by half past?

D: Well, it seems we make it.

G: I think we have to go back to my hotel.

D: Are you sure?

G: Yes, take me back to my hotel. No, wait... Yes, drop me off here.

D: We can't stop here.

G: Over there then. On that corner.

Ex. 2. *Make your own dialogues using the given expressions:*

Take me to the Heathrow, please.

Will you take me to Victoria?

Will you get me to this address?

I want to get to the London Park Hotel.

Can you get me to a good hotel?

I am looking for this hotel.

looking for Oxford Street.

Downtown, please.

The nearest shopping center.

Paddington, please.

The Hilton, please.

Vocabulary notes

Отвезите меня в (аэропорт) Хитроу.

Отвезите меня на вокзал Виктория.

Отвезите меня по этому адресу.

Мне нужно в отель "London Park"

Отвезите меня в хорошую гостиницу.

Я ищу вот эту гостиницу.

Я ищу Оксфорд-стрит.

В центр, пожалуйста.

Ближайший торговый центр.

На вокзал Пэддингтон, пожалуйста.

В гостиницу "Хилтон"

We can't make It.

But I'll do my best.

The 5. 30

Catch

Hold-up = (traffic) jam

Rush-hour

drop off

Мы не успеем.

Но я сделаю все возможное.

электричка, поезд, отходящий в 5. 30.

зд. успеть

пробка, затор

час пик

зд. высадить

Communication Move

Choose the most suitable variant:

Receptionist: "Hello, how can I help you?"

Guest: "_____"

a) I'd like to rent a car for seven days, please.

b) One car, please.

c) I need a car here.

English-speaking Countries (culture, traditions and history)

Fill in the blanks:

The capital of Scotland is

a) Glasgow

b) Cardiff

c) Belfast

d) London

Writing Skill Exercises

Types of Business Correspondence

Major types of business correspondence are:

1. *Business Letters* sent by post (snail-mail)

2. *Business Memos* (a memo is a short official note that is sent by one person to another within the same company or organization)

3. *Business faxes*

4. *Business E-mail* (the most widespread type of business correspondence today).

Following are the major types of business letters:

Sales Letter (рекламное письмо)

Typical sales letters start off with a very strong statement to capture the interest of the reader. Since the purpose is to get the reader to do something, these letters include strong calls to action, detail the benefit to the reader of taking the action

and include information to help the reader to act, such as including a telephone number or website link.

Order Letter (письмо-заказ)

Order letters are sent by consumers or businesses to a manufacturer, retailer or wholesaler to order goods or services. These letters must contain specific information such as model number, name of the product, the quantity desired and expected price. Payment is sometimes included with the letter.

Complaint Letter (рекламация)

The words and tone you choose to use in a letter complaining to a business may be the deciding factor on whether your complaint is satisfied. Be direct but tactful and always use a professional tone if you want the company to listen to you.

Adjustment Letter (сопроводительная инструкция по регулировке)

An adjustment letter is normally sent in response to a claim or complaint. If the adjustment is in the customer's favor, begin the letter with that news. If not, keep your tone factual and let the customer know that you understand the complaint.

Inquiry Letter (письмо-запрос)

Inquiry letters ask a question or elicit information from the recipient. When composing this type of letter, keep it clear and succinct and list exactly what information you need. Be sure to include your contact information so that it is easy for the reader to respond.

Follow-Up Letter (повторное рекламное письмо)

Follow-up letters are usually sent after some type of initial communication. This could be a sales department thanking a customer for an order, a businessman reviewing the outcome of a meeting or a job seeker inquiring about the status of his application. In many cases, these letters are a combination of thank-you note and sales letter.

Cover Letter (сопроводительное письмо)

A cover letter is a single-page letter that should be part of any job application. You might be applying for a specific, advertised job, or you might be contacting a potential employer to see if they have any vacancies.

Letter of Recommendation (рекомендательное письмо)

Prospective employers often ask job applicants for letters of recommendation before they hire them. This type of letter is usually from a previous employer or

professor, and it describes the sender's relationship with and opinion of the job seeker.

Acknowledgment Letters (письмо-подтверждение)

Acknowledgment letters act as simple receipts. Businesses send them to let others know that they have received a prior communication, but action may or may not have taken place.

Resume (резюме)

A resume is a written compilation of your education, work experience, credentials, and accomplishments that is used to apply for jobs. It is one of the most important pieces of any job application.

Ex. 1. *Identify what type of business letters the following extracts correspond to.*

1. I wish to complaint in the strongest possible terms about the treatment I received from a member of your staff. I was billed the wrong amount of money and when I pointed to that fact I was rudely interrupted...

- a) Resume
- b) Letter of Complaint
- c) Inquiry Letter
- d) Memo
- e) Advertising Letter

2. The most suitable of our products for your requirements is the Artemis 6A Plus. This product combines economy, quick charging time and is now in stock. I enclose detailed quotation, specifications and delivery term.

- a) Inquiry Letter
- b) Letter of Complaint
- c) Memo
- d) Advertising Letter

3. With the references to your advertisement in yesterday's «New York Times», could you please send a copy of your latest catalogue? I would like to know if it is possible to make purchases online.

- a) Inquiry Letter
- b) Cover Letter
- c) Advertising Letter

4. I was very excited to see your vacancy for a transport manager, which was advertised yesterday on the www.dayjob.com website. I am a well qualified transport engineer who would be an excellent choice for this position.

- a) Resume
- b) Letter of Complaint
- c) Inquiry Letter
- d) Memo

Grammar Exercises

Ex. 1. *Translate the following sentences paying attention to the forms of the participles:*

1. The man delivering a lecture is a famous scientist.
2. The lecture delivered by this well-known scientist was interesting.
3. The student studying at a college will gain a Bachelor's degree in three years.
4. The problem studied by these advanced students is very important for their research.
5. The idea advanced by the tutor will help our group to carry out experiments.
6. The research carried on at our university is headed by experienced specialists.
7. The lecture attended by the students of our group was on the latest discoveries in the field of electronics.
8. The machines used showed good results.
9. The theory formulated is of great importance for mechanics.
10. The substance formed had all the necessary properties.
11. The control systems being applied nowadays will be discussed at the conference to be held at our university next month.
12. Unless being pulled by a cable or muscle-power, the vehicle must provide its own propulsion.
13. A cargo and freight are two terms related to transportation of goods.
14. Benz built his first four- wheeled car in 1891

● Have a Fun!

The Multicolored Cab

Two cab drivers met.

“Hey,” asked one, “Why did you paint one side of your cab red and the other side blue?”

“Well,” the other responded, “When I get into an accident, you should see how all the witnesses contradict each other.”

A New Way to do Panelbeating*

Someone was driving home after a basketball game, and got caught in a really bad hailstorm. The car was covered with dents, so the next day the driver took it to a repair shop. The shop owner decided to have some fun. He told the driver just to go home and blow into the exhaust pipe really hard, and the air would force all the dents to pop out. So the driver went home, got down on hands and knees and started blowing into the exhaust pipe. Nothing happened. Blew a little harder, and still nothing happened.

A friend came by and asked, “What are you doing?”

The driver explained how the repairman had given instructions to blow into the exhaust pipe really hard in order to get all the dents to pop out.

The friend looked utterly amazed at the driver’s stupidity and said, “Uh, like, hello! You’ll never get enough air in there like that. You need to close up the windows first!”

* panelbeating – кузовные работы

UNIT III. CARGO

Vocabulary

van	[vʌn]	фургон
shipping	[ˈʃɪpɪŋ]	перевозка груза
to transfer	[trʌŋ(t)sˈfɜː], [trɑːn-]	перевозить
storage	[ˈstɔːrɪdʒ]	сохранение, хранение
transshipment	[trʌŋ(t)sˈʃɪpmənt]	перегрузка
to warehouse	[ˈweəhaʊs]	помещать в склад
to package	[ˈpʌkɪdʒ]	упаковывать, оформлять
exchange	[ɪksˈtʃeɪndʒ], [eks-]	обмен;
to allow for	[əˈlaʊ]	предусматривать
deterioration	[dɪˌtɪəriəˈreɪʃ(ə)n]	ухудшение
uniformity	[ˌjuːnɪˈfɔːməti]	единообразие
postponement	[ˌpəʊstˈpəʊnmənt]	задержка, отсрочка
just-in-time	[dʒʌst] [ɪn] [taɪm]	своевременный
willingness	[ˈwɪlɪŋnəs]	готовность
value-to-weight	[ˈvʌljʊː] [tuː] [weɪt]	ценность-к-весу
carriers	[ˈkæriə]	перевозки
surcharge	[ˈsɜːtʃɑːdʒ]	перегрузка, избыток
to palletize	[ˈpæləˌtoʊz]	укладывать грузы в штабеля
shipper	[ˈʃɪpə]	грузоотправитель
parcel	[ˈpɑːs(ə)l]	посылка

crating	[kreɪtɪŋ]	упаковка
express	[ɪk'spres], [ek-]	срочная пересылка
broker	['brəʊkə]	посредник
marketplace	['mɑ:kɪtpleɪs]	рынок
share	[ʃeə]	доля, часть; квота
truck	[trʌk]	грузовой автомобиль
to exceed	[ɪk'si:d], [ek-]	превышать
intermingle (with)	[,ɪntə'mɪŋɡl]	смешивать
multiple	['mʌltɪpl]	многократный
vs. abbr. from versus	['vʒ:səs]	против
semi-trailer	['semi] ['treɪlə]	автоприцеп без передней оси
locomotive	[,ləʊkə'məʊtɪv]	движущая сила
to charge	[tʃɑ:dʒ]	назначать цену
variable	['veəriəbl]	изменчивый
insurance	[ɪn'sʊər(ə)n(t)s]	страховка
to intermingle	[,ɪntə'mɪŋɡl]	смешивать
multiple	['mʌltɪpl]	многократный
truckload	[trʌkloʊd]	грузовик

Pre-text Exercises

Ex. 1. *Mind the rules of pronunciation:*

[ə:]: transfer, birthplace, first, German, surface, purpose, serve, refer, conservative, person, hurt, nerve

[əʊ]: road, postponement, broker, most, slowly, below, snow, show, grow, low, own, cold, gold, hold, follow, window

[ʌ]: multiple, construction, brush, truck, bumper, much, such, some, front, month, other, ton, comfort, wonder, among, become, discover

[ei]: place, pave, way, paint, rain, late, lay, grade, nature, relation, same, basic

Ex. 2. *Give the verbs corresponding to the following nouns:*

Specialization, globalization, production, consumption, differentiation, information, containerization, standardization, examination, decoration, stabilization.

Ex. 3. *Give the nouns corresponding to the following verbs using the suffixes -or/ -er, -tion:*

To transport, produce, to inform, to know, to contain, to publish, to entitle, to introduce, to review, to investigate, to recognize, to refer, to suggest, to deteriorate.

Text A. Freight

Cargo (or freight) is goods or produce transported, generally for commercial gain, by ship, aircraft, train, van or truck. In modern times, containers are used in most intermodal long-haul cargo transport.

Freight transport, or shipping, is a key in the value chain in manufacturing. With increased specialization and globalization, production is being located further away from consumption, rapidly increasing the demand for transport. While all modes of transport are used for cargo transport, there is high differentiation between the nature of the cargo transport, in which mode is chosen. Logistics refers to the entire process of transferring products from producer to consumer, including storage, transport, transshipment, warehousing, material-handling and packaging, with associated exchange of information. Incoterms deals with the handling of payment and responsibility of risk during transport.

Containerization, with the standardization of ISO containers on all vehicles and at all ports, has revolutionized international and domestic trade, offering huge reduction in transshipment costs. Traditionally, all cargo had to be manually loaded and unloaded into the haul of any ship or car; containerization allows for automated handling and transfer between modes, and the standardized sizes allow for gains in economy of scale in vehicle operation. This has been one of the key driving factors in international trade and globalization since the 1950s. Bulk transport is common with cargo that can be handled roughly without deterioration; typical examples are ore, coal, cereals and petroleum. Because of the uniformity of the product, mechanical handling can allow enormous quantities to be handled quickly and efficiently. The low value of the cargo combined with high volume also means that economies of scale become essential in transport, and gigantic ships and whole trains are commonly used to transport bulk. Liquid products with sufficient volume may also be transported by pipeline. Air freight has become more common for products of high value; while less than one percent of world transport by volume is by airline, it amounts to forty percent of the value. Time has become especially important in regards to principles such as postponement and just-in-time within the value chain, resulting in a high willingness to pay for quick delivery of key components or items of high value-to-weight ratio. In addition to mail, common items sent by air include electronics and fashion clothing.

Ex. 1. *Answer the questions on the text:*

1. What is freight?
2. What are goods or produce transported by?
3. What does logistics refer to?
4. What does incoterms deal with?
5. What does containerization allow for?
6. What is bulk transport common with?
7. How may liquid products be transported?

8. What has air freight become more common for?

Ex.2. *Make up sentences from the words below and translate them:*

1. Transported, freight, produce, is, or, goods.
2. Transport, containers, cargo, are used, long-haul, in.
3. Consumption, production, from, is, further away, being, located.
4. Trade, containerization, international and domestic, revolutionized, has.
5. Loaded, cargo, had, manually, to be.
6. Petroleum, typical, and, examples, coal, are.
7. Bulk, ships, to transport, and, used, trains, commonly, are.
8. Pipeline, liquid, by, products, transported, may be.
9. Commonly use, bulk, to transport, whole, ships, trains, gigantic.
10. Automated handling, between, modes, transfer, to allow for, containerization.

Ex. 3. *Find the following expressions in the text and translate them into Russian:*

For commercial gain, in modern times, long-haul cargo transport, the value chain, the nature of the cargo transport, from producer to consumer, logistics refers to, process of transferring products, the handling of payment, responsibility of risk during transport, international and domestic trade, transshipment costs, automated handling, transfer between modes, bulk transport, the uniformity of the product, mechanical handling, for products of high value, less than one percent, quick delivery of key components.

Ex.4. *Check up your knowledge of the following terms:*

- | | |
|-----------------|------------------------|
| 1. freight | a) поставка, доставка |
| 2. van | b) грузить, нагружать |
| 3. container | c) груз, фрахт |
| 4. shipping | d) фургон |
| 5. long-haul | e) контейнер, тара |
| 6. storage | f) перевозить |
| 7. to warehouse | g) грузовой автомобиль |
| 8. to package | h) перевозка груза |
| 9. truck | i) длинный рейс |
| 10. to load | j) хранение |
| 11. delivery | k) помещать в склад |

Ex.5. *Make a list of all the words and phrases used in the text for describing shipping.*

Text B. Cargo vs. Freight

A cargo and freight are two terms related to transportation of goods. The purpose is the same, but what is the difference between a cargo and freight. Freight is a load on semi-trailer. On the other hand a cargo is the container that is loaded on to a ship or a plane.

It is important to note the use of the word 'freight'. The term 'freight' is used especially when one transports goods by a train or by a truck. The goods become cargo when they are transported by a ship or by a plane.

One gets to hear the words such as a cargo plane and a cargo ship. In the same way one can get to hear the words such as a freight train and a freight truck.

Hence it is understood that the major difference between a cargo and freight lies in the nature of the locomotive by which the goods are transported. Hence it can be said that freight refers to goods or cargo carried on a train, an airplane, a truck or a ship.

All air cargo excluding mail may be called freight. This shows that mail should be called a cargo. One of the main differences between freight and a cargo lies in their meanings. The money charged by the carrier or the locomotive for transporting goods is often called freight (charge). A cargo does not refer to money charged. It only refers to the goods.

Sometimes the word 'freight' may be used to describe the goods themselves. On the other hand the term 'cargo' definitely is used to describe the goods. Any product being transported is sometimes called freight. Any product being transported is always called a cargo.

This shows that the word 'cargo' is used only to indicate goods and nothing else. On the other hand the word 'freight' is used occasionally to refer to a product, money charged, amount payable or merchandise. A cargo is usually goods carried by a larger vehicle whereas freight is usually goods carried by a smaller vehicle like a truck.

Ex. 1. *Answer the questions on the text.*

1. What are two major terms related to transporting of goods?
2. What is the principal difference between a cargo and a freight?
3. When is the term 'freight' especially used?
4. When do the goods become a cargo?
5. What kind of a cargo may be called freight?
6. Where does the major difference between a cargo and a freight lie?
7. What does the word 'cargo' indicate?
8. What is usually carried by a smaller vehicle like a truck?
9. What term may be used to describe the goods themselves?

Ex. 2. *Make up sentences using the following phrases.*

To relate to transporting of goods, the difference between cargo and freight, the goods become cargo, to be transported by a ship or by a plane, the nature of the locomotive by which the goods are transported, mail should be called, the money charged for transporting goods, all air cargo excluding mail, to refer to product, money charged, amount payable or merchandise, the word 'cargo' is used.

Ex. 3. *Change the sentences using the words in brackets.*

1. Cargo and Freight are two terms related to transporting of goods (transportation).
2. What is the difference between cargo and freight (to be distinguished)?
3. Cargo is the container that is loaded on to a ship or a plane (to be carried).
4. All air cargo excluding mail may be called freight (to refer).
5. The major difference between cargo and freight lies in the nature of the locomotive by which the goods are transported (transport mode).
6. The money charged for transporting goods is often called freight (fare).
7. The word 'cargo' is used only to indicate goods and nothing else (to mean).
8. The word 'freight' is used occasionally to refer to product, money charged, amount payable or merchandise (goods, fare, sum of money).
9. The differences between freight and a cargo lies in their meanings (are).

Ex. 4. *Distinguish the points referring to cargo and freight*

- is a load on semi-trailer
- the container that is loaded on to a ship or a plane
- is used especially when one transports goods by a train or by a truck
- the goods are transported by a ship or by a plane
- may be used for all air cargo excluding mail
- the money charged for transporting goods is often called so
- does not refer to money charged, refers only to the goods
- may be used to describe the goods themselves
- any product being transported is sometimes called so
- is used only to indicate goods and nothing else
- definitely is used to describe the goods
- is used occasionally to refer to product, money charged, amount payable or merchandise
- is usually goods carried by a larger vehicle
- is usually goods carried by a smaller vehicle like the truck

Text C. Shipment Categories

Freight is usually organized into various shipment categories before it is transported. An item's category is determined by:

- the type of item being carried. For example, a kettle could fit into the category 'household goods'

- how large the shipment is, in terms of both item size and quantity
- how long the item for delivery will be in transit

Shipments are typically categorized as household goods, express, parcel, and freight shipments:

Household goods (HHG) include furniture, art and similar items.

Very small business or personal items like envelopes are considered *overnight express* or *express letter shipments*. These shipments are rarely over a few kilograms or pounds and almost always travel in the carrier's own packaging. Express shipments almost always travel some distance by air. An envelope may go coast to coast in the United States overnight or it may take several days, depending on the service options and prices chosen by the shipper.

Larger items like small boxes are considered *parcels* or *ground shipments*. These shipments are rarely over 50 kg (110 lb), with no single piece of the shipment weighing more than about 70 kg (154 lb). Parcel shipments are always boxed, sometimes in the shipper's packaging and sometimes in carrier-provided packaging. Service levels are again variable but most ground shipments will move about 800 to 1,100 kilometres (497 to 684 mi) per day. Depending on the origin of the package, it can travel from coast to coast in the United States in about four days. Parcel shipments rarely travel by air and typically move via road and rail. Parcels represent the majority of business-to-consumer (B2C) shipments. Beyond HHG, express, and parcel shipments, movements are termed *freight shipments*.

Ex. 1. Read the text and say if the sentences below are true, false or there is no information of this fact in the text.

1. Freight is usually organized into various shipment categories before it is transported.
2. Shipments are typically categorized as household goods, express, parcel, and freight shipments.
3. Carriers or intermediaries can provide shippers with the address and phone number for the closest shipping terminal to the origin and/or destination.
4. Express shipments almost always travel some distance by water.
5. The shipments are usually palletized, shrink-wrapped and packaged for a mixed-freight environment.
6. *Household goods (HHG)* include animals, plants and similar items.
7. Larger items like small boxes are considered *parcels* or *ground shipments*.
8. These shipments are rarely over 10 kg, with no single piece of the shipment weighing more than about 20 kg.
9. Parcel shipments rarely travel by air and typically move via road and rail.
10. Carriers or intermediaries can provide shippers with the address and phone number for the closest shipping terminal to the origin and/or destination.

11. Parcels represent the majority of business-to-consumer (B2C) shipments.
12. All air cargo may be called freight.
13. The word 'freight' may be used to describe the goods themselves.
14. Brokers can shop the marketplace and obtain lower rates.

Ex. 2. *Match the shipment category and the goods carried:*

- | | |
|----------------------|--|
| 1. household goods | a) small business or personal items like envelopes |
| 2. parcels | b) shipments weighing more than about 70 kg |
| 3. freight shipments | c) business or private letters |
| 4. express shipments | d) larger items like small boxes |
| | e) furniture, art and similar items |
| | f) shipments are under 50 kg |

Ex. 3. *Look the text through again and tell what shipment categories are described as follows.*

1. These shipments almost always travel in the carrier's own packaging.
2. These shipments are rarely over 50 kg.
3. These shipments almost always travel some distance by air.
4. These shipments are always boxed, sometimes in the shipper's packaging and sometimes in carrier-provided packaging.
5. These shipments rarely travel by air and typically move via road and rail.
6. These shipments are considered *overnight express* or *express letter shipments*.
7. These shipments include furniture, art and similar items.

Ex. 4. *Compare the shipment categories. Describe the differences.*

Ex. 5. *Tell about shipment categories.*

Text D. Shipping Costs

Brokers can shop the marketplace and obtain lower rates than smaller shippers can obtain directly. In the less-than-truckload (LTL)* marketplace, intermediaries typically receive 50% to 80% discounts from published rates, where a small shipper may only be offered a 5% to 30% discount by the carrier. Intermediaries are licensed by the DOT* and have requirements to provide proof of insurance.

Truckload (TL) carriers usually charge a rate per 46kilometer or mile. The rate varies depending on the distance, geographic location of the delivery, items being shipped, equipment type required, and service times required. TL shipments usually receive a variety of surcharges very similar to those described for LTL shipments above. In the TL market, there are thousands more small

carriers than in the LTL market. Therefore, the use of transportation intermediaries or brokers is extremely common.

Another cost-saving method is facilitating pickups or deliveries at the carrier's terminals. By doing this, shippers avoid any accessorial fees that might normally be charged for liftgate, residential pickup/delivery, inside pickup/delivery, or notifications/appointments. Carriers or intermediaries can provide shippers with the address and phone number for the closest shipping terminal to the origin and/or destination. Shipping experts optimize their service and costs by sampling rates from several carriers, brokers and online marketplaces. When obtaining rates from different providers, shippers may find quite a wide range in the pricing offered. If a shipper uses a broker, freight forwarder or other transportation intermediary, it is common for the shipper to receive a copy of the carrier's Federal Operating Authority. Freight brokers and intermediaries are also required by Federal Law to be licensed by the Federal Highway Administration. Experienced shippers avoid unlicensed brokers and forwarders because if brokers are working outside the law by not having a Federal Operating License, the shipper has no protection in the event of a problem. Also, shippers normally ask for a copy of the broker's insurance certificate and any specific insurance that applies to the shipment.

* LTL (less-than-truckload) – количество груза, меньшее оплачиваемого по льготному тарифу

* DOT (Department of Transportation) – министерство транспорта США, ответственное за нормативы безопасности шин

Ex. 1. *Match the words with similar meanings:*

- | | |
|---------------------------|---------------------------|
| 1. to realize savings | a) to address straight |
| 2. to contract directly | b) without intermediaries |
| 3. lower rates | c) price reduction |
| 4. to obtain | d) sorting out |
| 5. directly | e) sender |
| 6. intermediary | f) cheaper prices |
| 7. discount | g) insurance policy |
| 8. sampling | h) middleman |
| 9. cost-saving | i) ferryman |
| 10. insurance certificate | j) economical |
| 11. carrier | k) to gain |
| 12. shipper | l) to save money |

Ex.2. *Brush up your English grammar. Find gerund, participles and verbal noun in the following sentences:*

- a) Often, an LTL shipper may realize savings by utilizing a freight broker, online marketplace or other intermediary, instead of contracting directly with a trucking company.
- b) When obtaining rates from different providers, shippers may find quite a wide range in the pricing offered.
- c) Trains are capable of transporting large numbers of containers that come from shipping ports.
- d) Freight transport, or shipping, is a key in the value chain in manufacturing.

Ex 3. *Complete the sentences:*

- 1. An LTL shipper may realize
- 2. Brokers can shop
- 3. Intermediaries are licensed by... .
- 4. Truckload (TL) carriers usually charge
- 5. The use of transportation intermediaries or brokers
- 6. Another cost-saving method is
- 7. Shipping experts optimize their service and costs by
- 8. It is common for the shipper to receive
- 9. Experienced shippers avoid

Text E. Parking the Rolls

Before going to Europe on business, a man drove his Rolls Royce to a downtown NY City bank and went in to ask for an immediate loan of \$5,000. The loan officer, taken aback, requested collateral.

"Well, then, here are the keys to my Rolls Royce," the man said. The loan officer promptly had the car driven into the bank's underground parking for safe keeping, and gave him \$5,000. Two weeks later, the man walked through the bank's doors, and asked to settle up his loan and get his car back. "That will be \$5,000 in principal, and \$15.40* in interest," the loan officer said. The man wrote out a check and started to walk away. "Wait sir," the loan officer said, "While you were gone I learned that you are a millionaire. Why in the world would you need to borrow \$5,000?" The man smiled. "Where else could I park my Rolls Royce in Manhattan for two weeks and pay only \$15.40?"

* fifteen-forty dollars or fifteen dollars forty (cents)

Ex.1. *Read the text. What is the main idea of the text?*

- 1. Before going to Europe on business, a man asked for a loan of \$5,000.
- 2. Parking in Manhattan is very expensive.
- 3. Parking fare for a Rolls Royce is extremely high.
- 4. The sly businessman found a way to park his Rolls Royce in Manhattan for two weeks and pay only \$15.40.

Ex. 2. *Make up questions to which the italicized words are the answers:*

1. A man drove his Rolls Royce to *a downtown NY City bank*.
2. *The loan officer*, taken aback, requested collateral.
3. The loan officer promptly had the car driven into *the bank's underground parking* for safe keeping.
4. The man asked to settle up *his loan*.
5. The man wrote out *a check* and started to walk away.

Ex.3. *Make up sentences from the words and word combinations below and translate them:*

1. NY City bank; his Rolls Royce; drove; a man; to a downtown.
2. to my Rolls Royce; are; here; the keys.
3. Into the bank's underground parking; the car driven; the loan officer; had.
4. The man; two weeks later; to get his car back; asked.
5. A check; wrote out; the man.
6. \$5,000; need to borrow; why; you; would?
7. Rolls Royce; could; my; park; I; else?

Speaking Exercises

Ex. 1. *Read the following dialogues. Note words and expressions useful at a filling station and at a car care station:*

1. At the Filling Station

Attendant: What can I do for you?

Client: Fill it up, please.

A: I guess your car takes unleaded

C: That's correct. (*Attendant finishes pumping the gas*)

C: How much gas did it take?

A: Eight gallons.

C: Would you check the oil, please.

(*Attendant checks the oil*)

A: It's below the full mark.

C: Please fill it up. Will you wash the windshield for me?

A: Okay. Should I check the tires too?

C: Please, do.

(*Attendant fills the tires with air*)

C: How much do I owe you?

A: 11 dollars even.

C: One more thing. What's the best way for me to get to interstate highway 87?

A: No problem, sir.

(*Explains the way to be taken*)

C: Thank you. Next week I'll come again for a tune-up. I need a major one.
 A: Our mechanic will be more than happy to help you. If possible, try to make an appointment with our mechanic.
 C: Of course, I'll try.

Vocabulary Notes

filling station	['fɪlɪŋ] ['steɪʃ(ə)n]	автозаправочная станция
attendant	[ə'tendənt]	обслуживающее лицо
steering wheel	['stiəriŋ] [(h)wi:l]	руль
body	['bɒdɪ]	корпус
brake	[breɪk]	тормоз
front seat	[frʌnt] [si:t]	переднее сидение
back seat	[bʌk] [si:t]	заднее сидение
flat tire	[flæt] ['taɪə]	спущенная шина
headlight	['hedlaɪt]	фара
windshield	['wɪn(d)ʃi:ld]	дворник
honk	[hɒŋk]	гудок
pump	[pʌmp]	насос
bumper	['bʌmpə]	буфер
shock absorber	[ʃɒk] [əb'zɔ:b(ə)]	амортизатор
fender	['fendə]	крыло
muffler	['mʌflə]	глушитель
tank	[tæŋk]	бак
trunk	[trʌŋk]	багажник
traffic lights	['træfɪk] [laɪts]	светофор
traffic sign	['træfɪk] [saɪn]	дорожный знак
tune-up	[t(j)u:n] [ʌp]	регулировка, наладка

2. Flat Tyre

A: Four gallons of regular, please.
 B: Certainly. Shall I check the engine?
 B: The radiator is leaking, by the way. It's no good, you have to change it for a new one.
 A: Do I? Will you also have a look at the back wheel? The left one.
 B: Ah, yes the tyre is flat. There's a puncture in it.
 A: Oh, dear. So, it's the engine, the radiator, the wheel... I wonder how much it's going to cost me.
 B: Let me see... About five hundred pounds for the new parts and another hundred for the fitting.
 A: I'm afraid this wreck isn't worth all that money...

Vocabulary Notes

knock	[nɒk]	стучать
leak	[li:k]	протекать, течь
fit	[fit]	установить, монтировать
fitting	[ˈfɪtɪŋ]	установка, монтаж
(it is) no good	[nəʊ] [gʊd]	(здесь) испортился, не годится
flat	[flæt]	сдувшийся
puncture	[ˈpʌŋktʃə]	прокол
wreck	[rek]	развалина

Ex. 2. *Make up your own dialogues on the same topic and act them.*

Communication Move

Choose the most suitable variant.

Clerk: “_____”

Customer: “I’d like to book two round trip tickets to Boston”.

- a) What do you want?
- b) May I help you?
- c) What’s your name?
- d) Have a nice trip!

English-speaking Countries (culture, traditions and history)

Fill in the blanks.

The biggest state of the USA is _____.

- a) Hawaii
- b) California
- c) Alaska
- d) Texas

Grammar Exercises

Ex. 1. *Translate the following sentences paying attention to the forms of gerund:*

1. Tom likes reading such scientific books. 2. He is fond of driving quickly. 3. She has no hope of being invited to this conference. 4. I remember having seen this film. 5. We knew nothing of her having been sent to Moscow. 6. Measuring distances to the planets and stars has a lot of difficulties. 7. She remembers having been told about this scientific article. 8. I know of your having read the article. 9. One cannot know the language without working at it regularly. 10. We know of his helping you. 11. He thinks of going to the South. 12. We learned of his experiment having been finished successfully. 13. He insists on your being given this work. 14. She was tired of reading the whole day. 15. I heard of his working at a plant. 16. We learned about his having delivered that report. 17. The

constructor insists upon his device being tested under operating conditions. 18. Your studying much now will help you in your future work. 19. I remember having told you about it. 20. Thank you for having informed me about it. 21. On coming home he began to read a new magazine.

Writing Skill Exercises

English Business Letter (Envelope)

Return Address

the sender (a person or an organization)
 the sender 's house number
 the sender's street name
 the state name
 the ZIP Code
 the name of the country the letter comes from

Mailing Address

The addressee (a person or an organization)
 the addressee's house number and the street name
 the name of the state
 the ZIP Code
 the name of the country

Ex. 1. *There is an envelope. Match the information under a certain number with what it means:*

(1) Data Control International
 (2) 111 Morris Lane
 Kankakee, IL (3) 60620
 USA

(4) Maxell Taylor
 930 (5) Lewis Street
 Chicago, (6) IL 60609
 USA

- a) the house number in the return address
- b) the state name in the mailing address
- c) the street name in the mailing address
- d) addressee
- e) the ZIP Code in the return address

f) the sender

- *Have a Fun!*

Ten Ways to Make Driving Less Boring

1. Write the words "Help me" on your back window in red paint. The more it looks like blood, the better.
2. Wave at people often. If they wave back, offer an angry look and an obscene gesture.
3. Hang numerous car-fresheners in the rear-view mirror. Talk to them, stroking them lovingly.
4. Keep at least five cats in the car.
5. Stop and collect roadkill.
6. Stop at the green lights.
7. Go at red ones.
8. Have conversations, looking periodically at the passenger seat, when driving alone.
9. Wear a Chicken suit.
10. At stop lights, eye the person in the next car suspiciously. With a look of fear, lock your doors.

UNIT IV. TRANSPORT LOGISTICS

Vocabulary

logistics	[lə'dʒɪstɪks]	ЛОГИСТИКА
implement	['ɪmplɪmənt]	выполнять
inventory	['ɪnv(ə)nt(ə)rɪ]	опись, реестр
concept	['kɒnsɛpt]	понятие
acquisition	[,ʒkwɪ'zɪʃ(ə)n]	приобретение
acquire	[ə'kwɪə]	о, приобретать
identify	[aɪ'dentɪfaɪ]	устанавливать
integrated	['ɪntɪɡreɪtɪd]	всеобъемлющий
funding	['fʌndɪŋ]	финансирование
assure	[ə'ʃʊə]	обеспечивать
reasonable	['riːz(ə)nəbl]	обоснованный
origin	['ɔrɪdʒɪn]	происхождение
prevalent	['prev(ə)lənt]	распространённый
academic	[,ʒkə'demɪk]	зд. теоретик
bank clerking	[kla:kɪŋ]	работа в банке
pertain	[pə'teɪn], [pɜː-]	принадлежать
realm	[reɪlm]	зд. область, сфера

distribution	[ˌdɪstrɪ'bjuːʃ(ə)n]	распределение
staff	[stɑːf]	штат служащих
order	['ɔːdə]	заказывать
raw materials	[rɔː mæ'tɪəriəls]	сырьё
oversee	[ˌəʊvə'siː]	наблюдать, надзирать
challenging	['tʃælɪndʒɪŋ]	стимулирующий
essential	[ɪ'sen(t)ʃ(ə)l]	важнейший
keep up	[kiːp] [ʌp]	поддерживать
keep track	[kiːp] [træk]	отслеживать
weapon	['wepən]	орудие
to assure	[ə'ʃʊə]	уверять

Pre-text Exercises

Ex. 1. *Mind the rules of pronunciation:*

1) [ai]: acquire; identify; device, designer, provide, climate, life, time, height, science, try, derive, arise, fiber, library

2) *Read the words, paying attention to "qu":*

[kw]: quality, quantity, quick, equip, equipment, question, sequence, quite, require

[k]: unique, technique, picturesque

Ex. 3 *Build up new words and match them with the translations:*

define	-tive	оператор
produce	-or/-er	производственный
operate	-ition	исходный, первоначальный
origin	-al	определение
		производитель
		окончательный
		работающий
		действие
		продукция

Ex. 2. *Read the following international words. Mind the differences in Russian and English pronunciation:*

Logistics, basic, definition, concept, process, service, zone, functional, produce, transportation, funding, operation, product, origin, effective, physical, transformation, restaurant, bank clerking, center, territory, company, hybrid, professional, director, activity, planning, competence, autonomy, minimize, maximize.

Ex. 4. *Match the words with similar meanings:*

- | | |
|---------------|------------------|
| 1. involve | a. belong |
| 2. implement | b. back up |
| 3. acquire | c. include |
| 4. support | d. buy |
| 5. integrated | e. perform |
| 6. identify | f. comprehensive |
| 7. pertain | g. determine |
| 8. storage | h. safekeeping |
| 9. goods | i. things |
| 10. staff | j. personnel |
| 11. realm | k. field |

Text A. What is Transport Logistics?

Logistics, in its most basic definition, is the efficient flow and storage of goods from their point of origin to the point of consumption. It is the part of the supply chain process that plans, implements and controls the flow of goods. It can also be seen as the management of inventory, in rest or in motion. The word *logistics* was first used in the military service to describe the process of supplying a war zone with troops, supplies and equipment. The term is now used more commonly in the field of business.

A recent US study found that logistics costs account for almost 10% of the gross domestic product*. The process itself covers a diverse number of functional areas. Involved in logistics are transportation and traffic, as well as shipping and receiving. It also covers storage and import / export operations.

The concept of logistics can be applied to specific areas of business. Acquisition logistics, for example, covers everything involved in acquiring logistics support equipment and personnel for a new weapons system for the military.

Another area is Integrated Logistics Support (ILS). This is a management function that provides funding, planning and controls to assure that the system meets the expected requirements. ILS is also expected to make sure the price of the goods is reasonable and the product is of the required quality.

*GDP (gross domestic product) – ВВП (валовой внутренний продукт)

Ex. 1. Answer the questions on the text.

1. What is logistics according to the most basic definition?
2. What is a part of a supply chain process?
3. What are the principal tasks of the logistics?
4. What spheres does the logistics include?
5. What does the acquisition logistics deal with?
6. What is ILS?

7. What does ILS have to provide?
8. Where was the word “*logistics*” used first?
9. What is ILS expected to guarantee?
10. What fields is the logistics essential for? Why?

Ex. 2. Complete the sentences choosing the appropriate words from the given ones.

1. Logistics is the (efficient, efficiency, effect, efficacious, effective) (flow, stream, river) and storage of (goods, bads, things, information).
2. Logistics is a part of the (provision, supply, delivery) chain.
3. Logistics can also be seen as the (management, manager, managerial) of inventory, in rest or in motion.
4. The supply chain process covers a diverse number of (function, functional, functionary, functioner, functioned, functioning) areas.
5. (Acquisition, acquirer, acquisitive) logistics, for example, covers everything involved in acquiring logistics support equipment and personnel for a new weapons system for the military.
6. The word *logistics* was first used in the military service to (describe, description, descriptive, describer) the process of supplying a war zone with troops, supplies and equipment.
7. The concept of logistics can be applied to (specific, specification, specificator, specifier) areas of business.
8. The Integrated Logistics Support is also expected to make sure the price of the goods is reasonable and the (product, production, productive, producer) is of the required quality.
9. The Integrated Logistics Support is a management function that (provides, delivers, guarantees, gives, supplies) funding, planning and control.
10. A recent US study found that logistics (costs, sums, expenditures) account for almost 10% of the gross domestic product.
11. Involved in logistics are transportation and (funding, planning, traffic) as well as shipping and receiving.

Text B. Origins of Logistics

Logistics is the process of planning, implementing, and controlling the effective and efficient flow of goods and services from the point of origin to the point of consumption.

The prevalent view is that the term *logistics* comes from the late 19th century: from French *logistique* (*loger* means *to lodge*). Others attribute to a Greek origin of the word which means reason, speech or accountant and responsible for counting.

Academics and practitioners traditionally refer to the terms operations or production management when referring to physical transformations taking place in a single business location (factory, restaurant or even bank clerking) and reserve the term logistics for activities related to distribution, that is, moving products on the territory.

Managing a distribution center is seen, therefore, as pertaining to the realm of logistics since, while in theory the products made by a factory are ready for consumption they still need to be moved along the distribution network according to some logic, and the distribution center aggregates and processes orders coming from different areas of the territory. That being said, from a modeling perspective, there are similarities between operations management and logistics, and companies sometimes use hybrid professionals for example "Director of Operations" or "Logistics Officer" working on similar problems. Furthermore, the term supply chain management originally refers to, among other issues, having a global vision in of both production and logistics. All these terms may suffer from semantic change as a side effect of advertising.

Ex. 1. Read the text again and say if the sentences below are true, false or there is no information of this fact in the text:

1. Logistics is the process of planning, implementing, and controlling the effective and efficient flow of goods and services from the point of consumption to the point of origin.
2. The term logistics comes from the late 15th century from French.
3. Academicians and practitioners traditionally refer to the terms operations or production management.
4. There are similarities between operations management and logistics.
5. "Director of Operations" and "Logistics Officer" are the hybrid professionals.
6. Director of Operations or Logistics Officer deal with the quite different problems.

Ex. 2. Make up questions to which the italicized words are the answers:

1. The term logistics comes from the late 19th century.
2. Academics and practitioners traditionally refer to the term operations or production management.
3. There are similarities between operations management and logistics.
4. Companies sometimes use hybrid professionals.
5. Distribution logistics has, as one of the main tasks, the delivery of the finished products to the customer.
6. Quantity of production differs with the time.

Ex. 3. Replace the words in italics by those given below:

1. Logistics is the process of planning, implementing, and controlling the effective and efficient flow of goods and services.

2. The prevalent view is that the term logistics comes from the late 19th century.
 3. Managing a distribution center is seen, therefore, as pertaining to the realm of logistics.
 4. In theory the products made by a factory are ready for consumption. They still need to be moved along the distribution network.
 5. There are similarities between operations management and logistics, and companies sometimes use hybrid professionals.
- (perform, production, from time to time, usage, field, belong, manufacture, to date back, supervise, resemblance)

Text C. Logistics Fields

Given the services performed by logisticians, the main fields of logistics can be broken down as follows:

Procurement logistics consists of activities such as market research, requirements planning, make-or-buy decisions, supplier management, ordering, and order controlling. The targets in procurement logistics might be contradictory: maximizing efficiency by concentrating on core competences, outsourcing while maintaining the autonomy of the company, or minimizing procurement costs while maximizing security within the supply process.

Distribution logistics has, as its main task, the delivery of the finished products to the customer. It consists of order processing, warehousing, and transportation. Distribution logistics is necessary because the time, place, and quantity of production differs with the time, place, and quantity of consumption.

Disposal logistics has as its main function to reduce logistics cost(s) and enhance service(s) related to the disposal of waste produced during the operation of a business.

Ex. 1. *Match the fields of logistics with their functions:*

- | | |
|---------------------------|---|
| 1. Procurement logistics | a) Delivery of the finished products to the customer. It consists of order processing, warehousing, and transportation |
| 2. Disposal logistics | b) It consists of activities such as market research, requirements planning, make-or-buy decisions, supplier management, ordering, and order controlling. |
| 3. Distribution logistics | c) Its main function is to reduce logistics cost(s) and enhance service(s) related to the disposal of waste produced during the operation of a business. |

Ex. 2. Match the words with similar meanings and their Russian equivalents:

1. to consist	a) to include	а) состоять
2. activities	b) to reduce	б) хранение на складе
3. quantity	c) study	в) количество
4. warehousing	d) procedures	г) безопасность
5. to minimize	e) storage	д) сосредоточиваться
6. security	f) study	е) снижать
7. research	g) independence	ж) размещение
8. to concentrate	h) arrangement	з) исследование
9. research	i) to focus	и) деятельность
10. disposal	j) safety	к) независимость
11. autonomy	k) amount	л) исследование

Ex. 3. Read the text again. What is the main idea of the text? Choose from the given below:

1. Procurement logistics consists of activities such as market research, requirements planning, make-or-buy decisions, supplier management, ordering, and order controlling.
2. Given the services performed by logisticians, the main fields of logistics have their particular functions and differ from each other.
3. Distribution logistics is necessary because the time, place, and quantity of production differs with the time, place, and quantity of consumption.
4. Procurement logistics is the major field in logistics.
5. Disposal logistics has as its main function to perform the delivery of the finished products to the customer.

Text D. What is Logistics Engineering?

1. Logistics engineering combines strong managerial skills with a proper understanding of mathematics and numbers. Logistics is defined as a scientific technique in which evaluation is used to control inventory, production, sales, management, and staff in order to keep a solid capital and monetary flow. In this discipline, all aspects of a company's work progress are studied.

2. Starting with ordering raw materials, logistics engineering oversees these materials as they are turned into a finished product and shipped to the customer. Methods are created to speed up production and shipping without detracting from the quality of a product. People who work in this field consider all the factors and develop a strong business process to aid workers, managers, owners, and customers.

3. To receive a master's degree in logistics engineering at a college, a student must successfully fulfill 45 hours of coursework. Courses include business,

math, and communications studies. Potential students must usually have an undergraduate degree in engineering or business management, a grade point average of 3.0, and three letters of recommendation.

4. Typically, courses in this field are challenging. They may vary from college to college, but most require the following classes in order to earn a degree.

Logistics engineering is a growing career field because it is essential for companies to keep up and to coordinate with other companies. Asian companies, for example, often make specific components that are sent off and assembled in other countries, and it is critical to maintain control of where the product is located. This discipline is key one to keeping track of each country's inventory.

Ex. 1. *What part of the text (1, 2, 3, 4) do the following statements correspond to?*

1. A solid understanding of mathematics and numbers and strong managerial skills are combined in logistics engineering.
2. Logistics engineering oversees raw materials as they are turned into a finished product and shipped to the customer.
3. Logistics engineering studies all aspects of a company's work progress.
4. At the majority of colleges 45 hours of coursework must be successfully completed to receive a master's degree in logistics engineering.
5. Courses in the field of logistics engineering are promising.
6. Logistics engineering is essential for companies to keep up and to coordinate with other companies.
7. Logistics engineering maintains control of product location.
8. Logistics engineering is a growing career field because it is essential for companies to keep up and to coordinate with other companies.
9. Potential students must usually have an undergraduate degree in engineering or business management.

Ex. 2. *Change the following sentences using the words in brackets:*

1. Logistics engineering combines strong managerial skills with a solid understanding of mathematics and numbers (to require).
2. Logistics is defined as a scientific technique in which evaluation is used to control inventory, production, sales, management, and staff in order to keep a solid capital and monetary flow (to be referred to as).
3. Starting with ordering raw materials, logistics engineering oversees these materials as they are turned into a finished product and shipped to the customer (to control).
4. Logistics engineering oversees the ordered raw materials as they are turned into a finished product and shipped to the customer (to convert).
5. Logistics engineering oversees the ordered raw materials as they are turned into a finished product and shipped to the customer (client / consumer).

6. Methods are created to speed up production and shipping without detracting from the quality of a product (accelerate / manufacturing / reducing).
7. People who work in this field consider all factors and develop a strong business process to aid workers, managers, owners, and customers (to work out / to assist).
8. Courses for receiving a master's degree in logistics engineering include business, math, and communications courses (involve).
9. Logistics engineering is a key to keeping track of each country's inventory (to supervise).

Speaking Exercises

Renting Cars

Ex.1. *Read the following dialogues:*

1. I want to rent a Chevrolet

A: I want to rent a car.

B: We have Fords, Volvos...

A: How much is to rent a Chevrolet?

B: It's twenty pounds a day or one hundred a week.

A: Right then. I'd like to rent one for tomorrow.

B: Is your driving license all right?

A: Yes, I've had one ever since 1985.

2. The Best I Can Do

A: What's your daily rate?

B: It depends on the model. What kind of car do you want?

A: Well, a Cortina, or an Escort...

B: They are ten pounds a day. The weekly rate is fifty-five pounds.

A: Do you have anything cheaper... Smaller, I mean. A Mini?

B: The best I can do is a Victor. All minis are out till next Monday.

A: All right. I'll take one of your Victors.

B: Do you have a current license?

A: Yes, it doesn't expire till next year.

Ex. 2. *Translate the words in brackets:*

1. I'd like to (взять машину на прокат на один день).
2. (Сколько стоит) to rent a car for a month?
3. Reserve me ("Эскаорт" на эти выходные).
4. I want to reserve a car (с 1-ого по 10-е).
5. (У меня есть права) since I was eighteen.
6. Rent me a car (на пять дней начиная с завтра).

Ex. 3. *Make your own dialogues on the following situations. Act them out:*

- a) You need a prestigious car for 6 days. The model and the price don't matter.
- b) You want a white VW-Polo for two weeks. You are going to pay by card.
- c) You want a minivan for 6 people for 4 days. You are going to pay cash.

Communication Move

Choose the most suitable variant:

A: “_____”

B: “Turn right the corner”.

- a) Pardon me, sir. Could you tell me how to get to the bus stop?
- b) What bus runs to the railway station?
- c) Listen! Can you show me the way to the bus stop?
- d) I say! Tell me how to get to the bus stop.
- e) Hey you! How to get to the bus stop?

English-speaking countries (culture, traditions and history)

Fill in the blanks.

The present British Royal family's surname is _____.

- a) Buckingham
- b) Plantagenet
- c) Windsor
- d) Stuart
- e) Pendragon

Grammar Exercises

Ex.1. *Respond to A's statements using should + Perfect Infinitive construction.*

Model:

A: I went by tube.

B: You should have gone by bus.

1) A: I took a 55.

B: _____ a 56.

2) A: He came at nine.

B: _____ at eight.

3) A: She paid 6 pounds.

B: _____ a half of it.

4) A: They caught a Red Arrow.

B: _____ a taxi.

Writing Skill Exercises

Business Letter Structure

Sender's address

Date

Addressee's address

Form of address

Main part of the letter

Final politeness form

Manual signature

Signature clarification (printed full name)

Ex. 2. *Put the parts of a business letter in the right order:*

1. Josephine Black Principal

2. Dear Ms. Smith:

3. Ms. R. J. Smith

Blackstone Book Agency

Sixth and Riverside Avenue

Olympia, WA 99999

4. City College

5 Mountain View, WA 99999

5. Would you please send me a copy of World Wide dictionary, unabridged second edition? I am enclosing a money order for \$ 37.50 to cover cost and handling. If this amount is not correct, please let me know.

- ***Have a Fun!***

A Few of your Favourite Driving Habits

1. Happily cruising down the middle lane of a motorway with either indicator flashing, but going nowhere.

2. Happily cruising down the middle lane of a motorway even when the road is almost entirely empty.

3. Picking your nose and believing that no-one can see you.

4. Not realizing that there is any other setting for your lights than high beam.

5. Indicating to move into a lane that you're already half way in.

falling asleep at the wheel, just in time for the lights to turn green.

6. Sounding your horn one nanosecond after the lights change to green if the car in front hasn't sped off.
7. Sending sprays of wiper wash right over the top of your car and washing the one behind.
8. Overtaking then pulling in front and slowing down.
9. Sharing whatever is on your car stereo with anyone within a mile radius.

UNIT V. TRANSPORT MANAGEMENT

Vocabulary

traffic	['trʌfɪk]	зд. перевозки
to concern	[kən'sɜ:n]	иметь отношение
rolling stock	['rəʊlɪŋ, stɒk]	подвижной состав
assessment	[ə'sesmənt]	оценка
hazardous	['hæzədəs]	опасный
fee	[fi:]	плата, жалованье
demurrage	[dɪ'mʌrɪdʒ]	простой (судна)
expedite	['eksprɪdaɪt]	быстро отправлять
consolidation	[kən'sɒlɪ'deɪʃ(ə)n]	консолидация
reconsignment	[ri: kən'saɪnmənt]	переотправки
tracking	[trʌkɪŋ]	отслеживание
signalman	['sɪgn(ə)lmən]	связист
impact	['ɪmpækt]	влияние
forecast = predict	[['fɔ:kɑ:st	прогнозировать
backbone	['bækbəʊn]	основа
flexibility	[, fleksɪ'bɪlətɪ]	гибкость
assignment	[ə'saɪnmənt]	назначение
density	['den(t)sɪtɪ]	плотность
hub	[hʌb]	центр деятельности
cluster	['klʌstə]	тесниться
span	[spæn]	охватывать
viability	[, vaɪə'bɪlətɪ]	жизнеспособность
transition	[træn'zɪʃ(ə)n]	перемещение, переход
roadworthy	['rəʊd, wɜ:pɪ]	исправный, безопасный
shortcomings	[, ʃɔ:t'kʌmɪŋ]	недостатки
throughput	['ru:put]	пропускная способность
to be keen	[ki:n]	быть заинтересованным
ban	[bæn]	запрет
execution	[, eksɪ'kju:ʃ(ə)n]	выполнение
commissioner	[kə'mɪʃ(ə)nə]	уполномоченный
in charge of	[[tʃɑ:dʒ]	в ответственной за
halt	[hɔ:lt]	остановка

bargaining	['bɑ:ɡɪnɪŋ]	переговоры
mileage	['maɪlɪdʒ]	пробег автомобиля

Pre-text Exercises

Ex 1. *Translate the chains of words:*

Transportation management system; an enterprise resource planning system; distribution module; transport cost; key performance indicator; trip generation; mode choice; route assignment.

Ex. 2. *Give the verbs corresponding to the following nouns:*

Management, planning, purchasing, tracking, insurance, reconsignment, consolidation, calculation, controller, operator, user, coordination, transportation, communication, consolidation, distribution.

Ex. 3. *Use suffixes to form participles and translate them into Russian:*

a) *participle I*: to use, to obtain, to track, to purchase, to admit, to depend, to work, to operate, to control, to plan, to transport, to allow, to find, to regard, to forecast, to consume, to lead, to roll, to calculate, to distribute, to ship, to move.

b) *participle II*: to find, to send, to add, to change, to write, to read, to make, to keep, to maintain, to develop, to install, to consider, to see, to speak, to divide, to give, to show.

Text A. Transportation Management System

A Transportation management system (TMS) is a subset of supply chain management concerning transportation operations and may be part of an enterprise resource planning system.

A TMS usually "sits" between an ERP* or legacy order processing and warehouse/distribution module. A typical scenario would include both inbound (procurement) and outbound (shipping) orders to be evaluated by the TMS Planning Module offering the user various suggested routing solutions. These solutions are evaluated by the user for reasonableness and are passed along to the transportation provider analysis module to select the best mode and least cost provider. Once the best provider is selected, the solution typically generates electronic load tendering and track/trace to execute the optimized shipment with the selected carrier, and later to support freight audit and payment (settlement process). Transportation management systems manage four key processes of transportation management:

1. Planning and decision making – TMS will define the most efficient transport schemes according to given parameters, which have a lower or higher importance according to the user policy: transport cost, shorter lead-time, fewer

stops possible to ensure quality, flows regrouping coefficient, etc.

2. Transportation Execution – TMS will allow for the execution of the transportation plan such as carrier rate acceptance, carrier dispatching, EDI etc.

3. Transport follow-up – TMS will allow following any physical or administrative operation regarding transportation: traceability of transport event by event (shipping from A, arrival at B, customs clearance, etc.), editing of reception, custom clearance, invoicing and booking documents, sending of transport alerts (delay, accident, non-forecast stops...)

4. Measurement – TMS have or need to have a logistics key performance indicator (KPI) reporting function for transport.

*ERP (Enterprise Resource Planning) – планирование ресурсов предприятия

Ex. 1. *Match the words with their Russian equivalents:*

- | | |
|-----------------|------------------------|
| 1. subset | a) передавать |
| 2. supply | b) закупка |
| 3. enterprise | c) предлагать |
| 4. legacy | d) унаследованный |
| 5. warehouse | e) товарный склад |
| 6. inbound | f) прибывающий |
| 7. procurement | g) поставка, снабжение |
| 8. outbound | h) экспортный |
| 9. evaluate | i) жизнеспособность |
| 10. offer | j) предприятие |
| 11. routing | k) снабжение, поставка |
| 12. solution | l) решение |
| 13. pass along | m) подгруппа |
| 14. procurement | n) маршрутизация |
| 15. viability | o) оценивать |

Ex. 2. *Answer the questions on the text:*

1. What is a transportation management system?
2. Where does a TMS usually "sit"?
3. Whom are various suggested routing solutions evaluated by?
4. Why are these solutions passed along to the transportation provider analysis module?
5. What does the solution typically generate, once the best provider is selected?
6. Do transportation management systems manage four key processes of transportation management? What are they?
7. What is "Planning and decision making"?
8. What is "Transportation Execution"?

9. What is “Transport follow-up “?
10. What is “Measurement”?

Ex. 3. *Fill in the blanks with the active vocabulary:*

1. A ... (TMS) is a subset of supply chain management.
2. A typical scenario would include both inbound (...) and outbound (shipping) orders.
3. These solutions are evaluated by the ... for reasonableness.
4. These ...are passed along to the transportation provider analysis module.
5. The solution typically ... electronic load tendering and track/trace.
6. Transportation management systems manage ... of transportation management.
7. TMS will define the most efficient transport... according to given parameters.
8. TMS will allow for the execution of the ... such as carrier rate acceptance, carrier dispatching, EDI etc...
9. TMS will allow following any ... regarding transportation.
10. Once the best ... is selected, the solution typically generates electronic load tendering.

Ex. 4. *Give the English equivalents:*

Система управления перевозками; управление цепочками поставок; предлагаемые решения маршрутизации; эти решения оцениваются потребителем; выбрать оптимальный режим; оптимальные поставки; ключевые процессы; планирование и принятие решений; наиболее эффективные транспортные схемы; в соответствии с заданными параметрами; транспортные расходы.

Text B. Transport Planning

Transport planning allows for high utilization and less impact regarding new infrastructure. Using models of transport forecasting, planners are able to predict future transport patterns. On the operative level, logistics allows owners of cargo to plan transport as part of the supply chain. Transport as a field is studied through transport economics, the backbone for the creation of regulation policy by authorities. Transport engineering, a sub-discipline of civil engineering, must take into account trip generation, trip distribution, mode choice and route assignment, while the operative level is handled through traffic engineering.

Because of the negative impacts, transport often becomes the subject of controversy related to choice of mode, as well as increased capacity. Automotive transport can be seen as a tragedy of the commons, where the flexibility and comfort for the individual deteriorate the natural and urban environment for all. Density of development depends on mode of transport, with public transport allowing for better special utilization. Good land use keeps

common activities close to people's homes and places higher-density development closer to transport lines and hubs, to minimize the need for transport. There are economies of agglomeration. Transportation facilities consuming land, and in cities, pavement (devoted to streets and parking) can easily exceed 20 percent of the total land use. An efficient transport system can reduce land waste.

Too much infrastructure and too much smoothing for maximum vehicle throughput means that in many cities there is too much traffic and many – if not all – of the negative impacts that come with it. It is only in recent years that traditional practices have started to be questioned in many places, and as a result of new types of analysis which bring in a much broader range of skills than those traditionally relied on – spanning such areas as environmental impact analysis, public health, sociologists as well as economists – the viability of the old mobility solutions is increasingly being questioned. European cities are leading this transition.

Ex. 1. *Answer the questions on the text:*

1. What are planners able to predict using models of transport forecasting?
2. What does logistics allow owners of cargo to plan on the operative level?
3. What must transport engineering take into account?
4. Why does transport often become the subject of controversy?
5. Does density of development depend on mode of transport?
6. What do transportation facilities consume?
7. What can an efficient transport system reduce?
8. What does too much infrastructure and too much smoothing for maximum vehicle throughput mean?

Ex.2. *Make up sentences from the words below:*

1. Transport patterns; to predict; planners; are able; future.
2. To plan; owners of cargo; logistics; transport; allows.
3. Is studied; transport as a field; through transport economics.
4. Transport engineering; a sub-discipline of civil engineering; is.
5. Land waste; an efficient transport system; can reduce.
6. Too much traffic; in many cities; there is.
7. Trip generation; must; transport engineering; take into account.
8. Transport; often; the subject of controversy; becomes.
9. Can; 20 percent; transportation facilities; exceed; of the total land use.

Ex. 3. *Read the text again and say if the sentences below are true, false or there is no information of this fact in the text:*

1. Transport planners are able to predict future transport patterns.
2. Logistics doesn't allow owners of cargo to plan transport as part of the supply chain.

3. Transport as a field is studied through transport economics.
4. Traffic management is a key branch within logistics.
5. Traffic management is implemented by people working with different job titles in different branches.
6. Transport engineering is a sub-discipline of machine building.
7. Transport planners are responsible for organizing, scheduling, and managing the distribution of materials.
8. Beyond transportation some land uses are more efficient when clustered.
9. Transportation facilities consume land, and in cities, pavement (devoted to streets and parking) can easily exceed 20 percent of the total land use.
10. An efficient transport system cannot reduce land waste.
11. Traffic commissioners don't know how hard transport managers are working when your operator gets a satisfactory visit from DVSA.
12. There is too much traffic in many cities.
13. Traffic management is a key branch within logistics.

Text C. Traffic Management

Traffic management is a key branch within logistics. It concerns the planning, control and purchasing of transport services needed to physically move vehicles (for example aircraft, road vehicles, rolling stock and watercraft) and freight. Traffic management is implemented by people working with different job titles in different branches:

- Within freight and cargo logistics: traffic manager, assessment of hazardous and awkward materials, carrier choice and fees, demurrage, documentation, expediting, freight consolidation, insurance, consignment and tracking
- Within air traffic management: air traffic controller
- Within rail traffic management: rail traffic controller, train dispatcher or signal man
- Within road traffic management: traffic controller

Ex. 1. *Replace the words in italics by the words and word combinations with similar meanings:*

1. Traffic management is a *key* branch within logistics.
2. Traffic management *concerns* the planning, *control* and *purchasing* of transport services needed to physically move vehicles (for example aircraft, road vehicles, rolling stock and watercraft) and *freight*.
3. Traffic management is *implemented* by people working with different job titles in different *branches*.
4. Traffic manager is responsible for assessment of *hazardous* and awkward materials, carrier choice and fees, demurrage, documentation, expediting, freight consolidation, insurance, *consignment* and tracking.

Ex. 2. *Give the Russian equivalents:*

A key branch within logistics; it concerns the planning and control; to be implemented by people; transport services; job titles; different branches; assessment of hazardous and awkward materials; freight consolidation; air traffic controller; train dispatcher or signalman; traffic controller.

Ex. 3. Match the *words with similar meanings:*

- | | |
|-----------------|----------------------------|
| 1. control | a) providing |
| 2. purchasing | b) activity |
| 3. assessment | c) to fulfill |
| 4. service | d) dangerous |
| 5. to implement | e) shipment |
| 6. hazardous | f) vessel |
| 7. consignment | g) help forward |
| 8. watercraft | h) hard to do or deal with |
| 9. expedite | i) evaluation |
| 10. awkward | j) supervise |

Oral Practice

Some Tips for a Job Interview

1. The Job interview in some companies may differ from that in the other ones. In a company the interview may take you only some minutes in comparison to several hours of intensive communication in the other one.

In any case you need to impress the personnel manager favourably and to show good language knowledge.

2. Usually the first question asked by the interviewer has the purpose of breaking the ice.

That's why be not surprised at hearing:

- | | |
|---|---------------------------|
| a) How are you today? | – Как дела? |
| b) Did you have any trouble finding us? | – Вы с трудом нас нашли? |
| c) What do you think about the weather today? | – Как вам погода сегодня? |

Your answer has to be short and polite.

Here is an example:

Interviewer: How are you today?

Candidate 1: I'm fine thank you, and you?

Candidate 2: I'm well thank you.

3. Tell me about yourself

This may be the phrase your interview will begin with. The most essential things to be reported about are your education and working experience. Think over a coherent text introducing you. In brief describe your achievements in educational and working spheres. Then tell why you are the most appropriate candidate for the vacancy.

Use some examples:

Candidate: I was born and grew up in Tver. I attended the State Technical University of Tver and received my master's degree in Economics. I have worked for 2 years as a consultant for various companies in Tver including Trados Consulting and HPM. During the summer seasons, I worked as a systems administrator for a small company to help pay for my education. I enjoy playing tennis in my free time and learning languages. I'm very interested in an entry level position in your company. I think that my qualifications and skills will allow me to do my best.

4. If you haven't understood the question don't panic. You'd better to ask again. Use the following phrases:

- a) Did I get it right that you ask me about my strongest points at work?
- b) Sorry, I didn't quite catch your question.
- c) Could you repeat it, please?
- d) Sorry, what do you mean by "implementing changes"?
- e) Sorry, I can't see your point.
- f) Can you explain it to me? Oh, thank you. I got your point (question)/ Now I see.

Ex. 1. Read the following dialogue using the vocabulary notes:

Job Vacancy

Maxim was watching TV when the telephone rang. It was his friend Anton)

A.: Hello, Maxim! I hope I'm not calling too late.

M.: No, Anton. I am watching television. How are you?

A.: I am fine. I'm calling you at such a late hour because there is good news for you. An hour ago, I spoke to a friend of mine. He's on the board of directors at "A & B Instrument Company". They have an immediate opening for a software programmer. They are looking for a specialist in this field. I told my friend about you. He wants to know if you can come tomorrow for an interview. You shouldn't miss this opportunity.

M.: Anton, you are absolutely right. I agree with you completely. I realize that I should see the interviewer; but what about my job at the gas station?

A.: Oh, come on. Don't tell them where you are going. Just tell your supervisor you have some personal business to attend to. Promise him to make up the time.

M.: That makes sense, Anton. But I'm a bit afraid because of the many applicants for this job.

A.: Stop worrying about it. All you have to show your previous experience.

M.: I hope so. But I'm still confused. Nevertheless I've made up my mind. I'm going to see the interviewer.

A.: Okay. Would you write down the address?

M.: All right. I'm listening.

A.: Gorky Street, 25, the 5-th floor, room 52. Ask for personnel. Don't leave home without your resume. Good luck.

M.: Thank you, Anton.

Vocabulary Notes

to be on the board of directors

быть членом совета директоров

immediate opening for

срочная вакансия

interview

собеседование

supervisor

(зд.) начальник

some personal business

личные дела

to make up the time

(зд.) отработать время

that makes sense

это разумно

applicant

соискатель на должность

I've made up my mind

я решил / принял решение

ask for personnel

спроси отдел кадров

don't leave home without your resume

не забудь резюме

good luck

удачи (пожелание)

Ex. 2. Make up your own dialogues:

a) Your friend tells you about a vacancy for a logistician at an English company.

b) You are told about a vacancy for a transport engineer at a big transportation agency.

c) Your brother tells you about a vacancy for a dispatcher at a logistics firm.

d) You are told about an immediate opening for a transport manager at an international trading company.

Communication Move

Choose the most suitable variant:

A: "Could I speak to Ann Jones, please?"

B: "_____"

- a) I'm afraid, she's away from her desk right now.
- b) I don't know where she is. I don't keep my eye on her.
- c) Look for her yourself.
- d) You are welcome.

English-speaking Countries (culture, traditions and history)

Fill in the blanks.

1. There are _____ stars on the USA flag.
a) 51 b) 50 c) 47 d) 49
2. There is _____ on the official flag of Canada.
a) a red star;
b) a red maple leaf;
c) a green birch leaf;
d) a number of stars and stripes.

Grammar Exercises

Ex. 1. Change the following attributive clauses according to the given models and translate the resulting sentences.

Model A:

This is the laboratory which we attend twice a week.
This is the laboratory we attend twice a week.

1. This is the device which our teacher has constructed. 2. The student whom the chemistry teacher is speaking to joined the chemistry circle this term. 3. The subject that they have-chosen for the discussion Γ was connected with the physics of fluids. 4. At the discussion there was a new member of the staff whom we had never met before.

Model B:

The laboratory in which they were working was large.
The laboratory which they were working in was large.
The laboratory they were working in was large.

1. The laboratory in which Erik was allowed to work had just been started up.
2. The staff the transportation firm at which Erik arrived was not numerous.
3. The man to whom Erik was introduced offered him to become his assistant.
4. He was offered to work with the scientist of whom he had heard much before.

Ex. 2. *Translate the following sentences:*

1. The research project the chief engineer was responsible for was of great importance for us. 2. The college the new assistant arrived from supplied him with excellent recommendations. 3. The research center he arrived at was just starting up a new laboratory. 4. It was the kind of laboratory he was willing to work in. 5. The chief asked the new assistant whether there was any field of physics he was especially interested in. 7. The explosive petrol-air mixture is sucked into the cylinder, it is exploded in, by an electric spark.

Writing Exercises

Ex. 1. *Choose the words and words combinations to fill in the blanks in order to form a memo:*

To: (1) Catherine Shu, _____

From: (2) _____, Sales

Subject: (3) _____

(4) _____: 24 November 2014

I am writing to inform you of my intention to resign from G& S Holdings. I would like to leave, if possible, in a month's time on Saturday, 26 December.

This will allow me to complete my current workload. I hope that this suggested management is acceptable in the company.

Once again thank you for your support.

Yours sincerely,
Stephen Yu

- a) Stephen Yu
- b) Date
- c) Regional manager
- d) Notification of my Resignation

- ***Have a Fun!***

Little Boys and Big Cars

The parents of two boys (14 and 16 year-olds) went on a trip for the weekend with friends. They left early Friday morning and the boys were left alone at home.

That evening the younger boy made the suggestion that they take their dad's car, pick up some girls and go to the local disco. The 16 year-old boy could drive a bit but was too scared. After some nagging he gave in and off they went to enjoy the evening. When they got back to the car after a lot of discothequeing, they noticed a huge dent in the rear of the car - someone must have bumped into the car and drove off. Frantically they phoned their friends to find a panelbeater/spray painter to fix their dad's car. Finally they found one who said they must have the car at his house early next morning. The car was fixed properly and they parked it back in the garage that afternoon. Their parents returned the next day but the boys were too terrified to say anything about the accident. The father went to get something from the garage, came back very amazed and said to the family in the lounge, "A miracle has happened! A guy drove into the back of my car on Thursday and now it is fixed without a scratch!"

UNIT VI. TRANSPORTATION JOBS

Vocabulary

arrange	[ə'reɪndʒ]	организовывать
certified	['sɜ:tɪfaɪd]	аттестованный
designation	[,deziɡ'neɪʃ(ə)n]	обозначение, название
cost-reduction	[kɒst] [rɪ'dʌkʃ(ə)n]	снижение издержек
traffic commissioners	['træfɪk] [kə'mɪʃ(ə)nəs]	транспортный суд
public inquiry	['pʌblɪk] [ɪn'kwɪərɪ]	официальное расследование
tackle	['tækl]	схватить, поймать
commitment	[kə'mɪtmənt]	обязанность, долг
repute	[rɪ'pju:t]	общее мнение
flout	[flaʊt]	не подчиняться
obligation	[,ɒblɪ'geɪʃ(ə)n]	обязанность; долг
insight	['ɪn,sɑɪt]	понимание, догадка
day-to-day	['deɪtə'deɪ]	повседневный
admit	[əd'mɪt]	допускать, соглашаться
statutory	['stætjət(ə)rɪ]	установленный
setup	['set,əp]	структура
scope	[skəʊp]	область действия
log	[lɒg]	запись, журнал
promote	[prə'məʊt]	способствовать
administer	[əd'mɪnɪstə]	вести дела; управлять
objective	[əb'dʒektɪv]	цель, стремление

supplier	[sə'plaɪə]	поставщик
retailer	['ri:teɪlə]	розничный торговец
compliance	[kəm'plaɪəns]	согласие; соответствие
extensive	[ɪk'sten(t)sɪv]	громадный, большой
earn	[ɜ:n]	зарабатывать

Pre-text Exercises

Ex. 1. *Mind the rules of pronunciation:*

«Немая буква»	Буквосочетания	Примеры
b	bt	doubt [daʊt]
g	gn	design [dɪ'zaɪn]; sign [saɪn]
n	whe, whi	when [(h)wen]; while [(h)waɪl]
g	igh	height [haɪt]; weight [weɪt]; freight [freɪt]
k	kn	knowledge ['nɒlɪdʒ]; knife [naɪf]
l	ould	should [ʃʊd]; could [kʊd]; would [wʊd];
w	alk who wr	walk [wɔ:k] whose [hu:z]; whole [həʊl] write [raɪt]; wrong [rɒŋ]

Ex. 2. *Give the nouns corresponding to the following adjectives:*

Regrettable, wealthy, different, significant, friendly, original, major, chemical, relative, interesting.

Ex. 3. *Guess the meaning of the words in italics:*

To drive – *driver*; warm – *warmth*; store – *storage*; to investigate – *investigator*; a question – *to question*; a place – *to place*; to decide – *decision*; strange – *a stranger*.

Ex. 4. *State to the part of speech the following words belong to:*

Logistician, designation, cost-reduction, commitment, obligation, statutory, promote, objective, supplier, retailer, compliance, extensive, earn, enhancement, movement, include, large, career, rapid, growth, delivery, grow, enhancement, advantage, natural, meet, storage, professional, responsible, international, advantage, responsibility, delivery.

Text A. Logistician

A logistician has three areas of responsibility: manage the supply chain, arrange transportation and storage of materials, and transportation management. A logistician is a certified professional who has completed specialized training and a certification program that focuses on the movement of materials. There are a number of international certification organizations, which are responsible for this professional designation. They include the Chartered Institute of Logistics & Transport and the International Society of Logistics.

Most logisticians work for either large shipping firms or international distribution companies. They are responsible for organizing, scheduling, and managing the distribution of materials. This career experienced a rapid growth in the mid-1980s as manufacturing firms shifted to just in time delivery. As a result of this change, it was necessary to schedule and manage the movement of large volumes of materials all over the world, with delivery scheduled to fall into a very small window. This career has continued to grow, with the enhancement of computer technology that allows more firms to take advantage of this cost-reduction measure.

People who can work with details, enjoy scheduling and are natural problem solvers report the greatest satisfaction as a logistician. In this career, you will meet with parts suppliers, transportation firms, and clients. The ability to interact with others while communicating clearly and effectively is very important.

Ex. 1. *Answer the questions on the text:*

1. What areas of responsibility does a logistician have?
2. Is a logistician a certified professional?
3. What are international certification organizations, which are responsible for this professional designation?
4. What are logisticians responsible for?
5. When did this career experience a rapid growth?
6. Do most logisticians work for either large shipping firms or international distribution companies?
7. Is it necessary to schedule and manage the movement of large volumes of materials all over the world?
8. What will you meet with in this career?
9. What else is very important in this career?

Ex. 2. *Choose the right word:*

1. A logistician has three ... of responsibility.
a) parts b) areas c) sets
2. A logistician is a certified
a) driver b) engineer c) professional
3. Most logisticians work for large ... firms.
a) shipping b) driving c) organizing

4. This career experienced a rapid ... in the mid-1980s.
a) fall b) growth c) bloom
5. They are responsible for managing the ... of materials.
a) revolution b) satisfaction c) distribution
6. It was necessary to schedule and manage the movement of large volumes of
....
a) materials b) substances c) cars
7. The ability ... with others is very important for a logistician.
a) to talk b) to interact c) to communicate

Ex. 3. *Give the Russian equivalents:*

Areas of responsibility; to arrange transportation; a certified professional; specialized training; the movement of materials; international certification organizations; professional designation; shipping firms; to schedule and manage the movement of large volumes of materials; all over the world; computer technology; to take advantage; the ability to interact with others; cost-reduction measure; to manage the supply chain; storage of materials; transportation management; international distribution companies; a rapid growth; as a result of this change.

Text B. Responsibilities of a Transport Manager

Transport managers have a unique role. You work for an operator to ensure that its vehicles are roadworthy and drivers comply with traffic and drivers' hours rules. At the same time you are also responsible to the wider public, through the traffic commissioner, for ensuring that your operator is compliant. That's why traffic commissioners value the role so essential and always remind operators how important you are.

The job can be demanding and looking after compliance standards for an operator's fleet and their drivers is a challenge. So traffic commissioners know how hard transport managers are working when your operator gets a satisfactory visit from the Driver and Vehicle Standards Agency (DVSA).

For some operators though, things can go badly wrong. When it does, their transport manager will be called before the traffic commissioner at the public inquiry.

But Traffic Commissioner Nick Denton is finding that transport managers are sometimes failing to turn up to explain shortcomings, which almost inevitably make things worse. Transport managers who haven't turned up have given many excuses – including one who had 'work commitments', even though being at the public inquiry was vital to his duties as transport manager. Some don't even give a reason. Traffic commissioners are keen to promote the role and work of

transport managers and tackle those who don't meet the standards or who don't spend the necessary time with their operators.

Traffic commissioners have used their powers to take away the professional competence and good reputation of transport managers who flout the rules and ignore their obligations, preventing them from working in the whole of the European Union. Bans can range from a few months to an indefinite period. Commissioners can also tell transport managers to take specific action before they can work again – such as re-sitting their transport manager CPC examination.

To get an insight into the knowledge and responsibilities of the role, Mr. Denton recently took the CPC exam (Certified Professional Coder (CPC) is a well-skilled expert who is certified by a national exam) and gained his standard international transport manager qualification. Mr. Denton was impressed by the large body of knowledge which transport managers are expected to master and apply.

In most cases, transport managers admit when things have gone wrong or tell the traffic commissioner about the problems they are having. This allows the traffic commissioners to work with the transport manager to help them to learn from their experience and identify a solution for the future.

You can find out more about what the traffic commissioners expect from a transport manager, and how they deal with issues of reputation and professional competence in the Senior Traffic Commissioner's statutory document: Transport.

Ex. 1. Make up sentences using the following word combinations.

To have a unique role; to be responsible; to get a satisfactory visit from DVSA; to value the role; to be called at the public inquiry; to explain shortcomings; to give a reason; to be keen to promote the role; to meet the standards; to take away the professional competence; to take specific action; to get an insight; to take the CPC exam; to master and apply; to deal with issues of reputation and professional competence; to help them to learn from their experience; to identify a solution for the future.

Ex. 2. Read the text again and say if the sentences below are true, false or there is no information of this fact in the text:

1. Transport managers have a unique role.
2. Traffic commissioners don't know how hard transport managers are working when your operator gets a satisfactory visit from DVSA.
3. Traffic commissioners are keen to promote the role and work of transport managers and tackle those who don't meet the standards or who don't spend the necessary time with their operators.

4. Transport engineering, a sub-discipline of civil engineering, must take into account trip generation, trip distribution, mode choice and route assignment.
5. Traffic commissioners have used their powers to take away the professional competence and good repute of transport managers who flout the rules and ignore their obligations.
6. In most cases, transport managers don't tell the traffic commissioner about the problems they are having.
7. Because of the negative impacts, transport often becomes the subject of controversy related to choice of mode, as well as increased capacity.
8. You can find out more about what the traffic commissioners expect from a transport manager, and how they deal with issues of repute and professional competence in the Senior Traffic Commissioner's statutory document: Transport.

Ex. 3. Replace the words in italics by the words and word combinations with similar meanings:

1. *Vehicles* are roadworthy and drivers comply with traffic and drivers' hours rules.
2. Traffic commissioners *value* the role so highly and always *remind* operators how *important* you are.
3. Traffic commissioners are keen *to promote* the role and work of transport managers.
4. Traffic commissioners tackle those who don't meet the standards or who don't *spend* the *necessary* time with their operators.
5. Traffic commissioners have used their *powers* to take away the professional *competence* and good repute of transport managers
6. Mr. Denton *was impressed* by the large body of knowledge which transport managers are expected *to master and apply*.
7. *In most cases*, transport managers *admit* when things have gone wrong.
8. Transport managers *tell* the traffic commissioner about the *problems* they are having.

Text C. What does a Transportation Coordinator Do?

1. A transportation coordinator is a broadly defined job role, which can mean many things according to the specific setup and scope of the employing business. Some transportation coordinators will be effective top-level managers of transportation functions within a company or department, where others may be more involved in day-to-day operations. Individual employers, including both private businesses and school districts, or other government employers, hire transportation coordinators to make sure that specific projects related to customer, employee, or public transportation are effective.

2. Some transportation coordinators will be mainly involved in clerical work. These professionals might monitor travel logs of drivers employed by the company, or keep track of vehicle service records. They might oversee changes to an existing transportation structure, such as the addition of shuttles for overflow in a particular business location. Some people in this position might carry the title of dispatcher. Some of these individuals might also be asked to help promote new transportation programs or make sure that changes take place in an efficient manner.

3. In a smaller business, the transportation coordinator may be actively engaged in providing transportation for a target group, whether it's the public or a specific set of company employees or customers. These professionals might drive large vehicles, service a fleet of business vehicles, or otherwise help to manage the day-to-day logistics for transportation. In other job roles, transportation coordinators may be administrative workers, but may be "on call" to take the place of a driver if an emergency situation arises.

4. For school districts, transportation coordinators might work closely with school bus driver staff. They may analyze and suggest changes for bus routes or otherwise tune the existing system of transportation to be cost-effective and serve students well. These professionals might critical first aid training or other training programs. They might be in charge of overall quality control efficiency for the transportation department of the school district, which typically includes many employees and vehicles.

5. In general, a transportation coordinator works with different departments to undertake the goals of transportation projects, which often come from top-level executives. Coordinating transportation frequently involves both broader analysis of projects, and detailed observation of daily tasks. The transportation coordinator provides a critical eye for ensuring that all logistics and operations fit the greater objectives of the company. This usually includes record keeping for software aided decision making, tax filing, and other necessities. For example, these coordinators might quantify, calculate, and analyze fuel costs, mileage, or other aspects of transportation with a business.

Ex. 1. *Match the words with their Russian equivalents:*

- | | |
|---------------|--------------------------------------|
| 1. delivery | a) вести дела; управлять, руководить |
| 2. setup | b) область действия |
| 3. administer | c) запись, журнал |
| 4. day-to-day | d) поставка, доставка |
| 5. scope | e) диспетчер |
| 6. objective | f) способствовать |
| 7. undertake | g) обыденный, повседневный |
| 8. log | h) структура |

- 9. promote
- 10. dispatcher

- i) выполнять
- j) цель, стремление

Ex. 2. Which part of the text (1, 2, 3, 4, 5) does the following information correspond to?

- 1. They may analyze and suggest changes for bus routes.
- 2. For example, these coordinators might quantify, calculate, and analyze fuel costs, mileage, or other aspects of transportation with a business.
- 3. The transportation coordinator might be in charge of overall quality control efficiency for the transportation department of the school district.
- 4. Some people in this position might carry the title of dispatcher.
- 5. Some transportation coordinators will be effective top-level managers of transportation functions within a company or department.
- 6. A transportation coordinator works with different departments.
- 7. Some of these individuals might also be asked to help promote new transportation programs.
- 8. In a smaller business, the transportation coordinator may be actively engaged in providing transportation for a target group.

Ex. 3. Fill in the blanks with the active vocabulary:

- 1. A transportation ... is a broadly defined job role.
- 2. Some transportation coordinators are effective top-level ... of transportation functions.
- 3. These professionals might monitor ... employed by the company.
- 4. Some people in this position might carry the title of
- 5. These professionals might drive large
- 6. They help to manage ... for transportation.
- 7. They may analyze and suggest changes for bus
- 8. A transportation coordinator works with different departments to undertake the goals of ... projects.
- 9. In other ... roles, transportation coordinators may be administrative workers.
- 10. These coordinators might quantify, calculate, and analyze fuel costs, ... , or other aspects of transportation with a business.

(Dispatcher, mileage, the day-to-day logistics, routes, transportation, job, vehicles, managers, travel logs of drivers, coordinator.)

Ex. 4. Tell about transportation coordinator's responsibilities.

Text D. What does an International Logistics Manager Do?

An international logistics manager handles the distribution, shipping, and storage of goods. They keep these goods moving through the supply chain while working with suppliers, manufacturers, retailers, and consumers. Those working

in this field typically have a college degree and previous employment with proven success in international logistics. Those working as an international logistics manager must have experience with customs brokers, international freight companies, and other third party logistics providers. The duties of an international logistics manager may also include ensuring compliance with local, national, and international trade policies.

Most international logistics managers have an extensive knowledge of the modes of transportation, location specific export regulations, and supply chain management. This knowledge may be acquired through several years of experience in logistics or through a formal education. Some managers working in this position have earned a bachelor's degree in logistics management, international business operations, supply chain, or other related fields of study. International logistics managers must be able to do long-term strategic planning and have strong management skills. Other essential skills for this position include the ability to multitask and maintain flexibility in a sometimes high-pressure, quickly changing work environment.

Ex. 1. *Match the words with similar meanings and their Russian equivalents. Find in the text the sentences with the given words and change them using the synonyms:*

1. to handle	a) sharing	поставщик
2. shipping	b) producer	хранение
3. storage	c) delivery	изготовитель
4. distribution	d) provider	поставщик
5. manufacturer	e) to deal with	обходиться
6. supplier	f) buyer	занятость
7. employment	g) order	потребитель
8. consumer	h) responsibilities	инструкции
9. regulations	i) job	обязанности
10. duties	j) keeping	перевозка груза

Ex. 2. *Give the Russian equivalents:*

The distribution, shipping, and storage of goods; through the supply chain; a college degree; proven success in international logistics; customs brokers; international freight companies; the duties of an international logistics manager; an extensive knowledge of the modes of transportation; location specific export regulations; supply chain management; other related fields of study; long-term strategic planning; strong management skills; the ability to multitask and maintain flexibility; work environment.

Ex. 3. *Make a short summary of the text . Use any of the following phrases:*

1. The article is devoted to

2. The article gives the material about
3. I found the article rather problematic / disturbing / pressing / urgent.
4. I read it with interest / frustration .
5. This article touched me to the quick .
6. I liked this article very much.
7. I disliked (did not like) this article .

Text E. The Speciality of Transport Processes Technology

Let me introduce myself. I'm a second-year student of the Tver State Technical University. I study at the Management and Social Communication Department. My future speciality is Transport Processes Technology. In modern society transport is a very important branch of social development. About a fifth of the employed population work directly or indirectly in transport. Road passenger transport brings town facilities to the village and improves the standard and quality of life. Public transport helps people to commute to and from the center, to and from work and school. Automobiles play more and more crucial part: to own a car has become not only pleasant, but in many cases simply necessary. The fast growing transport system calls for sound coordination of the society's transport needs with its material and manpower resources. And this coordination should be done by a transport manager. Manager is a person who directly supervises people in an organization. Some basic characteristics seem to apply to managers in all types of organizations; they include hard work in a variety of activities, preference for active tasks, direct personal relationships. Almost everything a manager does involve decisions. In decision-making there is always some uncertainty and risk. Managing is a hard job. So we should prepare for such kind of job.

We study many general and special subjects such as finance, book-keeping, management-marketing, principle of certification and licensing, analysis of economic organization, principles of business undertakings, international transportation, and road transport safety. We also take exams to get driving license and a certificate of metalworker.

After graduation we will be given a qualification of a manager and be able to work either at state auto-transport organizations, or even set up enterprises of our own.

Vocabulary Notes

employed population	занятое население
public transport	общественный транспорт
manpower resources	человеческие ресурсы
book-keeping	бух. учет
analysis of economic organization	анализ хоз. деятельности

principle of business undertaking	основы предпринимательства
driving license	водительские права
metalworker	слесарь
to set up an enterprise	основать предприятие
crucial	ключевой
to supervise	наблюдать, заведовать

Ex. 1. *Answer the questions on the text:*

1. What is your speciality?
2. What role does transport play in modern society?
3. What does road passenger transport serve for?
4. What is the task of public transport?
5. What do transport system call for?
6. What does the term «manager» mean?
7. What does a manager do?
8. Why is there risk in decision-making?
9. What subjects do you study?
10. Where will you be able to work after graduation?

Oral Practice

Ex. 1. *Read the dialogue "Job Interview". Give your own answers to the questions of an interviewer.*

Mr. Richards: Good morning, Michael. I'm Phil Richards from the personnel department.

Michael: Good morning, Mr. Richards. Nice to meet you.

Mr. Richards: How are you doing?

Michael: I'm fine, thank you.

Mr. Richards: That's good. Now, if you don't mind, let's start our interview.

Michael: Yes, of course.

Mr. Richards: First of all, can you tell me a bit more about your previous experience of work?

Michael: I've been working as a head manager of the department for two years. The company which hired me went bankrupt last month and many branches were closed. So, now I'm looking for a similar job.

Mr. Richards: I see. What did you like in your job?

Michael: Well, I'm a hard-working person with sufficient experience in the field of management. I'm a good team player and I get on well with my colleagues. I'm eager to grow and develop and I should say, I'm a fast learner.

Mr. Richards: That's good to know. We sometimes work in hectic conditions. When are you ready to start the job?

Michael: Any moment, Mr. Richards. I can start from Monday if you wish.

Mr. Richards: Yes, you can start from the next week. My secretary will send you the employment contract.

Michael: Thank you, Mr. Richards. I'm happy to become a part of your company

Communication Move

Choose the most suitable variant:

Mr. Hill: "Good morning. I have an appointment with Mr. James".

Receptionist: "_____."

- a) Mr. Jones is in a conference right now. He will be free soon.
- b) Good morning, I'm happy to see you.
- c) Please take sit for a moment. I'll tell Mr. James you are here.
- d) Good morning. What can I do for you?

English-speaking Countries (culture, traditions and history)

Fill in the blanks:

The famous person who didn't live in the USA is _____.

- a) Walt Disney;
- b) William Shakespeare;
- c) Mark Twain;
- d) Bill Gates.

Grammar Exercises

Ex. 1. *Translate the following sentences paying attention to the non-finite forms:*

- 1. The stability of an object is measured by the amount of work to be required to make it take a new position.
- 2. The control systems being applied nowadays will be discussed at the conference to be held at our university next month.
- 3. To define force the value of mass which undergoes the change should be determined.
- 4. The technologies introduced received general recognition.
- 5. To use computers in automatic control means to considerably speed up the manufacturing process.
- 6. The results obtained differed depending on the substance.
- 7. The road surface to be repaired was destroyed many years ago by heavy vehicles.
- 8. The problem to be solved was to make the wheels lighter and at the same time keep them strong.
- 9. We watched the mechanic change the tyre with great skill.
- 10. Having been constructed recently a new electronic device has important applications in automatic transmission.

11. Cars must have been obsession for human beings since their conception in the late 19-th century.
12. Cars can be powered by new-age hybrid motors which rely on electrical back-up system-only using gasoline combustion when absolutely necessary.
13. He is fond of driving quickly.
14. The values measured proved to be equal.
15. The results obtained differed depending on the substance.
16. Automation, telemechanics and computing techniques are being introduced in traffic control to restrict transport indiscipline.
17. The trend toward restricting the speed of motor cars is becoming more and more evident in many countries.
18. One should remember that the efficiency of transport system depends on many factors.
19. A large number of new transport systems are known to have been proposed in the past decade.
20. The problem of urban congestion is known to have become very important.
21. For safe driving at night the paint reflecting light was used on the highway.

Writing Skill Exercises

Writing a CV (Resume)

Ex. 1. A CV (*curriculum vitae* [kəˌrɪkjələmˈvi:tai], Latin; a *résumé* [rɪˈzju:m] in American English) is a piece of paper written by someone who is applying for a job, giving basic information about his / her life.

Here is an example of a CV, written in the style used in the UK. Answer these questions: What kind of position do you think this person would be suitable for? Whose CV do you think it is?

Name:	John Johnson
Date of birth:	14th November 1990
Nationality:	British
Marital status:	Single
Professional experience:	2016 – Voluntary charity work 2013-2015 – Royal Navy
Education:	2012 Graduated in archeology, anthropology and history (Cambridge) 2008 Geelong Grammar School, Australia 2003-2008 Gordonstoun School, Scotland
Languages spoken:	English, French, Welsh
Publications:	<i>The Old Man of Lochnagar</i> (a children's story)

A Vision of Britain (an essay on architecture)

Leisure activities: Polo, sketching, fox hunting, gardening, travelling

Some of the headings used in the example CV would need to be used by any candidate applying for any job, and some are appropriate only for some people and/or some jobs. Which headings are appropriate in all circumstances and which only in some situations? Can you think of any other headings which might be useful in a CV? Is it better for a CV to be long or short?

Ex. 2. Read the CV writing tips which will help you clarify your experience, achievements, skills, education, and other background information.

CV Writing Tips

Step One: Focus. Decide what type of job you are applying for and then write it. You should name the position you want.

Step Two: Education. List any education or training you have got. If you are a recent college or university graduate and have little experience, then your education section should be placed at the top of your CV. Show your secondary school education and activities on a CV if you are under 20 and have no education or training beyond secondary school. Continuing education shows that you care about life-long learning and self-development, so think about any relevant training since your formal education was completed.

Step Three: Your Jobs. Starting with your present position, list the title of every job you have held along with the name of the company, the city / town, and the years you worked there.

Step Four: Job Descriptions. Under each job, make a list of your duties. Never use personal pronouns (I, my, me). Instead of saying, "I planned, organised, and directed..." you should say, "Planned, organised, and directed...". It is important to use nouns or short phrases that describe your experience and education like: C++, UNIX, network, project management, etc., well-known company names and universities.

Step Five: Relevant Qualifications. At the bottom of your CV, think about anything else that might qualify you for your job objective. This includes licenses, certificates, and sometimes even interests and hobbies if they are truly relevant. For instance, stating in your CV that you play tennis or are a gymnast would be appropriate if you want a job in sports marketing.

Step Six: Profile. Last but not least, write four or five sentences that give an overview of your qualifications. This profile, or qualifications summary, should be placed at the beginning of your CV. You can include some of your personal qualities or special skills.

Here is a sample profile section for a computer systems technician:

- experienced systems / network technician with significant communications and technical control experience
- focused and hardworking
- effective team player with outstanding communication and interpersonal skills

Ex. 3. *Look at another CV. Match the tips of CV writing from Exercise 2 to the elements of the CV below:*

Name:	Jennifer Dewer
Address:	1624 Oak Lane – St.Louis, Missouri
Telephone:	63031314-5222212
E-mail address:	Jennifer_Dewer@firstchoice.com
Professional experience:	First Choice Insurance Company, St. Louis, Missouri Insurance Agent, April 2014 – July 2015 Reading, sport, travelling English, French, Spain
Education:	Midwest State University, St. Louis, Missouri Driver / Traffic Safety Education Certification, August 2014; Renewal of Missouri Educators License July, 2014; Missouri Educators College, St. Louis, Missouri Graduate Level Coursework in Education, 2011-2013; Bachelor of Art Degree in Elementary Education,2010; Semester Honors, Semester Highest Honors, 2010; Awarded compensated internship (for teaching).
Languages spoken:	– Hired, trained and motivated support Personnel; – Responsible for movement of foreign traffic between pre-determined destinations. Managed insurance agency daily operations, including territories and accounts;

Ex. 4. (CV)*Write your own CV, following the tips given in Exercise 2 and the CV examples in Exercises 1 and 3.*

- ***Have a Fun!***

New York Taxi Driver

Father O'Flannagan dies due to old age. Upon entering St. Peter's gate, there is another man in front, waiting to go into heaven. St. Peter asks the man, "What is your name what did you accomplish during your life?" The man responds "My name is Joe Cohen, and I was a New York City Taxi driver for 14 years""Very well," says St. Peter, "Here is your silk robe and golden sceptre, now you may walk in the streets of our Lord." St. Peter looks at the Father, and asks "What is your name and what did you accomplish?" He responds, "I'm Father O'Flannagan, and have devoted the last 62 years to the Lord." "Very well," says St. Peter, "Here is your cotton robe and wooden staff, you may enter."

"Wait a minute," says O'Flannagan, "You gave the taxi driver a silk robe and golden scepter, why did I only get a cotton robe and wooden staff?" "Well," St. Peter replied, "We work on a performance scale, you see while you preached, everyone slept, when he drove taxis, everyone prayed!"

ADDITIONAL TEXTS

Texts for Translation Practice

Text 1. Transport and Environment

Transport is a major use of energy and burns most of the world's petroleum. This creates air pollution, including nitrous oxides and particulates, and is a significant contributor to global warming through emission of carbon dioxide, for which transport is the fastest-growing emission sector. By subsector, road transport is the largest contributor to global warming. Environmental regulations in developed countries have reduced individual vehicles' emissions; however, this has been offset by increases in the numbers of vehicles and in the use of each vehicle. Some pathways to reduce the carbon emissions of road vehicles considerably have been studied. Energy use and emissions vary largely between modes, causing environmentalists to call for a transition from air and road to rail and human-powered transport, as well as increased transport electrification and energy efficiency.

Other environmental impacts of transport systems include traffic congestion and automobile-oriented urban sprawl, which can consume natural habitat and agricultural lands. By reducing transportation emissions globally, it is predicted that there will be significant positive effects on Earth's air quality, acid rain, smog and climate change. (1054 pr. ch.)

Text 2. What is Transportation and Logistics Management?

According to Wikipedia, transportation is defined as the movement of people, animals and goods from one location to another. Modes of transport include air, rail, road, water, cable, pipeline and space. The field can be divided into infrastructure, vehicles and operations. Transport is important since it enables trade between people, which in turn establishes civilizations.

I find it an interesting point that transportation is an enabler of civilization, but this makes sense, as it enable the ability to trade and communicate.

According to the APICS dictionary, logistics is defined as 1) In an industrial context, the art and science of obtaining, producing, and distributing material and product in the proper place and in proper quantities. 2) In a military sense (where it has greater usage), its meaning can also include the movement of personnel. The Council of Supply Chain Management Professionals (CSCMP) defines logistics as the process of planning, implementing, and controlling procedures for the efficient and effective transportation and storage of goods including services, and related information from the point of origin to the point of consumption for the purpose of conforming to customer requirements. This definition includes inbound, outbound, internal, and external movements. (1110 pr. ch.)

Text 3. *What are Box Trucks?*

Trucks have been on the road since Gottlieb Daimler rolled the first one out in 1896. As different types of trucks evolved over the years, the style of the box truck emerged. Box trucks are usually medium-sized vehicles with a cab separate from the chassis, which actually bears the container unit referred to as the box.

Box trucks are primarily used for delivery and the transfer of goods. A glance down any busy city street will likely reveal one or more box trucks - many of which are rental-type moving vans. Small companies will often purchase box trucks for their businesses. Some box trucks are refrigerated units, while others are not. Unlike other delivery trucks, most box trucks lack an entryway from the cab into the box, though there are exceptions. Normally, however, the driver needs to exit the cab and open the rear door to access the load. Most box trucks have roller-like cargo doors, and many have hydraulic lifts to allow the loading of heavy pallets. Some box trucks have an additional side door.

Driving a box truck is more challenging than driving a passenger car, but it is certainly not as challenging as a big rig. Some states require an upgraded driver's license, and many companies require a clean DMV record to qualify as driver of a box truck. (1054 pr. ch.)

Text 4. *Types of Logistics Coordinators*

There are a variety of types of logistics coordinators. Some may serve as an events coordinator, considering the time and date of the event, the location, the level of formality, and the number of guests. He or she may have to arrange for refreshments, furniture or any other necessary items. An events coordinator may also be required to provide audio or visual equipment, select decorations, hire guest speakers and manage the guest list.

A center coordinator is another type of logistics coordinator who often works for schools or colleges, and is typically required to provide admission information for students and parents. They may also work with teachers to coordinate daily school operations and activities. Center coordinators are sometimes in charge of scheduling lectures at campus events and outlining school programs.

Shipping and receiving coordinators are yet another type of logistics coordinator who may be responsible for manual tasks, such as assembling, addressing, stamping and arranging for the shipment of merchandise and materials. In handling incoming shipments, he or she may have to unpack boxes and verify contents. Maintaining precise records of all incoming and outgoing commodities may also be required. (1045 pr. ch.)

Text 5. *Production Logistics*

The term production logistics describes logistic processes within a value adding system (ex: factory or a mine). Production logistics aims to ensure that each machine and workstation receives the right product in the right quantity and quality at the right time. The concern is not the transportation itself, but to streamline and control the flow through value-adding processes and to eliminate non-value-adding processes. Production logistics can operate in existing as well as new plants. Manufacturing in an existing plant is a constantly changing process. Machines are exchanged and new ones added, which gives the opportunity to improve the production logistics system accordingly. Production logistics provides the means to achieve customer response and capital efficiency.

Production logistics becomes more important with decreasing batch sizes. In many industries (e.g. mobile phones), the short-term goal is a batch size of one, allowing even a single customer's demand to be fulfilled efficiently. Track and tracing, which is an essential part of production logistics due to product safety and reliability issues, is also gaining importance, especially in the automotive and medical industries. (1029 pr. ch.)

Text 6. *Mail Coach: AD 1784 – 1797*

Benefits in both communication and travel derive from an initiative of John Palmer in 1782. As owner of a theatre in Bath, he is struck by the fact that letters to and from London often take three days on the journey - because the royal mail employs for the purpose individual postboys on decrepit horses. Palmer proposes to the government a more ambitious scheme, by which the mail is to be carried in special coaches with good horses, armed guards, and no outside passengers. There is strong opposition from the post office, but the young William Pitt gives Palmer his personal support. As chancellor of the exchequer, he is attracted by the idea of higher postal charges for a better service.

The first mail coach runs from Bristol to London in 1784. It is so successful that by the autumn of the following year Palmer has launched services to sixteen other towns including Liverpool, Manchester, Leeds, Norwich, Dover, Portsmouth, Hereford, Swansea and Holyhead. Edinburgh is added in 1786. By 1797 there are forty-two routes in operation. The departure of the mail coaches becomes a famous event every evening in London, for they all leave together at 8 p.m. Average speeds are now up to nearly 10 m.p.h. Edinburgh is reached in 43 hours, meaning that an answer can be received in London within four days. (1107 pr. ch.)

Text 7. *Infrastructure*

Infrastructure is the fixed installations that allow a vehicle to operate. It consists of a way, a terminal and facilities for parking and maintenance. For rail, pipeline, road and cable transport, the entire way the vehicle travels must be built up. Air and water craft are able to avoid this, since the airway and seaway do not need to be built up. However, they require fixed infrastructure at terminals.

Terminals such as airports, ports and stations, are locations where passengers and freight can be transferred from one vehicle or mode to another. For passenger transport, terminals are integrating different modes to allow riders to interchange to take advantage of each mode's advantages. For instance, airport rail links connect airports to the city centers and suburbs. The terminals for automobiles are parking lots, while buses and coaches can operate from simple stops. For freight, terminals act as transshipment points, though some cargo is transported directly from the point of production to the point of use.

The financing of infrastructure can either be public or private. Transport is often a natural monopoly and a necessity for the public; roads, and in some countries railways and airports are funded through taxation. (1045 pr.ch.)

Text 8. *Economics of Transport*

Transport is a key necessity for specialization—allowing production and consumption of products to occur at different locations. Transport has throughout history been a spur to expansion; better transport allows more trade and a greater spread of people. Economic growth has always been dependent on increasing the capacity and rationality of transport. But the infrastructure and operation of transport has a great impact on the land and is the largest drainer of energy, making transport sustainability a major issue.

Due to the way modern cities and communities are planned and operated, a physical distinction between home and work is usually created, forcing people to transport themselves to places of work, study, or leisure, as well as to temporarily relocate for other daily activities. Passenger transport is also the essence of tourism, a major part of recreational transport. Commerce requires the transport of people to conduct business, either to allow face-to-face communication for important decisions or to move specialists from their regular place of work to sites where they are needed. (937 pr. ch.)

Text 9. *Freight Rate*

Freight Rate, the cost of transporting goods is reflective of a number of factors aside from normal transportation costs. The main determining factors of freight rate are: mode of transportation (truck, ship, train, air craft) weight, size, distance, points of pickup and delivery, and the actual goods being shipped. One of the earliest forms of freight transportation was by water. Many of the earliest settlements were built along or near seacoasts and navigable inland waterways. As these settlements grew, roads and later railroads and pipelines had to be built to transport freight to and from the navigable waterways. The development of roads, railroads, and even pipelines allowed for the expansion of settlements inland and away from water ways. With the expansion of railroad systems and the development of more efficient trucks, the transportation of freight by ships became less cost effective. Networks of roads and train tracks which once carried freight from coastal and inland waterway ports to destinations which were not accessible by means of marine transportation, greatly expanded making freight transportation from port to port overland more efficient and more affordable than the marine transportation of freight. (1048 pr. ch.)

Text 10. *How Freight Rate is Determined*

The cost which a shipper (the consumer or business providing goods for shipment) or consignee (the person or company to whom commodities are shipped) is charged for the transportation of goods is determined by a number of factors. The main factors in determining the freight rate are: mode of

transportation, weight, size, distance, points of pickup and delivery, and the actual goods being shipped. All of these factors play their own independent role in determining the price or rate at which the freight will be transported but they are also all interconnected. When determining which mode of transportation will be used to deliver the freight to its destination there are many things which need to be taken into consideration which will all have an effect on the freight rate. Federal, State, and Local authorities all have their own laws and regulations with regards to the size, weight, and type of freight which can be transported on their roads. There are many businesses out there whose sole purpose is to make the transportation of freight cheaper and easier for small businesses and individuals who need to move freight. (945 pr. ch.)

Text 11. *Freight Claim*

A Freight claim is a legal demand by a shipper or consignee to a carrier for financial reimbursement for a loss or damage of a shipment. Freight claims are also known as shipping claims, cargo claims, transportation claims, or loss and damage claims.

The intention of a freight claim is for the carrier to make the shipper or consignee “whole” – that is to say, their position is as good as it would have been if the carrier had carried out their tasks according to the Bill of Lading. For this reason, claimants are generally expected to file a claim to recover their costs, not including profits, although in some rare cases claiming profits may be considered acceptable.

Claimants are also expected to take reasonable measures to mitigate the loss. For example, if the damaged product has retained some value, the carrier would only be required to pay for the difference between the original value and the damaged value. The claimant would then be free to salvage the damaged product by selling it at a reduced cost.

There are two types of freight damaged in which you can open a claim. Standard or visible damage is noticeable at the time of delivery. Concealed damage is when you discover the damage or loss after you have already signed the delivery note and the driver has left your premises. (1073 pr. ch.)

Text 12. *George Washington and the Conestoga Wagon: AD 1755*

A significant vehicle in the development of the American west makes its first appearance in 1755 when George Washington and Edward Braddock, his English commander, need transport for their baggage train. Preparing to move an army west through the Allegheny mountains to attack the French on the Ohio

river, they acquire wagons built by German settlers in the Conestoga valley in west Pennsylvania.

Pulled by four or six horses and designed at first purely for freight, these wagons have the unusual feature of a floor dipping to a low point in the centre to avoid the cargo shifting on rough ground. For the same reason there are large broad wheels to cope with ruts and mud.

The Conestoga wagon has a curving roof of wooden hoops on which a white canvas cover is stretched for protection against sun or rain. When the vehicle is adapted in the 19th century to carry settlers travelling west, this white canvas top - reminiscent of a sail - gives the Conestoga wagon its new name of prairie schooner.

One of those driving the wagons on the ill-fated expedition of 1755 is a 21-year-old teamster, Daniel Boone. Twenty years later he leads the first wagon train taking settlers along the Wilderness Road into new territory west of the Appalachia. (1082 pr. ch.)

Text 13. *Horse and Chariot: from 2000 BC*

The horse is available in Mesopotamia by about 2000 BC. Not much later a two-wheeled chariot is developed. Its superstructure is made of a light wood, and its wheels are not solid; their rims are of bent wood, held in place by spokes. A horse can pull a chariot at a trot at up to 8 miles an hour - and at a gallop twice as fast. Here is a vehicle in which a ruler or noble can cut a fine ceremonial dash. There are chariots among the treasures in the tomb of Tutankhamen. The wheels are stacked separately, not only because of the cramped space in the tomb. They are so delicate that the weight of a stationary chariot will distort their rims.

In subsequent centuries, up to relatively recent times, travel improvements are mainly limited to transport on the sea. They are the result of larger ships (which can venture further afield) and of better methods of navigation. On land one large new beast of burden is domesticated - the camel. But the main improvement in classical times derives from the construction of roads, first in the Persian and then in the Roman empire. (905 pr. ch.)

Text 14. *Less-than-Truckload Freight*

Less than truckload (LTL) cargo is the first category of freight shipment, which represents the majority of freight shipments and the majority of business-to-business (B2B) shipments. LTL shipments are also often referred to as *motor freight* and the carriers involved are referred to as *motor carriers*.

LTL shipments range from 50 to 7,000 kg (110 to 15,000 lb), being less than 2.5 to 8.5 m (8 ft 2.4 in to 27 ft 10.6 in) the majority of times. The average single piece of LTL freight is 600 kg (1,323 lb) and the size of a standard pallet. Long freight and/or large freight are subject to extreme length and cubic capacity surcharges. Trailers used in LTL can range from 28 to 53 ft (8.53 to 16.15 m). The standard for city deliveries is usually 48 ft (14.63 m). In tight and residential environments the 28 ft (8.53 m) trailer is used the most.

The shipments are usually palletized, shrink-wrapped and packaged for a mixed-freight environment. Unlike express or parcel, LTL shippers must provide their own packaging, as carriers do not provide any packaging supplies or assistance. However, circumstances may require crating or other substantial packaging.

(966 pr.ch.)

Text 15. *Legal Issues*

Commercial trucks in the US pay higher road use taxes on a State level than other road vehicles, and are subject to extensive regulation. A few reasons commercial trucks pay higher road use taxes: they are bigger and heavier than most other vehicles, and cause more wear and tear per hour on roadways; and trucks and their drivers are on the road for more hours per day. Rules on use taxes differ among jurisdictions. The federal government has rules for commercial vehicles, regulating how many hours a driver may be on the clock, how much rest and sleep time is required (e.g., 11 hours driving/14 hours on-duty followed by 10 hours off, with a maximum of 70 hours/8 days or 60 hours/7 days, 34 hours restart), and many other rules. Violations are often subject to significant penalties. Instruments to track each driver's hours must sometimes be fitted. Trucks are subject to noise emission requirements in order to protect the public from noise health effects, since trucks contribute disproportionately to roadway noise due to elevated stacks and intense tire and aerodynamic noise characteristics. The Federal Bridge Law deals with the relation between the gross weight of the truck, the number of axles, and the spacing between the axles that the truck can have on the Interstate highway system. (1086 pr.ch.)

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