

PROBLEMS AND OPPORTUNITIES.- Session 1.- Talking business.

Caso práctico

Read the text and listen to the situation. Jack Branson, a wholesaler from the USA and François Marais are talking business. François Marais works for the sales department at Baby Smiles, a French company.

Script



François Marais: Monsieur Branson.....pleased to meet you and welcome to Paris, did you have a nice flight?

Jack Branson: Too long for me...but that's what it takes to come to the old Europe.

François Marais: Well, I hope that at the end of your stay here you can say the journey was worth the effort

Jack Branson: So do I. Well, as I told you in my email, I have an online baby store. We're specialised in car items and I'm interested in expanding my range of products to include yours, especially the safety seats.

François Marais: We are proud to say our quality and savoir-faire are very well known. Actually, we are now launching a top quality safety chair which is likely to become a success in the European market, the Happy Baby Model. Let me show you the catalogue...it's been rated with 5 stars in the European quality and safety tests and it's only € 486, a very competitive price

Jack Branson: That's impressive! It's exactly what I was looking for. I guess you can also offer a variety of colours. Does it include the anchoring system?

François Marais: Yes, and it's an ISOFIX system

Jack Branson: Sorry?

François Marais: It means this product has been certified by the ISO 13216

Jack Branson: Does that correspond to the American LATCH?

François Marais: It's the European standard.

Jack Branson: OK, and now let's talk about delivery times. How long would it take for you to respond to my orders?

François Marais: We are a medium-sized company and produce on demand. For some products, we have a stock ready in our warehouses, and as long as you place your orders in advance of at least 45 days, we should be able to provide you with the products you need.

Jack Branson: 45 days! The American market is very dynamic and it's not used to such delay when dealing with online products. E-commerce involves delivering fast! I cannot work under those conditions.

François Marais: I understand. If we reach an agreement on a particular product we might create a stock which will let us supply your orders with a delivery time of only two weeks. FOB included, of course.

Jack Branson: Mm...That could be a solution.

7. What's the solution to the problem?

Answer

1. What kind of company does Jack Branson own?
An online baby store specialised in car items.
2. What's the Happy Baby model's main feature?
It's quality and safety.
3. How much is the safety seat?
It's €486.
4. Is the ISOFIX system the standard American certified anchoring system?
No, it's the European.
5. How long in advance does the French company take orders?
At least 45 days.
6. Why doesn't the American wholesaler agree with the 45 days delivery time?
It's too much time for his online demand. The American market is very dynamic.
7. What's the solution to the problem?
They will create a stock for the product.



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[Aviso Legal](#)

Autoevaluación

Answer the following questions:

1. What kind of company does Jack Branson own?

2. What's the Happy Baby model's main feature?

3. How much is the safety seat?

4. Is the ISOFIX system the standard American certified anchoring system?

5. How long in advance does the French company take orders?

6. Why doesn't the American wholesaler agree with the 45 days delivery time?

1.- What to say: Incoterms.

Citas Para Pensar

A ship in port is safe, but that's not what ships are built for.

Grace Hopper

The **Incoterms** rules or International Commercial terms are a series of commercial terms published by the International Chamber of Commerce widely used in international commercial transactions. The Incoterms rules are intended primarily to clearly communicate the tasks, costs and risks associated with the transportation and delivery of goods. The Incoterms rules are accepted by governments, legal authorities and practitioners worldwide for the interpretation of most commonly used terms in international trade.



The Incoterms rules began development in 1921 with the forming of the idea by the International Chamber of Commerce. In 1936, the first set of the Incoterms rules was published. The eighth and current version of the Incoterms rules—Incoterms 2010—was published on January 1, 2011.

The seven rules defined by Incoterms 2010 for any modes of transportation are:

- ✓ **EXW – Ex Works** (named place of delivery): The seller makes the goods available at its premises. This term places the maximum obligation on the buyer and minimum obligations on the seller. The buyer pays all transportation costs and also bears the risks for bringing the goods to their final destination.
- ✓ **FCA – Free Carrier** (named place of delivery): The seller hands over the goods, cleared for export, into the disposal of the first carrier (named by the buyer) at the named place. The seller pays for carriage to the named point of delivery, and risk passes when the goods are handed over to the first carrier.
- ✓ **CPT - Carriage Paid To** (named place of destination): The seller pays for carriage. Risk transfers to buyer upon handing goods over to the first carrier.
- ✓ **CIP – Carriage and Insurance Paid to** (named place of destination): Seller pays for carriage and insurance to the named destination point, but risk passes when the goods are handed over to the first carrier.
- ✓ **DAT – Delivered at Terminal** (named terminal at port or place of destination): Seller pays for carriage to the terminal, except for costs related to import clearance, and assumes all risks up to the point that the goods are unloaded at the terminal.
- ✓ **DAP – Delivered at Place** (named place of destination): Seller pays for carriage to the named place, except for costs related to import clearance, and assumes all risks prior to the point that the goods are ready for unloading by the buyer.
- ✓ **DDP – Delivered Duty Paid** (named place of destination): Seller is responsible for delivering the goods to the named place in the country of the buyer, and pays all costs in bringing the goods to the destination including import duties and taxes. This term places the maximum obligations on the seller and minimum obligations on the buyer.

The four rules defined by Incoterms 2010 for international trade where transportation is entirely conducted by water are:

- ✓ **FAS – Free Alongside Ship** (named port of shipment): The seller must place the goods alongside the ship at the named port. The seller must clear the goods for export.
- ✓ **FOB – Free on Board** (named port of shipment): The seller must load the goods on board the vessel nominated by the buyer. Cost and risk are divided when the goods are actually on board of the vessel. The seller must clear the goods for export.
- ✓ **CFR – Cost and Freight** (named port of destination): Seller must pay the costs and freight to bring the goods to the port of destination. However, risk is transferred to the buyer once the goods are loaded on the vessel.
- ✓ **CIF – Cost, Insurance and Freight** (named port of destination): Exactly the same as CFR except that the seller must in addition procure and pay for the insurance.

Adapted from <http://en.wikipedia.org/wiki/Incoterms>.

1.1.- Now you put it into practice.

Now that you know a lot about Incoterms, let's do the following exercises.



Autoevaluación

Choose the correct answer:

Incoterms are...

- International trade terms.
- Customs regulations.
- Trade tariff.

That's correct!

Are you sure?

Try again.

Solución

1. Opción correcta (Retroalimentación)
2. Incorrecto (Retroalimentación)
3. Incorrecto (Retroalimentación)

Incoterms were published by...

- Governments.
- Legal authorities.
- The International Chamber of Commerce.

Sorry, that's not correct.

Not exactly.

Fantastic!

Solución

1. Incorrecto (Retroalimentación)
2. Incorrecto (Retroalimentación)
3. Opción correcta (Retroalimentación)

The first version of incoterms was introduced...

- In 1936.
- In 2000.
- In the 19th century.

Excellent!

Are you sure?

That's not exact.

Solución

- Opción correcta (Retroalimentación)
- Incorrecto (Retroalimentación)
- Incorrecto (Retroalimentación)

Incoterms rules...

- Haven't been updated.
- Define the obligations of sellers and buyers.
- Are not relevant to international organizations.

That's not correct.

Great!

Not really.

Solución

- Incorrecto (Retroalimentación)
- Opción correcta (Retroalimentación)
- Incorrecto (Retroalimentación)

A step ahead

If you want to learn more about abbreviations for logistics or shipping industry, check out this website.

[Abbreviations.](#)

If you want to practise what you have learned about Incoterms, why not take the following quiz?

[Incoterms quiz.](#)

2.- How to say it: Countable and uncountable nouns.

Think about it

Read the following sentences carefully. What is the difference between them?

- ✓ *I would like an orange.*
- ✓ *I have some money.*



In the first case, we are talking about something that we can count "one orange", so we say "I would like an orange" (NOT "I want orange").

In the second, we are talking about something that is uncountable, therefore we say "I have some money" (NOT "I have a money").

It is very important to understand the difference between countable and uncountable nouns.

- ✓ Countable nouns refer to things we can count and therefore, they can take the plural form and can go with a number before them.
 - * *3 boys, 6 tables, 2 jobs.*
- ✓ There are a few plural quantifiers which are only used with countable, plural nouns.
 - * *Many students, few minutes, a few friends, several books.*
- ✓ Uncountable nouns refer to things we cannot count, so they cannot take the plural form.
 - * *Music, wine, time, information, advice, water.*
- ✓ Only a few singular quantifiers can go with the uncountable nouns.
 - * *Little money, a little time, much water.*
- ✓ Note that while some nouns are countable in other languages, they are usually uncountable in English.
 - * *Furniture, news, accommodation, advice, luggage, trouble, work, toast.*
- ✓ Therefore, these nouns cannot be used in the plural form in English, but they need a determiner before them to be used in plural.
 - * *They gave me two pieces of advice.*
 - * *I have bought three new pieces of furniture for my living room.*
- ✓ We have also to notice that some nouns can be either countable or uncountable, depending on the context in which they are used.
 - * *I went to the supermarket to buy two cheeses. / Can I have some cheese, please?*
 - * *I bought some coffee from El Salvador last week. / Can I have two black coffees, please?*
 - * *They grow very good wines in the south of Spain. / I would like some red wine, please.*

Ejercicio Resuelto

Click to read the spanish translation.

Los nombres contables se refieren a cosas que podemos contar, pueden tomar la forma plural y pueden ir con numerales delante de ellos.

Hay unos cuantos cuantificadores que sólo pueden ir con nombres contables.

Los nombres incontables se refieren a cosas que no podemos contar, así que no pueden tomar la forma del plural.

Hay unos cuantos cuantificadores que sólo pueden ir con nombres incontables.

Fíjate que mientras que algunos nombres son contables en otros idiomas, normalmente son incontables en inglés. Por lo tanto, estos nombres no se pueden usar en plural en inglés, sino que necesitan un determinante o partitivo delante de ellos.

También tenemos que saber que algunos nombres pueden ser contables o incontables, en función del contexto en que se usen.

A step ahead

This is a good site to read about countable and uncountable nouns.

Quantifiers.

2.1.- Quantifiers (I).

Do you know the difference between few, a few, little, many or much? We are going to study some determiners or quantifiers now.

The most common English quantifiers are:

- ✔ **Much, many.**
- ✔ **A lot of, lots of, plenty of.**
- ✔ **Little, few, a little, a few.**
- ✔ **Some, any, no, none (of).**
- ✔ **All, every, the whole, enough, several.**



Some pronouns which are derived from the determiners above are:

- ✔ **Something, somebody / someone, somewhere.**
- ✔ **Anything, anybody / anyone, anywhere.**
- ✔ **Nothing, nobody / no one, nowhere.**
- ✔ **Everything everyone / everybody everywhere.**

Let's take a look at some of these quantifiers in more detail.

- ✔ **Lots of, a lot of, plenty of:** They are used with countable or uncountable nouns and are normally used in affirmative sentences. They mean: *muchos / muchas* in the plural or *mucho / mucha* in the singular form.
 - ✦ *A lot of / Lots of students / books / ideas.*
 - ✦ *A lot of / Plenty of / lots of sugar / water / information.*
 - ✦ *She has got a lot of brothers. There are plenty of students here.*
- ✔ **Many** is used with countable nouns and **Much** is used with uncountable nouns. They are normally used in questions or negative sentences.
 - ✦ *Many: muchos / muchas. Much: mucho / mucha.*
 - ✦ *She hasn't got many problems / children. There aren't many students here.*
 - ✦ *We haven't got much information / water / time / money.*
- ✔ **Little and few** imply negative ideas. **Little** means not much, *poco / poca* and it is used with uncountable nouns. **Few** means not many, *pocos / pocas* and it is used with countable nouns.
 - ✦ *There is little time, hurry up! She is quite poor, she has got little money.*
 - ✦ *There are few people in the street because it is really cold now.*
- ✔ **A little and a few** are more positive ideas. **A little** means some, *un poco / una poca* and it is used with uncountable nouns. **A few** also means some, *unos pocos / unas pocas* and it is used with countable nouns.
 - ✦ *Don't worry, we have a little time.* (This means they have some time.)
 - ✦ *I have got a few friends in Seville to visit next weekend.* (This means I have some friends.)

Ejercicio Resuelto

Click to read the spanish translation.

¿Sabes la diferencia entre few, a few, little, many, o much? Vamos a estudiar algunos cuantificadores ahora.

Los cuantificadores más comunes son:

Much, many, a lot of, lots of, plenty of, little, few, a little, a few, some, any, no, none (of), all, every, the whole, enough, several.

Algunos pronombres que se derivan de los cuantificadores de arriba son:

Something, somebody / someone, somewhere, anything, anybody / anyone, anywhere, nobody / no one, nothing, nowhere, everything, everyone / everybody, everywhere.

Veamos algunos de estos cuantificadores en detalle:

- ✔ **Lots of, a lot of, plenty of:** Se usan con nombres contables e incontables en frases afirmativas. Significan muchos/as en plural o mucho / mucha en singular.
- ✔ **Many** se usa con nombres contables y **much** con nombres incontables. Normalmente se usan con frases negativas o interrogativas. **Many:** muchos / muchas, **Much:** mucho / mucha.
- ✔ **Little y few** son ideas negativas. **Little** significa no mucho / no mucha, *poco / poca*, y se usa con nombres incontables. **Few** significa no muchos / no muchas, *pocos / pocas* y se usa con nombres contables.

A little and a few son ideas positivas. **A little** significa algo, *un poco / una poca*, y se usa con nombres incontables. **A few** significa varios / varias, *unos pocos / unas pocas* y se usa con nombres contables.

2.1.1.- Quantifiers (II).

- ✓ **Some** is usually used in positive sentences before uncountable or plural countable nouns. It means *un poco de* /with uncountable nouns and *algunos / algunas* with countable nouns.
 - ✦ *I bought some wine yesterday. (Un poco de vino.)*
 - ✦ *We read some English books every year. (Algunos, varios libros.)*
- ✓ **Any** is usually used in negative or interrogative sentences before uncountable or plural countable nouns. It means *nada, ningún / ninguna* in the negative form or *algo de, algún / alguna* in the interrogative form. Sometimes it is not translated.
 - ✦ *I haven't got any time. Is there any water?*
 - ✦ *There aren't any people. Have you got any children?*
- ✓ **Note: Some** is used in interrogative sentences when we expect the answer "yes" or when we offer something.
 - ✦ *Can I have some cake? Would you like some tea?*
- ✓ **Any** is used in the affirmative form:
 - ✦ When it means *cualquier / cualquiera*.
 - ✦ *I can do sport any day of the week.*
 - ✦ In conditional sentences.
 - ✦ *If you have any questions...*



Ejercicio Resuelto

Click to read the spanish translation.

Some se usa en frases afirmativas delante de nombres incontables (algo de) o de nombres contables en plural (algunos / algunas).

Any se usa en frases negativas e interrogativas delante de nombres incontables o de nombres contables en plural. Significa nada, ningún en la forma negativa o algo de, algún en la forma interrogativa o incluso no se traduce.

Nota:

Some se usa en forma afirmativa cuando esperamos respuesta afirmativa o cuando estamos ofreciendo algo.

Any se usa en forma afirmativa cuando:

- ✓ Significa cualquier / cualquiera.
- ✓ En frases condicionales.

2.2.- Revision of quantifiers.

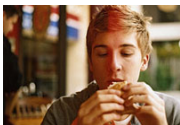
A piece of advice

Why don't we revise some of the main grammar points we've seen in this unit? Take a look at the following presentation. You might find it interesting.

[Text summary](#)

2.3.- Now you put it into practice (I).

Let's do a few exercises about the things we've learned, shall we?



Autoevaluación

Classify these nouns. Are they countable, uncountable or both?

Matching exercise.

Nouns	Match	Characteristic
Sandwich.	<input type="checkbox"/>	1. Countable.
Song.	<input type="checkbox"/>	2. Uncountable.
Furniture.	<input type="checkbox"/>	3. Both.
Beer.	<input type="checkbox"/>	
Food.	<input type="checkbox"/>	
Tea.	<input type="checkbox"/>	
Money.	<input type="checkbox"/>	
Water.	<input type="checkbox"/>	
Coin.	<input type="checkbox"/>	
Music.	<input type="checkbox"/>	

Enviar

- ✔ Countable nouns refer to things we can count.
- ✔ Uncountable nouns refer to things we cannot count.
- ✔ Some nouns can be either countable or uncountable, depending on the context in which they are used.

Autoevaluación

Complete the sentences with a/an, some or any.

- Are there mirrors in your room?
- She doesn't want glass of wine.
- Could I have salt, please?
- Are there tables free?
- We've got orange juice, but we do not have tomato juice.
- There aren't cookies left. I'm sorry.
- Could I have clean knife, please?
- Can I have fried egg and bacon for breakfast?
- I have bought new furniture this week.
- The secretary didn't have pens.

Enviar

2.3.1.- Now you put it into practice (II).

Quantifiers in English can be difficult. Let's put them into practice.

Autoevaluación

Rephrase the following sentences using little, a little, few or a few.

- I knew I didn't have much time to spare.
I knew I had time to spare
- There were some people in the queue in front of me.
There were people in the queue in front of me.
- There are some good restaurants in Almería.
There are good restaurants in Almería.
- There hasn't been much rain lately.
There has been rain lately.
- There was some rain yesterday.
There was rain yesterday.
- Here's some money for you.
Here's money for you.
- I haven't got much talent for music.
I have got talent for music.
- When I travel, I always take some books with me.
When I travel, I always take books with me.
- There are not many books I enjoy reading more than once.
There are books I enjoy reading more than once.
- There aren't many people I really trust.
There are people I really trust.



Enviar

- I knew I didn't have much time to spare.
I knew I had **little** time to spare
- There were some people in the queue in front of me.
There were **a few** people in the queue in front of me.
- There are some good restaurants in Almería.
There are **a few** good restaurants in Almería.
- There hasn't been much rain lately.
There has been **little** rain lately.
- There was some rain yesterday.
There was **a little** rain yesterday.
- Here's some money for you.
Here's **a little** money for you.
- I haven't got much talent for music.
I have got **little** talent for music.
- When I travel, I always take some books with me.
When I travel, I always take **a few** books with me.
- There are not many books I enjoy reading more than once.
There are **few** books I enjoy reading more than once.
- There aren't many people I really trust.
There are **few** people I really trust.

Autoevaluación

Complete the sentences using one of the quantifiers below.

little → a little → few → a few → much → many → a lot of.

- After the match, we were all really thirsty and drank water.
- Only people went to the party; There were not things to see there.
- Very students pass all the exams in June; as they are rather difficult, it is nearly impossible.

4. We have got () work to do these days before the exhibition because we are expecting people, nearly 15,000.
 5. He takes very () care of his computer. It really needs cleaning.
 6. Have you got () money in your pocket now? Only coins and one 10-euro note.

Answer:

1. After the match, we were all really thirsty and drank **a little** water.
2. Only **a few** people went to the party; There were not **many** things to see there.
3. Very **few** students pass all the exams in June; as they are rather difficult, it is nearly impossible.
4. We have got **a lot of** work to do these days before the exhibition because we are expecting people, nearly 15,000.
5. He takes very **little** care of his computer. It really needs cleaning.
6. Have you got **much** money in your pocket now? Only coins and one 10-euro note.

A step ahead

If you want to do more exercises, try the following websites:

[Exercises: much, many, some, any.](#)
[Exercise: a few, few, a little, little.](#)
[Theory and exercises: a few, few, a little, little.](#)

2.4.- Minimal Pairs.



If you look at the pronunciation of the following words, you will realize that in each pair there is only one phonological element which is different between them. This is what we call in English minimal pairs.

Minimal pairs.

Ban	/bæn/	Pan	/pæn/
Dry	/draɪ/	Try	/traɪ/
Game	/geɪm/	Came	/keɪm/
Thin	/θɪn/	Tin	/tɪn/
Shell	/ʃel/	Sell	/sel/

In this unit we are going to have a look at some consonant minimal pairs. We will concentrate on those consonants whose pronunciation is difficult for Spanish speakers:

Minimal pairs /b/ /p/

Big	/bɪg/	Pig	/pɪg/
Bee	/bi:/	Pea	/pi:/
Bath	/bɑ:θ/	Path	/pɑ:θ/
Bye	/baɪ/	Pie	/paɪ/

The main difference is that when the sound /p/ is at the beginning of the word it is aspirated, that is the air goes through your mouth when you pronounce it. It doesn't happen with the sound /b/.

Minimal pairs /d/ /t/

Dip	/dɪp/	Tip	/tɪp/
Dart	/dɑ:t/	Tart	/tɑ:t/
Dale	/deɪl/	Tale	/teɪl/
Drain	/dreɪn/	Train	/treɪn/

The main difference is that when the sound /t/ is at the beginning of the word it is aspirated, that is the air goes through your mouth when you pronounce it. It doesn't happen with the sound /d/.

Minimal pairs /g/ /k/

Goat	/gəʊt/	Coat	/kəʊt/
Gum	/gʌm/	Come	/kʌm/
Glass	/glɑ:s/	Class	/klɑ:s/
God	/gɒd/	Cod	/kɒd/

The main difference is that when the sound /k/ is at the beginning of the word it is aspirated, that is the air goes through your mouth when you pronounce it. It doesn't happen with the sound /g/.

Minimal pairs /θ/ /t/

Three	/θri:z/	Tree	/tri:z/
Thanks	/θæŋks/	Tanks	/tæŋks/
Thought	/θɔ:t/	Taught	/tɔ:t/

To pronounce the sound /θ/ correctly, place the tip of your tongue on your upper teeth; however, place the tip of your tongue on the alveolar ridge to pronounce the sound /t/ and remember to aspirate it when it is in initial position.

Minimal pairs /ʃ/ /s/

She	/ʃi:z/	See	/si:z/
Sheet	/ʃi:t/	Seat	/si:t/
Short	/ʃɔ:t/	Sort	/sɔ:t/

The main difference is that to pronounce the sound /ʃ/ the front of your tongue is on the roof of your mouth, between the alveolar ridge and the hard palate.

Ejercicio Resuelto

Click to read the Spanish translation:

Llamamos **par mínimo** a dos palabras cuya pronunciación se diferencia en tan sólo un fonema. En esta unidad nos vamos a centrar en aquellas palabras cuya diferencia recae en un fonema consonántico, especialmente aquellos sonidos cuya pronunciación es difícil para hablantes españoles.

✓ **Par mínimo /b/-/p/**

La principal diferencia entre estos dos sonidos es que cuando el sonido /p/ se encuentra en posición inicial de palabra se aspira, a diferencia del sonido /b/.

✓ **Par mínimo /d/-/t/**

La principal diferencia entre estos dos sonidos es que cuando el sonido /t/ se encuentra en posición inicial de palabra se aspira, a diferencia del sonido /d/.

✓ **Par mínimo /g/-/k/**

La principal diferencia entre estos dos sonidos es que cuando el sonido /k/ se encuentra en posición inicial de palabra se aspira, a diferencia del sonido /g/.

✓ **Par mínimo /θ/-/t/**

Para pronunciar el sonido /θ/ correctamente, sitúa el ápice de la lengua en los dientes superiores; sin embargo, para pronunciar el sonido /t/, el ápice de la lengua se sitúa en la zona alveolar, y, recuerda que debes aspirar este sonido cuando se encuentra en posición inicial.

✓ **Par mínimo /ʃ/-/s/**

La principal diferencia entre estos sonidos es que para pronunciar el sonido /ʃ/ el predorso de la lengua se dirige a la zona comprendida entre los alvéolos y el paladar.

2.5.- Now you put it into practice.

Autoevaluación

Change the consonant sounds to get new minimal pairs:



Complete these minimal pairs /b/ - /p/

/b/	/p/
Bet	<input type="text"/>
Bray	<input type="text"/>
Cab	<input type="text"/>

Complete these minimal pairs /d/ - /t/

/d/	/t/
Medal	<input type="text"/>
Rude	<input type="text"/>
Wide	<input type="text"/>

Complete these minimal pairs /g/ - /k/

/g/	/k/
Glue	<input type="text"/>
Gum	<input type="text"/>
Log	<input type="text"/>

Complete these minimal pairs /θ/ - /t/

/θ/	/t/
Theme	<input type="text"/>
Threw	<input type="text"/>
Three	<input type="text"/>

Complete these minimal pairs /ʃ/ - /s/.

/ʃ/	/s/
Shave	<input type="text"/>
Shine	<input type="text"/>
Shell	<input type="text"/>

A step ahead

Listen to the following mp3 audio clips to listen and repeat the pronunciation of some minimal pairs:

[Minimal pairs - mp3 audio clips.](#)

A good activity to practise minimal pairs is through tongue twisters. Click on the following link and say them aloud:

[Tongue Twister Pronunciation Practice.](#)

3.- Words you need: Transport and commerce.

In the table below you can find a few words that will help you to communicate when dealing with the shipping of products.

Commerce and transport.

English.	Spanish
A nonstop flight	Vuelo sin escalas.
Air waybill (AWB)	Guía aérea.
Bill of lading (B/L)	Conocimiento de embarque.
Boarding card	Tarjeta de embarque.
Border - frontier	Frontera.
Bulk cargo	Carga a granel.
By mail - by post	Por correo.
Cardboard box	Cartón.
Cargo - load	Carga.
Cargo plane - freight plane	Avión de carga.
Carriage - transport (GB) - transportation (United States)	Transporte.
Carriage by sea - sea transport	Transporte marítimo.
Certificate of origin	Certificado de procedencia.
Charter party	Contrato de fletamiento.
Clearance certificate	Certificado de aduanas.
Customs clearance	Despacho de aduanas.
Declared value	Valor declarado.
Delivery note	Aviso de entrega.
Destination	Destino.
Dock - quay - wharf	Muelle.
Harbour duties.	Derechos portuarios.
Import duties	Arancel aduanero.
In bulk	A granel.
In transit	En tránsito.
Loading and unloading charges	Gastos de carga y descarga.
Loading area	Zona de carga.
Lorry (GB) - truck (US)	Camión.
Luggage (GB) - baggage (US)	Equipaje.
Net weight	Peso neto.
On arrival	A la llegada.
On board	A bordo.
On deck	En la cubierta.
Outward journey	Viaje de ida.
Prepaid freight.	Porte pagado.



English.	Spanish
Scheduled time of departure / arrival	Hora prevista de partida / llegada.
Shipment	Remesa.
Shipping note	Aviso de embarque.
Storage costs - warehousing costs	Gastos de almacenaje.
To handle with care	Frágil.
To send goods - to ship goods	Enviar mercancías.












A step ahead

John and Fiona have just arrived in London at Heathrow Airport. They have to find their way in London. Check out the following website: there are many listening activities you can do.

[Welcome to London.](#)

Appendix.- Licenses of resources.

Licencias de recursos utilizados en la Unidad de Trabajo.

Resource (1)	Resource information (1)	Resource (2)	Resource information (2)
	By: Stockbyte. License: Uso educativo no comercial para plataformas públicas de Formación Profesional a distancia. From: CD-DVD Num. CD73.		By: Stockbyte. License: Uso educativo no comercial para plataformas públicas de Formación Profesional a distancia. From: CD-DVD Num. EP006.
	By: Stockbyte. License: Uso educativo no comercial para plataformas públicas de Formación Profesional a distancia. From: CD-DVD Num. EP006.		By: ambimb. License: CC by-nc-sa. From: http://www.flickr.com/photos/ambimb/4375668645/
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	By: themiddlemound. License: CC by-nc-sa. From: http://www.flickr.com/photos/themiddlemound/2150504660/		By: Gyrus. License: CC by-nc-sa. From: http://www.flickr.com/photos/gyrus/132436475/
	By: englishmeeting. License: CC by. From: http://www.flickr.com/photos/50150703@N08/4599564570/		By: mag3737. License: CC by-nc-sa. From: http://www.flickr.com/photos/mag3737/2372334262/
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