

Владимирский государственный университет

LOGISTICS AND ROAD SAFETY

**ЛОГИСТИКА И БЕЗОПАСНОСТЬ
ДВИЖЕНИЯ**

**Учебно-практическое пособие по английскому языку
по развитию навыков чтения и устной речи для студентов
направления «Технология транспортных процессов»**

Владимир 2022

Министерство науки и высшего образования Российской Федерации
Федеральное государственное бюджетное образовательное учреждение
высшего образования
«Владимирский государственный университет
имени Александра Григорьевича и Николая Григорьевича Столетовых»

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ISBN 978-5-9984-1658-3

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УДК 811.111
ББК 81.2Англ

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Logistics and road safety = Логистика и безопасность движения : [Электронный ресурс] : учеб.-практ. пособие по англ. яз. по развитию навыков чтения и устной речи для студентов направления «Технология транспортных процессов» / авт.-сост.: О. В. Михалева, П. С. Акинина ; Владим. гос. ун-т им. А. Г. и Н. Г. Столетовых. – Владимир : Изд-во ВлГУ, 2022. – 152 с. – ISBN 978-5-9984-1658-3. – Электрон. дан. (2,03 Мб). – 1 электрон. опт. диск (DVD-ROM). – Систем. требования: Intel от 1,3 ГГц ; Windows XP/7/8/10 ; Adobe Reader ; дисковод DVD-ROM. – Загл. с титул. экрана.

Цель пособия – подготовить студентов к чтению оригинальной литературы на английском языке по теме «Логистика и безопасность движения», а также обучению навыкам разговорной речи в условиях профессиональной деятельности. Содержатся задания, направленные на совершенствование навыков работы в поисковой системе интернета, а также с работой в Microsoft Power Point. Приложения пособия могут служить справочным материалом, также содержит тесты, которые могут быть использованы при проведении контрольного среза по пройденному материалу.

Предназначено для студентов бакалавриата и магистратуры направления подготовки «Технология транспортных процессов» очной формы обучения.

Рекомендовано для формирования универсальных компетенций в соответствии с ФГОС ВО.

Библиогр.: 5 назв.

УДК 811.111
ББК 81.2Англ

ISBN 978-5-9984-1658-3

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CONTENTS

ПРЕДИСЛОВИЕ	4
PART I. LOGISTICS	
UNIT I. HISTORY OF ROAD TRANSPORT	5
UNIT II. LOGISTICS	10
UNIT III. TRUCKS AND CARGOES	17
UNIT IV. TYPES OF TRUCKS	23
UNIT V. PACKING AND MARKING OF THE GOODS	30
PART II. TRAFFIC SAFETY	
UNIT I. ROAD SAFETY	35
UNIT II. ROAD JUNCTIONS AND INTERSECTIONS	39
UNIT III. TRAFFIC SIGNS	46
UNIT IV. ASKING THE WAY	53
UNIT V. TRAFFIC CONTROL	55
UNIT VI. ROAD SURFACE MARKING	60
TESTS	64
APPENDIXES	70
OUT – OF – CLASS READING TEXTS	95
ЗАКЛЮЧЕНИЕ	145
VOCABULARY	146
ABBREVIATIONS	148
REFERENCES	151

ПРЕДИСЛОВИЕ

Учебное пособие основано на оригинальных англо-американских текстах и призвано помочь студентам научиться читать и переводить оригинальную литературу по направлению подготовки, сформировать навыки разговорной речи, а также освоить деловую корреспонденцию на английском языке. Развитие и формирование у студентов комплексных знаний по английскому языку обеспечивает повышение уровня их подготовки к профессиональной деятельности.

Издание состоит из разделов, включающих в себя аутентичные английские тексты, которые знакомят с историей и основными направлениями в области логистики и безопасности движения, упражнения разнообразного характера, а также тексты для самостоятельного чтения. Последовательность их изучения можно изменять, а также использовать их как задания для самостоятельной работы.

Учебный материал взаимосвязан с другими основными образовательными программами, смежными дисциплинами, что способствует развитию профессиональных компетенций студентов.

PART I

LOGISTICS

UNIT I

HISTORY OF ROAD TRANSPORT

I. Remember the following words and word combinations from the text.

1. transportation of goods – грузоперевозки
2. transportation of people – пассажирские перевозки
3. licencing requirements – лицензионные требования,
4. safety regulations – правила безопасности,
5. horse-drawn carriages – управляемые лошадьми повозки,
6. donkey carts – ослиные тележки,
7. public transport – общественный транспорт
8. growth of trade – развитие торговли
9. paved with tar – выложенные из каменноугольной смолы
10. cobblestone – брусчатый камень
11. hard-topped roads – дорога с твердым покрытием
12. to involve – включать, вызывать, приводить к чему-либо
13. highway – (syn. expressway, freeway, thruway) автострада
14. to reduce – уменьшать

II. Give English equivalents for the following Russian words and word combinations.

Автотранспорт, перевозка товаров, развитие местной инфраструктуры, расстояние, вес и объем перевозок, вид перевозимого товара, на короткое (длинное) расстояние, легковесные и малогабаритные партии, крупногабаритные партии, немоторизованные виды транспорта, услуги по доставке, различные типы транспортных средств, доставка в черте города, первые земляные дороги, перевозящие товар люди, места высокой плотности движения, с ростом торговли, предоставить возможность для передвижения животных, рама для перетаскивания груза, волокуша, тысячелетие, существенная потребность в хороших дорогах, через всю Арабскую империю, нефтяные поля в регионе, во

время промышленной революции, первое современное шоссе, окружающий ландшафт, стекать с поверхности, возросшая потребность уменьшить размывы, городские и сельские дороги, развитие новых видов транспортных средств.

III. Fill in the blanks in the following sentences with the proper words and word combinations from the text.

1. Road transport is grouped into 2 categories:
2. The nature of road transportation of goods depends on
3. For short distance and light and small shipments ... are used.
4. For large shipments ... is more appropriable.
5. In some countries cargo is transported by road in
6. Delivery services are sometimes separated from
7. People are transported by roads either in individual cars or in
8. The first earth tracks were created by people to
9. Tracks are created at points of
10. Domesticated animals became an element in
11. The most sophisticated roads in the Arab empire were paved with
12. John Loudon McAdam designed
13. He embanked roads a few feet higher to cause water to
14. With the development of motor transport there was an increased need for
15. The modern road transport history involves the development of

IV. Read the text below and translate it into Russian.

Text 1A

HISTORY OF ROAD TRANSPORT

The first earth tracks were created by humans carrying goods and often followed game trails. Tracks would be naturally created at points of high traffic density. As animals were domesticated, horses, oxen and donkeys became an element in track-creation. With the growth of trade, tracks were often flattened or widened to accommodate animal traffic. Later, the travois, a frame used to drag loads, was developed. Animal-drawn wheeled vehicles probably developed in Sumer in the Ancient Near East in the 4th or 5th millennium BC and spread to Europe and India in the 4th millennium BC and China in about 1200 BC.

The Romans had a significant need for good roads to extend and maintain their empire and developed Roman roads. In the medieval Islamic world, many roads were built throughout the Arab Empire. The most sophisticated roads were those of the Baghdad, Iraq, which were paved with tar in the 8th century. Tar was derived from petroleum, accessed from oil fields in the region, through the chemical process of destructive distillation. In the Industrial Revolution, John Loudon McAdam (1756–1836) designed the first modern highways, using inexpensive paving material of soil and stone aggregate (macadam), and he embanked roads a few feet higher than the surrounding terrain to cause water to drain away from the surface. With the development of motor transport there was an increased need for hard-topped roads to reduce washways, bogging and dust on both urban and rural roads, originally using cobblestones and wooden paving in major western cities and in the early 20th century tar-bound macadam and concrete paving were extended into the countryside. The modern history of road transport also involves the development of new vehicles such as new models of horse-drawn vehicles, bicycles, motor cars, motor trucks and electric vehicles.

Transportation. Transport on roads can be roughly grouped into two categories: transportation of goods and transportation of people. In many countries licencing requirements and safety regulations ensure a separation of the two industries. The nature of road transportation of goods depends, apart from the degree of development of the local infrastructure, on the distance the goods are transported by road, the weight and volume of the individual shipment and the type of goods transported. For short distances and light, small shipments a van or pickup truck may be used. For large shipments even if less than a full truckload a truck is more appropriate. In some countries cargo is transported by road in horse-drawn carriages, donkey carts or other non-motorized mode. Delivery services are sometimes considered a separate category from cargo transport. In many places fast food is transported on roads by various types of vehicles. For inner city delivery of small packages and documents bike couriers are quite common. People (passengers) are transported by roads either in individual cars or automobiles or in mass transit / public transport by bus / coach

vehicle. Special modes of individual transport by road like riks has or velotaxis may also be locally available.

V. Answer the following questions about the text.

1. Who created the first earth tracks?
2. Where were animal-drawn wheeled vehicles developed?
3. Why did the Romans have a significant need for good roads?
4. What kind of roads appeared in the 8th century?
5. What did John Loudon McAdam design?
6. What materials were used in road construction in the early 20th century?
7. Which categories can road transport be grouped? What are they?
8. What kinds of transport are used for short distance and light and small shipments?
9. What kinds of transport are common for inner city delivery of small packages and document?

VI. Make up a Power Point presentation. Choose one on the topics.

1. The development of roads.
2. The development of motor transport.
3. Passengers transportation.
4. Modern highways.

Text 1B

THE PROGRESS OF MOTOR CAR

I. Remember the following words and word combinations from the text.

1. to increase – увеличивать
2. vehicle – транспортное средство
3. to produce – производить
4. various – различные
5. leisure – свободное время
6. attempt – попытка
7. to suggest – предлагать
8. to supply – снабжать, поставлять
9. achievement – достижение
10. to consist of – состоять из

II. Give English equivalents for the following Russian words and word combinations.

Автомобиль (2 варианта), колесо, использовать в качестве чего-либо, образ жизни, механическая сила, изобретатель, законодательный акт, легковой автомобиль.

III. Read the text and try to get it as a whole.

A motor car (a British name) or an automobile (an American name) is a road vehicle with usually 4 wheels which is driven by a motor and used as a means of transportation for a small number of people. Now in the world there are 400 million of motor cars. The number of the cars has been greatly increasing. Every day the plants of Japan, Europe and the USA produce 100 thousand new cars. The automobile in its various forms has transformed the way we live, work, and spend our leisure. The history of the automobile goes back several hundred years. One of the earliest attempts to propel a vehicle by mechanical power was suggested by Sir Isaac Newton in 1680. At first it was little more than a toy consisting of a steam boiler supplying a steam jet turned to the rear. Like most other great human achievements the motor car is not the product of any single inventor.

The progress of motor cars was slowed down as it met with great opposition in many countries. In Britain the most famous was the restriction resulting from the legislative act of 1865. It was the Red Flag Act according to which the speed of the steam-driven vehicles was limited to 4 miles per hour and a man with a red flag had to walk in front of it. In Russia there were cities where motor cars were outlawed altogether. Slowly but surely the auto industry was perfecting a number of alternatives to conventional engines found in almost all of today's passenger cars. Constant efforts were made to standardize common components. Multi cylinder engines came into use, it became possible to achieve greater reliability of motor cars, and brakes became more efficient.

In modern society automobile transport has grown from a weak child into a giant whose habits are hard to live with. Most experts believe that the typical car of the future will differ in many respects from the one most people like to drive they predict that the cars will become smaller, lighter

and considerably more efficient and despite environmental and sociological consideration an interesting future lies ahead for the automobile industry.

IV. Make up a Power Point presentation. Choose one on the topics.

1. Ancient roads and transport.
2. Modern Roads and kinds of transport.
3. Public transport in different countries.

UNIT II LOGISTICS

I. Remember the following words and word combinations from the text.

1. to meet the requirements of – отвечать требованиям
2. consumer – заказчик, покупатель, клиент
3. consumption – затрата, расход, потребление
4. inbound logistics – внутренняя логистика
5. outbound logistics – внешняя логистика
6. supply chain – логистическая цепочка
7. procurement of materials – закупка материалов
8. approach – приближение
9. to refer to – относиться к чему-либо
10. logistician – логист
11. inventory management – управление материально-техническими ресурсами
12. purchasing – снабжение

II. Give English equivalents for the following Russian words and word combinations.

Пункт выезда, пункт назначения, хранение грузов, производить, определять, готовая продукция, поставлять, сотрудничать, услуги, область (сфера деятельности), пункт назначения, полагать.

III. Think and try to answer the questions.

1. What words do you associate with «logistics»?
2. What areas of logistics do you know?
3. What logistic jobs do you know?

IV. Read the text below carefully to find out what logistics is.

Text 2A

LOGISTICS OCCUPATIONS

Logistics can be defined as the management of the flow of goods, information and other resources, energy and people between the point of origin and the point of consumption in order to meet the requirements of consumers. Logistics involves the integration of information, transportation, inventory, warehousing, material handling, packaging and security. Logistics may have an internal focus (inbound logistics), or external focus (outbound logistics). If the company manufactures a product from parts purchased from suppliers, and those products are then sold to customers, one can speak about a supply chain.

Supply Chain can be defined as a network of facilities and distribution options that performs the function of procurement of materials, transformation of these materials into intermediate and finished products, and the distribution of these finished products to customers. Logistics management is part of supply chain management. Logistics management plans, implements, and controls the efficient flow and storage of goods, services and related information between the point of origin and the point of consumption in order to meet customers' requirements. Successful supply chain operators work in close partnerships with their customers; they jointly explore the opportunities for increasing efficiency of the supply chain and improving service levels by using the latest systems and techniques. This approach is also referred to as logistics re-engineering. The re-engineering process considers the following factors: the nature of the product, the optimal or preferred location of source or manufacture, freight and transport costs and the destination market, seasonal trends, import and export regulations, customs duties and taxes, etc.

A professional working in the field of logistics management is called a logistician. The main functions of a qualified logistician include, among other things, inventory management, purchasing, transportation, warehousing, consultation and organizing and planning of these activities. Logisticians are responsible for the life cycle and supply chain operations of a variety of products. They are also responsible for customs

documentation. They regularly work with other departments to ensure that the customers' needs and requirements are met.

V. Read the sentences which follow and decide whether they are true or false. Use the following phrases to express your agreement or disagreement.

<i>Agreement</i>	<i>Disagreement</i>
I think so	I don't think so
I believe so	I'm afraid not
I agree on this point	I don't agree on this point
That's right	That's wrong

1. Logistics is used to manage multi-firm global supply chains, from raw materials to delivery of the finished product to the consumer.
2. The main functions of a qualified logistician include only inventory management and transportation.
3. Logistics management is part of supply chain management.
4. Logistics as a business discipline is rather old.
5. Supply chain is simple.

VI. Fill in the gaps using the words and word combinations given below:

order processing, to control, goods, to plan, the point of consumption, the point of origin, requirements, goal, to meet, the supplier, movement, warehousing, buyer, component, supply chain management.

1. Logistics management is the part of _____ that _____, implements, and _____ the efficient, effective forward, and reverse flow and storage of _____, services, and related information between the _____ and the _____ in order to meet customer's _____.
2. The _____ of logistics is to successfully _____ customer requirements.
3. _____ is the storing of finished goods until they are sold.
4. For _____ of goods from _____ to the _____, transportation is the most fundamental and important _____ of logistics.
5. _____ is an important task in functions of logistics operations.

VII. Translate the following sentences using the vocabulary.

1. Логистика – это перемещение каких-либо товаров из одной точки в другую по определенному маршруту.
2. Специалист работающий в области логистики называется логист.
3. Основные обязанности квалифицированного логиста: управление материально-техническими ресурсами, снабжение, транспортировка, хранение.
4. Логист отвечает за таможенную документацию.
5. Сотрудники логистической цепи довольно тесно сотрудничают с заказчиками.

Text 2B

MOTOR TRANSPORT DEPOT MANAGEMENT

I. Remember the following words and word combinations from the text.

1. depot – депо, база
2. to charge – загружать
3. forwarding services – экспедиторские услуги
4. to discharged – разгружать
5. autoloader – автопогрузчик
6. technical maintenance – техническое обслуживание
7. to implement – осуществлять
8. guidance – руководство
9. to submit – подчиняться
10. suitability for occupation – профпригодность
11. middle way – среднемагистральный
12. to take a turn for better – улучшать
13. workshop – мастерская

II. Find the synonyms.

Activity, to be in charge of, to accomplish, to improve, to fit together, repair, performance, to be responsible for, guidance, to coordinate, facilities, to take the turn for the better, maintenance, repairshop, staff, task, store, equipment, to load, service, chief, goal, to achieve, ware-house, station, customer, to develop, to arrange, department, ultimate, to perform,

main, to reach, to unload, to design, consumer, ended, terminal, finance, to set up, personnel

III. Read the text below and translate it into Russian.

PERFORMANCE OF MOTOR TRANSPORT DEPOT

Motor transport depot management Motor transport (motor truck) depots are intended to perform passenger and cargo transportation. Motor truck depots are responsible for servicing passenger routes, charging / discharging operations, forwarding and warehousing services, and intermodal transshipment. To perform these functions motor depots have land territories, warehouses and storage facilities, cargo handling facilities (especially autoloaders and cranes), passengers terminals, access ways to railway, sea and air transport, garages and workshops for technical maintenance, and a qualified personnel. Depot performance management is implemented by four main areas: finance, technical guidance, safe traffic control and cargo forwarding and transportation service. The last three departments serve special attention. Technical guidance of the truck depot is headed by the chief engineer. His department is responsible for technical servicing and maintenance of vehicles, including monitoring and supervision for adherence to technical specifications.

Safe traffic control department is submitted straightly to general director of the depot. Safe traffic control department is in charge of drivers training and their suitability for occupation, coordination and regulation of routes, interaction with traffic inspection, and etc. Cargo forwarding and transportation service is the most complex structure in the depot. The main function of cargo forwarding and transportation service is to deliver cargoes to the ultimate customer. This function is the part of logistics itself and that is why it is closely connected with the latter.

Technical performance

Truck cargo transportation is accomplished in three directions, i.e. in-city transportation, middle way and high way transportation. To arrange transportation satisfactory cargo handling complexes, repair and maintenance shops, open and covered storage and warehouses, cargo handling facilities are at depot disposal. The cargo complexes specialize in handling specific types of cargoes and in servicing specific cargo traffic

routes. Intermodal cargo handling operations are performed when transshipment of cargo from one mode of transport to another is necessary. It is specially needed in sea ports because of their landside peculiarities. To improve transport depot activity they are provided with information computer centres equipped with local net of computers. All day-to-day problems, such as drawing up cargo plan and optimal cargo traffic routes, working out schedules of depot operations and performance of each particular service, and a lot of other problems are solved by computers. The tasks of each separate department fit together with the overall activity of the depot in order to achieve organizational goals and objectives and take a turn for the better performance.

Notes:

1. motor transport depot management – управление автобазой
2. passenger routes – обслуживание пассажирских маршрутов
3. technical servicing and maintenance of vehicles – техническое руководство и обслуживание транспортных средств
4. safe traffic control department – отдел по контролю перевозок
5. cargo forwarding – транспортно-экспедиторское обслуживание грузов
6. transportation service – транспортная служба перевозки

IV. Give English equivalents for the following Russian words and word combinations.

Деятельность автобазы, осуществлять пассажирские и грузоперевозки, обслуживание маршрутов, погрузочно-разгрузочные работы, складирование и хранение, хранилища и складское оснащение, автопогрузчик, подъездные пути, ремонтные мастерские, квалифицированный персонал, заслуживать внимание, соответствие технической спецификации, подготовка водителя, взаимодействие с автоинспекцией, проверка и согласование маршрутов, сложная структура, осуществлять, городские перевозки, среднемагистральные перевозки, магистральные перевозки, открытые и крытые склады, локальная компьютерная сеть, ежедневные проблемы, составление грузового плана, расписание.

V. Find the pairs and make up word combinations.

1. to transport	a) passengers
2. to forward	b) service (department)
3. transporting	c) transshipment
4. forwarding	d) complex
5. technical	e) shops
6. safe	f) cargo
7. intermodal	g) goal and objectives
8. repair and maintenance	h) tasks
9. to charge	i) ways
10. to discharge	j) attention
11. to achieve	k) departmental heads
12. access, middle, high	l) traffic control
13. to pay, to serve	m) specifications
14. to be submitted	n) guidance of the truck depot

VI. Make up your own sentences (7-10) with the word combinations from ex. V.

VII. Translate the words in brackets using modal verbs and their equivalents

1. Motor transport depots (должны выполнять) passenger and cargo transportation.
2. The last three departments (требуют) special attention.
3. Technical department (обязан осуществлять) technical servicing and maintenance of vehicles, including monitoring and supervision for adherence to technical specifications.
4. Cargo forwarding and transportation service (возможно является) the most complex structure in the depot.
5. The cargoes deliverance to the ultimate customer (может быть) the part of logistics itself and that is why it is closely connected with the latter.

6. The cargo complexes (может специализироваться) in handling specific types of cargoes and in servicing specific cargo traffic routes.
7. Transshipment of cargo (следует осуществлять) in sea ports because of their landside peculiarities.
8. To improve transport depot activity they (необходимо оснастить) with information computer centres equipped with local net of computers.
9. All day-to-day problems, such as drawing up cargo plan and optimal cargo traffic routes, working out schedules of depot operations and performance of each particular service, and a lot of other problems (можно решить) by computers.

UNIT III TRUCKS AND CARGOES

I. Remember the following words and word combinations from the text.

1. gain – прибыль, доход;
2. mode – способ, тип, средство;
3. project cargo – строительный груз;
4. heavy lift cargo – тяжеловесный груз;
5. oversized cargo – негабаритный (по размерам) груз;
6. overweight cargo – негабаритный (по весу) груз;
7. bulky cargo – крупногабаритный груз;
8. to stack – штабелировать;
9. pallet – поддон, подстилка;
10. to decline – уменьшаться, спадать;
11. bulk cargo – насыпной, навалочный груз;
12. tallow – смазочный материал;
13. gypsum – гипс;
14. log – бревно freight – фрахт, груз;
15. lack – недостаток, отсутствие;
16. to subject to – подвергать;
17. transshipment – перегрузка, пересадка, перевалка
18. to encourage – поощрять

19. cost – стоимость, стоить;
20. costs – затраты;
21. retailer – розничный продавец;
22. deliverance – доставка

II. Give English equivalents for the following Russian words and word combinations.

Получать прибыль, получать высокую прибыль, получать прибыль выше средней, разные способы транспортировки грузов, морской способ перевозок, воздушный способ перевозок, строительный груз это бревна и древесина, тяжеловесным грузом являются электрооборудование и станки, превышающий размеры груз состоит из энерго- и теплотурбин, крупногабаритный груз штабелируется на деревянные поддоны, уменьшить объем перевозок, снизить объем грузов, нефть является насыпном грузом, груз (фрагт), груз, недостаток фрахта, нехватка груза, отсутствие портового оборудования, подвергать гибкости, подвергать снижению доходов, подвергать снижению грузоперевозок, перегрузка с одного вида транспорта на другой, перегрузка в контейнер, затраты по перегрузке, подвергать снижению затрат, розничный продавец, доставка, доставка на грузовиках.

III. Fill in the blanks in the following sentences with the proper words and word combinations from the text.

1. Cargo is the term to denote goods or product being transported
2. Containers are the largest and fastest growing
3. Project cargo and heavy lift cargo may include items such as
4. Bulky cargo is generally stacked on
5. Bulk cargoes are not handled as
6. Plane cargo is commonly known as
7. Many commercial planes are built to be easily converted to
8. The military forces possess and utilize large number of
9. Trains are used for transportation not only containers but
10. The main disadvantage of rail freight is its
11. Train cargoes must be transferred from
12. For this reason it is often subject to
13. Rail transport is very

14. Road cargo transports all types of cargo ranging

15. Thanks to lorry cargo retailers stacked the shelves of supermarkets with
....

IV. Read the text below and translate it into Russian.

Text 3 A

TYPES OF CARGOES

Cargo (or freight) is a term used to denote goods or produce being transported generally for commercial gain, usually on a ship, plane, train, van or truck. In modern times, containers are used in all types of cargo transport.

1. Marine cargo types.

There is a wide range of marine cargoes at seaport terminals. Containers are the largest and fastest growing cargo category at most ports worldwide. Containerized cargo includes everything from auto parts and machinery components to shoes, toys, and frozen meat and seafood. Automobiles are handled at many ports. Project cargo and heavy lift cargo may include items such as manufacturing equipment, factory components, power equipment such as generators and wind turbines, military equipment or almost any other oversized or overweight cargo too big or too heavy to fit into a container. Bulky cargo is typically material stacked on wooden pallets and lifted into and out of the hold of a vessel by cranes on the dock or aboard the ship itself. The volume of bulky cargo has declined dramatically worldwide as containerization has grown. Bulk cargoes, such as salt, oil, tallow, and scrap metal, are usually defined as commodities that are neither on pallets nor in containers, and which are not handled as individual pieces, the way heavy-lift and project cargoes are. Aluminium, grain, gypsum, logs and wood chips, for instance, are bulk cargoes.

2. Plane cargo.

Air cargo is commonly known as freight. There are many businesses which collect freight and deliver it to the customer. Aircraft were first put to use carrying mail as cargo in 1911, but eventually manufacturers started designing planes just for freight. There are many commercial planes suitable for carrying cargo such as the Boeing 747, which was built to be easily converted to a cargo aircraft. Such very large aircraft also employ

quick loading containers known as unit load devices much like containerized cargo ships. The military of most nations own and utilize large numbers of cargo planes, for airlift logistics needs of such operations.

3. Freight train.

Trains are capable of transporting large numbers of containers which have come off the shipping ports. Trains are also used for the transportation of steel, wood and coal. Trains are used as they can pull a large amount and generally have a direct route to the destination. Under the right circumstances, freight transport by rail is more economic and energy efficient than by road, especially when carried in bulk or over long distances. The main disadvantage of rail freight is its lack of flexibility. For this reason, rail has lost much of the freight business to road transport. Rail freight is often subject to transshipment costs since it must be transferred from one mode to another in the chain; these costs may dominate and practices such as containerization aim at minimizing these. Many governments are now trying to encourage more freight onto trains, because of the environmental benefits that it would bring; rail transport is very energy efficient.

4. Van or lorry (truck) cargo.

There are many businesses which transport all types of cargo, ranging from letters to houses to cargo containers. A good example of road cargo is for supermarkets, these require deliveries every day to keep the shelves stacked with goods for sale. Retailers of all kinds rely upon delivery trucks; either they are full size semi-trucks or smaller delivery vans.

V. Answer the following questions about the text.

1. What is a term Cargo used to?
2. What types of cargo transport do you know?
3. What bulky cargo do you know?
4. Which commercial planes are suitable for carrying cargo?
5. What is the main disadvantage of rail freight?

VI. Find the synonyms for the following English words.

Lorry, to decline, plane, security, cargo, type, to deliver, safety, to minimize, to convert, gain, category, aircraft, to produce, equipment, meal,

volume, marine, to manufacture, food, truck, to decrease, freight, mode, to transport, profit, to trans-form, facility, to grow, amount, sea, part, component, ship, vessel, to increase.

VII. Read the sentences which follow and decide whether they are true or false. Use the following phrases to express your agreement or disagreement.

<i>Agreement</i>	<i>Disagreement</i>
I think so	I don't think so
I believe so	I'm afraid not
I agree on this point	I don't agree on this point
That's right	That's wrong

1. Cargo (or freight) is a term used to denote goods or produce being transported generally for commercial gain.
2. Aluminium, grain, gypsum, logs and wood chips, for instance, are not bulk cargoes.
3. Aircraft were first put to use carrying mail as cargo in 1917.
4. Road cargo is more economic and energy efficient than by train.
5. The main disadvantage of rail freight is its lack of flexibility.
6. Retailers of all kinds rely upon delivery trucks; either they are full size semi-trucks or smaller delivery vans.

Text 3B

CLASSIFICATION OF CARGOES

I. Remember the following words and word combinations from the text.

1. bagged – груз в мешках
2. baled – груз в кипах
3. barreled – груз в бочках
4. semi-manufactured goods – полуфабрикаты
5. fertilizer – удобрение
6. combustion – возгорание
7. fume – испарение
8. tainting odours – испорченные, заразные запахи

II. Give English equivalents for the following Russian words and word combinations.

Происхождение, потребительские товары, природные ресурсы, промышленные товары, генеральный груз, состоять из, требовать, принимать во внимание.

III. Read the text; try to get it as a whole.

Owing to their origin all the most industrial products, semi-manufactured goods, natural resources and consumer commodities may be classified as general, container, packaged, bulk, grain, liquid, dangerous, and gas cargoes. General cargoes comprise goods of the following types: bagged, baled, barreled, boxed, metals and machinery, heavyweights, goods in packages, containers and timber cargoes. The majority of general cargoes is transported in containers or required special packaging. Bulk cargoes comprise ores, coal, salts, green (raw) sugar, grain, fertilizers. Transportation of bulk cargoes requires special knowledge to deal with. Liquid, dangerous and gas cargoes are the most important cargoes in transportation. It must be taken into consideration their inflammable or explosive nature. They are liable to spontaneous fume or tainting odours.

IV. Insert prepositions (for, on, by, from, to, into, of, out, in, owing to, with, upon) where necessary.

1. Goods are transported ... commercial gain.
2. Products are transported ... a ship, plane, train and ... road.
3. Containerized cargo includes ... auto parts ... consumer goods.
Oversized and overweight cargoes are too big and too heavy to fit ... a container.
4. Bulky cargo is generally stacked ... wooden pallets.
5. The volume ... bulky cargo has declined ... recent years.
6. Bulky cargo is lifted ... and ... of the hold ... a vessel ... cranes ... the dock or ... aboard the ship.
7. Bulk cargoes are stacked neither ... pallets nor ... containers.
8. The first plane carried mail as cargo ... 1911.
9. Manufacturers designed commercial planes which can be easily converted ... a cargo aircraft.

10. The military forces ... the most nations use ... large number ... cargo planes.
11. Trains are capable ... transporting large number ... containers.
12. ... their origin all goods can be classified as general cargoes.
13. Rail freight is often subject ... transshipment costs.
14. One must deal ... special knowledge while transporting bulk cargoes.
15. Retailers rely ... delivery trucks.
16. The main disadvantage ... rail freight is its lack ... flexibility.

UNIT IV

TYPES OF TRUCKS

I. Remember the following words and word combinations from the text.

1. truck – автоцестерна; большая грузовая машина
2. transport goods – перевозить товары
3. capacitate – уполномочивать
4. quantity of goods – количество товара
5. capability – соответствие, характеристики
6. means of transportation – транспортное средство, 2) средство перевозки
7. profit margin – общая рентабельность
8. semi-trailer truck – 1) тягач, 2) фура
9. lifting mechanism – грузоподъёмный механизм
10. tail lift truck – автомобиль с гидравлическим бортом
11. jumbo trailer truck – автопоезд
12. straight truck – коммерческий автомобиль
13. refrigerated truck – рефрижератор
14. flatbed truck – тягач с прицепом-ропуском
15. logistics department – отдел логистики, отдел снабжения
16. according to the type of good – согласно типу товара
17. challenge – вызов, задача, проблема

18. load / unload goods – погрузка / разгрузка товара
19. damage – вред
20. time frame – временные рамки
21. cargo bed trailer – грузовая платформа, кузов
22. majority – большинство
23. relatively – относительно
24. freight – 1) перевозка грузов 2) груз 3) грузовые перевозки
25. similar – похожий, подобный, такой же

II. Read the text below carefully.

Text 4A

6 TYPES OF TRUCKS USED IN LOGISTICS WORLDWIDE

Different types of trucks are used to transport goods from one place to another. Logistics is one of the largest industries in the world, transporting various materials to different places.

There are different trucks that can capacitate different quantities of goods. The needs of logistics department are specific but changes according to the type of good transported or the quantity of it.

Each truck has different capabilities which cannot change. So the transporter carefully chooses the means of transportation. This also affects the profit margin of the transporter.

So they have to choose wisely what kind of transportation has to be used to transport their goods.

One of the biggest challenges while transporting goods is to move goods from one point to another without damaging it and also in a time frame.

Here we will discuss the different types of trucks used in logistics worldwide.

Semi-Trailer Trucks

A majority of cargoes are transported in these trucks. Semi-trailer trucks (one popular types of trucks used in logistics) are very much common on the roads.

One can load a semi-trailer truck from removing its tent cover (tarpaulin) from above, or from the side or through its back side. It has a maximum capacity of 24,000 kilogram. It is ideal for goods that can be stacked.

Tail Lift Trucks

These trucks have a lifting mechanism so as to load goods onto the truck. These are relatively small in size ending upon the tail lift it can carry a maximum of 2000 kilogram. The goods can be loaded only from the back side and is used mainly on distribution freights.

Jumbo Trailer Trucks

Similar to semi-trailer trucks these trucks can carry a maximum of 24,000 kilograms and has more capacity as it has a lesser wheel diameter and a G-shaped floor.



These trucks are ideal to transporting capacious goods as it is lightweight and spacious. Just like the semi-trailer truck, you can load from the top, from the sides or also from the back.

Flatbed Trucks

These trucks are named so as it has an open cargo bed trailer along with the driver's cabin. As flatbed trucks don't have a roof or sides it is easy to load or unload goods on or from it. It is an ideal truck for durable and bulky freight like wood, pipes, construction material, carts, etc. which can easily loaded in to the extended trailer. These materials can be unloaded or loaded from the top using a crane.



Straight Trucks

This is one of the types of trucks used in logistics that are commonly used to transport small items like furniture, home goods, and similar



freight deliveries. It is also known as box truck, cube track or cube van. This is a popular choice among many drivers as it requires fewer licensing requirements. It is one of those trucks that carry the

same chassis for the power unit as well as the cabin.

Refrigerated Trucks

These are types of trucks that are used to transport perishable goods like agricultural products, pharmaceuticals, vegetables or fruits. The most



common type of refrigerated trucks is the semi-trailer or the 18 wheeler truck. These trucks can control the inner temperature which makes it suitable for certain goods.

III. Match the words with their definitions.

1. crate	a) something that you can choose to do in preference to one or more alternatives
2. jumbo	b) good carried on a ship, aircraft, or vehicle
3. tent cover (tarpaulin)	c) portable platforms on which goods can be stacked, stored, and moved
4. cargo	d) great in size

5. semi trailer truck	e) a fabric made of canvas or similar material coated with some waterproof substance
6.pallet	f) a wooden case used for transporting goods
7.perishable	g) a type of trailers having wheels at the back but supported at the front by a towing vehicle
8. garment	h) an item of clothing
9. option	i) go bad quickly

IV. Answer the following questions about the text.

1. How many types of transport are used in Logistics worldwide? Can you name them?
2. What is the most common type of truck on the road?
3. Where tail lift trucks can be used?
4. What is an ideal truck for durable and bulky freight?
5. What type of truck is the most popular among drivers? Why?
6. What types of trucks are used to transport perishable goods?

V. Fill in the blanks in the following sentences with the proper words and word combinations.

1. Could you tell me the date?
2. What is the type of your...?
3. For ... I would recomend
4. For large volumes I would recomend atruck
5. are used to transport perishable goods.
6. A majority of are transported in these trucks.

VI. Translate the following sentences using the vocabulary of Unit.

1. Транспортировка легковых автомобилей осуществляется при помощи прицепов-автовозов разных типов.
2. **JUMBO (Джамбо, юмбо)** – это фургон полуприцеп с большой вместимостью.

3. Сегодня на рынке представлены разнообразные типы полуприцепов.
4. Современное производство или строительство невозможно себе представить без универсального автомобильного парка, в котором, конечно же, имеются прицепы и полуприцепы.
5. При возникшей необходимости перевозки крупногабаритных грузов – автомобили, лес, стройматериалы, большую массу сыпучих или жидких веществ и т.д. – автомобильных возможностей может не хватить.
6. Прицепом является ТС без двигателя.

VII. Read the conversation between an employee of a transportation company and a customer.

DIALOGUE 4B

- AVTO TRADE LTD., Ted Baker. How can I help you?

-Good morning, this is Samanta Stuart from Monolit Ltd. I am calling about truck options described on your website. Could you tell me about them?

-Yes, suer. What would you like to know?

-We have some new customers in Germany and will need to ship toys to Berlin next month. What would be the best truck option for us?

-So, for small volumes I would recomend using semi trailer trucks. This trucks can load 20-25 tons of goods and their volume is 60-92 cubic metre.

-And what about larger volumes?

-If you want to ship larger quantities, jumbo semitrailer trucks would be more suitable. These kinds of semitrailers can load 20 tons with the volume of 95-125 cubic meters due to the bigger height of the semitrailer. As an alternative, i can offer you trailer trucks. They are usually equipped with removable tarpaulin to facilitate loading of goods.

-Sounds great. What would be the best option for transport of textiles?

-I suppose the best option would be trucks with rigid walls. They usually used to transport goods sensible to weather condition.

-Ok. Just one more question: what would be the best option for food transport?

-For this consignment I would recommend a refrigerated truck. But it would be more expensive.

-I see. Thank you for the information. I will call you back as soon as I have our customers' specific transport requirements.

-Fine. I hope hearing from you soon. Goodbye

-Goodbye.

VIII. Complete the table about types of trucks, using the information from the text and dialogue.

<i>Type of truck</i>	<i>Description</i>	<i>Cargo</i>
Dump-body truck	The front of a cargo bed can be lifted to allow its contents to be dumped	Sand and other loose material

IX. Study the following notes and make up the dialogue with your partner (For more information study appendixes I, II and III)

When arranging transport, we need to give details about the size and weight of the consignment to be shipped.

Size

Our consignment is 2 by 3 by 2.6 metres

This box measures 2 by 2 by 2.5 metres

Its measurements are 30 by 20 by 60 centimetres

Weight

The empty container weighs 5000 kg.

The net/tar/ gross weight of the container is ... kg/tons.

The container's maximum payload is

Dimensions

The Box is 30 cm high/long/wide/deep

Its/ height/length/width/depth is 40 cm.

X. Complete the quotation form in your exercise book with information.

Contact information

Company name

Contact person

Your contact information (tel, fax, e-mail)

Shipping details

Point of origin

Pick-up date

Destination

Delivery date

Cargo details

Type and nature of goods

Weight (kg)

Volume (cubic metres)

Hazardous

Others

Special requirements

Freight terms

UNIT V

PACKING AND MARKING OF THE GOODS

I. Remember the following words and word combinations from the text.

1. minimal requirements – минимальные требования
2. instructions – указания, инструкции
3. equipment – оборудование
4. individual purchase order – разовый заказ на поставку
5. country of destination – страна назначения
6. supplier – поставщик
7. in accordance to – в соответствии чему-либо
8. to arrive at – приходить, прибывать

9. storage – хранение, склад

10. dangerous/hazardous material – опасное вещество

II. Give English equivalents for the following Russian words and word combinations.

Соответствующий, в соответствии с чем-либо, особые требования, требования правительства, заказ, неповрежденный, выбор упаковки, особая защита, зависеть от.

III. Read the text below carefully

Text 5A

PACKING

General. The instructions herein shall be considered as general directives and minimal requirements, which are applicable to the packing of all equipment and materials. All packing must be in accordance to the specific requirements of the individual purchase order or contract as well as to the governmental regulations of the country of destination. The Supplier is responsible for the correct and adequate packing of the equipment and materials so that these equipment and materials will arrive at destination undamaged and the packing itself in such a condition that, if not otherwise required, it will be suitable for a minimum of 6 months storage.

The choice of the packing type and the requirement of particular protections depend on characteristics of the equipment and material to be packed, its handling requirements and kind of transport chosen. Packing and shipping of dangerous/hazardous material, if any, shall conform to the international regulations (IATA, ADR, IMDG, RID) applicable for the purpose. The main purpose of packaging are to hold its contents securely to prevent leakage and breakage, to protect the foods from different hazard like germs, heat, moisture loss or moisture pick up, etc. To protect the contents while distribution, etc. For all types of packaging, there are different types of packages. The different types of packages can be classified into two groups:

Retail containers: These containers protect food or the content from different damages and at the same time they advertise the product for retail sale. For example, glass bottles, sachets, over wraps, plastic bottles, metal cans, etc. They can be used for home storage also.

Shipping containers: These containers contain and protect food and other items during distribution and transport or any other marketing function. For example, sacks, stretch, or shrink wrapped containers, corrugated fire board cartons, drums, barrels, crates, and foil bags.

IV. Answer the following questions about the text.

1. What is the main aim of the Supplier?
2. What is the main purpose of packaging?
3. What types of packages do you know?
4. What are general directives and minimal requirements, which are applicable to the packing?
5. What is retail container used for?

Text 5B

PACKING REQUIREMENTS.

I. Read the text and try to get it as a whole

Wood treatment.

All solid wood, used for packing (including wooden pallets) and/or stowage should be treated (heat treatment or fumigation) according to the international standard ISPM 15 (IPPC), latest version. As these rules are not the same for all countries, the procedure is to be met for the country of final destination. If the Supplier is not aware of the country of final destination he has the obligation to inform himself. Use of untreated wood is not acceptable. If a Phytosanitary Certificate is required, it has to be issued by the official government authorities. Phytosanitary Certificate is normally required in one original and two original copies (duly stamped and signed) unless otherwise specified in the regulations of the country of destination.

Pallets.

When equipment and/or materials are packed on pallets (wood or synthetic), these should be solid double deck pallets that provide adequate load support during transportation and storage (under not always ideal conditions). The pallets should have a dynamic load capacity, enough to carry the mass loaded on the pallet. Where feasible the top surface of the pallet must be flat. The pallet design must enable safe handling by forklift, cranes etc. and storage on rough surface. Pallets have to be covered with

wrapping. For shrink foil at least one layer with a thickness of 175 micron is required. For stretch foil there are at least three layers required. All corners, horizontal and vertical, have to be protected with cardboard protection strips. The pallet must be tight on all sides with steel or synthetic straps, at least three straps per side.

Materials.

The quality of packing shall provide maximum protection against damage, breakage and pilferage during transport, storage and multiple handling, including handling by e.g. hoisting, lifting devices and forklift trucks. Any packing made of wood, must be made from new, treated wood (according to ISPM 15 IPPC, latest version), with a maximum moisture-percentage of 18%. For Cases, sides with bark, big knots, tears or rotten spots are not allowed. Thickness for sides and top must be 12mm at least. Used cases, crates and cardboard packing are not allowed.

Notes:

wood treatment – пропитка древесины

Phyosanitary Certificate – карантинное свидетельство

pallets – поддон

dynamic load capacity – динамическая грузоподъемность

shrink foil – термоусадочная пленка

stretch foil – полиэтиленовая пленка

Do you know what these markings denote? Match the labels with their definitions.



a)



b)



c)



d)



e)

1) The symbol should be applied to easily broken cargoes. Cargoes marked with this symbol should be handled carefully and should never be tipped over or slung

- 2) Contact with packages bearing this symbol should be avoided at low levels of relative humidity, especially if insulating footwear is being worn or the ground/floor is nonconductive. Low levels of relative humidity must in particular be expected on hot, dry summer days and very cold winter days.
- 3) Any other kind of point load should also be avoided with cargoes marked with this symbol. The symbol does not automatically prohibit the use of the plate hooks used for handling bagged cargo.
- 4) According to regulations, the symbol should either be provided with the suffix "...°C" for a specific temperature or, in the case of a temperature range, with an upper ("...°C max.") and lower ("...°C min.") temperature limit. The corresponding temperatures or temperature limits should also be noted on the consignment note.
- 5) Cargoes bearing this symbol must be protected from excessive humidity and must accordingly be stored under cover. If particularly large or bulky packages cannot be stored in warehouses or sheds, they must be carefully covered with tarpaulins.

PART II

TRAFFIC SAFETY

UNIT I

ROAD SAFETY

I. Remember the following words and word combinations from the text.

1. road traffic safety – дорожная безопасность
2. to injure – ранить, причинить травму
3. public transport – общественный транспорт
4. prevention – предотвращение, предупреждение
5. to prevent – предотвращать
6. crash – авария, катастрофа
7. fallibility – погрешность
8. human tolerance – допустимая для человека нагрузка
9. urban road – городская дорога
10. vulnerable – незащищенный, уязвимый
11. road user – участник дорожного движения
12. traffic calming – ограничение скорости движения путем установки различных препятствий
13. tool – инструмент
14. traffic circle – кольцевая развязка
15. to implant – внедрять
16. collision – авария, столкновение
17. shared space – общее пространство
18. safety barrier – защитное ограждение
19. to absorb impact energy – поглощать энергию удара
20. a bystander – свидетель, наблюдатель
21. vicinity – окрестность, близость, соседство

22. oncoming traffic – встречное движение, встречные автомобили
23. head-on collision – лобовое столкновение
24. countermeasure – контрмера, противодействие
25. grade separated junctions – развязка дорог на разных уровнях
26. obstacle – препятствие
27. prohibition – запрет

II. Give English equivalents for the following Russian words and word combinations.

Уменьшать, причинить травму, велосипедист, погрешность, авария, незащищенный, участник дорожного движения, кольцевая развязка, поглощать энергию удара, свидетель, полоса дороги, защитное ограждение, развязка дорог на разных уровнях.

III. Read the text below carefully and try to answer the following questions

1. *Are Russian roads safe?*
2. *Do road signs help to reduce road traffic accidents?*
3. *What can be done to make our roads safer?*

Text 1A

ROAD SAFETY

Road traffic safety refers to methods and measures for reducing the risk of a person using the road network being killed or seriously injured. The users of a road include pedestrians, cyclists, motorists, their passengers, and passengers of public transport, mainly buses and trams. Best-practice road safety strategies focus upon the prevention of serious injury and death crashes in spite of human fallibility. Safe road design is now about providing a road environment which ensures vehicle speeds will be within the human tolerances for serious injury and death wherever conflict points exist.

On existing urban roads where many vulnerable road users, such as pedestrians and bicyclists can be found, traffic calming can be a tool for road safety. Though not strictly a traffic calming measure, mini-traffic

circles implanted in existing, normal intersections of urban streets, have been shown to reduce collisions at intersections dramatically. Shared space schemes, which rely on human instincts and interactions, such as eye contact, for their effectiveness, and are characterised by the removal of traditional traffic signals and signs, and even by the removal of the distinction between roadway and footway, are also becoming increasingly popular. Both approaches can be shown to be effective. Major highways are designed for safer high-speed operation and generally have lower levels of injury per vehicle km than other roads.

Safety features include:

- Limited access from properties and local roads.
- Grade separated junctions
- Median dividers between opposite direction traffic to reduce likelihood of head-on collisions
- Removing roadside obstacles.
- Prohibition of more vulnerable road users and slower vehicles.

Modern safety barriers are designed to absorb impact energy and minimize the risk to the occupants of cars, and bystanders. For example some road fixtures such as road signs and fire hydrants are designed to collapse on impact. Highway authorities have also removed trees in the vicinity of roads; while the idea of “dangerous trees” has attracted a certain amount of skepticism, unforgiving objects such as trees can cause severe damage and injury to any road users.

IV. Answer the following questions about the text.

1. What is road safety?
2. What measures can be taken to reduce crashes?
3. What vulnerable road users can you meet on the urban road?
4. Where can traffic circles be introduced?
5. What is shared space scheme?
6. Which of the approaches is more effective?
7. What is the difference between an urban road and a highway?

8. What are safety barriers designed for?
9. What obstacles can be found along roads?
10. Are trees dangerous at roadside?

V. Read the sentences which follow and decide whether they are true or false. Use the following phrases to express your agreement or disagreement.

<i>Agreement</i>	<i>Disagreement</i>
I think so	I don't think so
I believe so	I'm afraid not
I agree on this point	I don't agree on this point
That's right	That's wrong

1. Only drivers can be considered road users.
2. The worst road safety strategy is to prevent possible car crashes.
3. Safe road design doesn't limit vehicle speed.
4. Bicyclists and pedestrians are dangerous for other road users.
5. Road safety measures reduced collisions immensely.
6. Shared space gives strict regulations about behavior on the road.
7. Highways are designed for high-speed operation.
8. There are many pedestrian crossings on highways.
9. Median drivers lower the risk of head on collisions.
10. Safety barriers are really useful.

VI. Match the words with their definitions.

1. road traffic safety	a) the act of stopping something from happening or of stopping someone from doing something
2. traffic calming	b) a person who is walking, especially in an area where vehicles go
3. public transport	c) a system of vehicles such as buses and trains that operate at regular times on fixed routes and are used by the public

4. pedestrian	d) how fast something moves
5. prevention	e) the act of building raised areas, small roundabouts, or other similar structures on roads, usually roads where there are houses, so that vehicles are forced to move more slowly along them
6. urban road	f) the act of stopping something from happening or of stopping someone from doing something
7. speed	g) a motorway in a city or town

VII. Use the text and try to translate the sentences from Russian into English:

1. К участникам дорожного движения относятся: водители транспортных средств; пешеходы; пассажиры ТС.
2. Автомобиль гораздо быстрее, чем общественный транспорт.
3. В нашем городе нет специальной полосы для общественного транспорта.
4. Во время аварии многие пассажиры автобуса получили травмы.
5. В Москве много кольцевых развязок.
6. Пешеходы должны соблюдать правила дорожного движения.
7. Он стал свидетелем ДТП.

VIII. Make up a Power Point presentation describing the effectiveness of road safety measures. Choose one measure and tell the group about it.

UNIT II

ROAD JUNCTIONS AND INTERSECTIONS

I. Remember the following words and word combinations from the text.

1. road junction – пересечение нескольких дорог, транспортный узел
2. intersection – пересечение дорог в одном уровне, перекресток

3. to cross – пересекать
4. collision – столкновение
5. segregation – разделение потоков движения
6. to achieve – достигать
7. stream – поток
8. to avoid – избегать
9. clover-leaf junction – развязка типа «клеверный лист»
10. multi-level junction – многоуровневая транспортная развязка
11. roundabout – круговое движение
12. flyover junction – дорожная развязка в разных уровнях
13. condition – условие
14. to fulfill – выполнять
15. percentage – процентное соотношение
16. through route – сквозной проезд
17. sufficient – достаточный
18. to justify – признать допустимым, обосновать
19. to drop the speed – сбавить скорость
20. pedestrian – пешеход
21. costly – дорогостоящий
22. over-pass – надземный переход, путепровод
23. under-pass – тоннель для автотранспорта, пешеходный тоннель
24. to weave – перестраиваться в другой ряд движения
25. traffic lane – полоса движения
26. angle of approach – угол сближения
27. converging streams – сходящиеся потоки
28. to perform – выполнять
29. island – островок безопасности
30. angle of convergence – угол сближения
31. acute angle junction – пересечение под острым углом потоков движения
32. multiple junction – эстакада

II. Give English equivalents for the following Russian words and word combinations.

Дороги пересекаются, опасное место, снижение опасности, опасность столкновения, полное разделение потоков движения, пересечение транспортных потоков, небольшое процентное соотношение, дорогостоящие надземные переходы и тоннели для автотранспорта, перестраиваться из одной полосы движения в другую, угол сближения сходящихся потоков, диаметр островка безопасности, сохранять высокие скорости, в десять раз больше.

III. Read the text below carefully and try to answer the following question:

1. *What is the main purpose of road junctions and intersections?*
2. *What types of junctions can we find in our town?*

Text 2A

ROAD JUNCTIONS

A *road junction* is the point at which one road meets another; an *intersection* is the point at which two or more roads cross each other. Both junctions and intersections are the worst danger spots in a road system. The problems of reducing danger at these points are those of cost and space. If junctions and intersections are such that all classes of traffic meet each other at the same level, there is a danger of collision. Almost complete segregation of different classes can be achieved, and the need for users of the same class to cross traffic streams can be avoided.

The perfect example of complete segregation of different classes of traffic and of the avoidance of crossing traffic streams is the *clover-leaf junction*, at which no collision can occur between vehicles.

All forms of road junction can be classified into three groups: multi-level junctions, roundabouts and flyover-junctions.

Multi-level junctions. The clover-leaf, the most typical of these, has already been mentioned. There is need for multi-level intersections where three conditions are fulfilled:

- only a small percentage of the traffic must turn to left or right
- the major volume of traffic is travelling on a fast through route

- the volume of traffic would otherwise be sufficient to justify the provision of a roundabout.

Roundabouts. Unlike multi-level intersections, roundabouts do not enable traffic to cross without dropping speed but pedestrians and cyclists cannot be segregated unless costly over- or under-passes are constructed. The success of a roundabout depends greatly upon the ease with which vehicles using it can “weave” or pass from one traffic lane to another. The greater the length of the road in which the weaving can be carried out and the smaller the angle of approach of converging streams of traffic, the more easily can weaving be performed. The angle should not be greater than 30 degrees. The greater the diameter of the island, the smaller the angle of convergence.

Flyover-junctions. These have been developed chiefly at places where there are no pedestrians. These “flyovers”, which enable high speeds to be maintained, are extremely expensive, costing about ten times as much as roundabout, so it is much better to have ten roundabouts at ten dangerous junctions than a single flyover at a single junction. A combination of roundabout and flyover bridge can be of great value.

Design of Road Junctions is a crucial subject. Understanding the nature of traffic, the kind of area, density of population etc is very important so as to propose a suitable road Junction design.

On the basis of the shape of the Road Junctions, they are named as:

1. T-Junction
2. Y-Junction
3. Acute Angle Junction
4. Staggered Junction
5. Multiple Junction

T-junction

A T-junction has three arms of which one arm is a main road whereas the other one is usually a minor road connecting the main road. The roads of a T-junction meet at right angles and is preferably used for convenience.

Y-Junction

A Y-junction has three arms of which all the three roads are of equal sizes. It is generally seen at places of heavy traffic. It is pretty useful in the distribution of traffic.

Acute Angle Junction

Generally Acute Angle Junctions are not preferably used. They create lot of chaos in heavy traffic. The turning for heavy and bigger vehicles becomes a problem. This creates chaos and traffic.

Acute Angle Junctions can be used at places with very low density and very less space for a Junction.

Staggered Junction

A staggered junction is a place where several roads meet a main road at a slight distance apart thus they do not all come together at the same point.

Major single-point traffic-light controlled junctions of more than two roads are often reconfigured into staggered junctions in order to increase traffic flow through them.

Multiple Junction

When multiple roads meet at a same point, the junction is termed as “Multiple Junction”.

Grade Separator

When two roads cross each other at separate grades, they can be separated by allowing one passover by means of a bridge or flyover.

Text 2B

ROAD INTERSECTIONS AND THEIR TYPES

From a design aspect, intersections can also be divided according to whether they are uncontrolled, priority (stop give way), space sharing (round about), time-sharing (traffic signal controlled), or grade separated (interchanges). The four categories given in IRC code (special publication, 1994) are:

Uncontrolled at-grade: These are the intersections between any two roads with relatively lower volume of traffic and traffic of neither road has precedence over the other.

Priority control: There is theoretically no delay occurring on the major road and vehicles on the minor road are controlled by “GIVE WAY” or “STOP” signs.

Time separated / Signalized intersection at grade: These are widely seen road intersection with traffic signals.

Space separated/Grade separated intersection: These intersections facilitates movement at different levels for vehicles and pedestrians. Example of such type include intersections with flyovers, under pass. The intersections can therefore be divided into different types on the basis of their geometric design. Figure below illustrates the same.

IV. Answer the following questions about the texts.

1. *What is the difference between a road junction and intersection?*
2. *In what case is there a danger of collision?*
3. *What are the main groups of road junctions?*
4. *What types of road junctions do you know?*
5. *What types of intersections do you know?*
6. *How intersections can be divided into different types?*
7. *What advantages and disadvantages does a flyover have?*

V. Read the sentences which follow and decide whether they are true or false. Use the following phrases to express your agreement or disagreement.

<i>Agreement</i>	<i>Disagreement</i>
I think so	I don't think so
I believe so	I'm afraid not
I agree on this point	I don't agree on this point
That's right	That's wrong

1. Intersection is the point at which one road meets another.
2. Cost and space are the problems connected with reducing danger at junctions and intersections.
3. The greater the angle of convergence, the more easily weaving can be performed.

4. In the case of roundabout junctions the most part of traffic volume travels on a fast through route.
5. Roundabouts are expensive and cost about ten times as much as flyover.
6. The perfect example of avoidance of crossing traffic streams is cloverleaf junction.
7. The combination of multi-level junctions and roundabouts is of great value.
8. Clover-leaf junctions have been developed chiefly at places where there are no pedestrians.
9. Junctions and intersections are dangerous spots in a road system.

VI. Match the words with their definitions.

1. underpass	a) a bridge, road, railway or similar structure that crosses over another road or railway
2. flyover	b) a raised curbed area, often used to delineate rows of parking spaces or lanes of traffic
3. collision	c) a place for pedestrians and/or cyclists beneath a road or railway, allowing them to reach the other side in safety
4. roundabout	d) a type of circular intersection or junction in which road traffic flows almost continuously in one direction around a central island
5. road junction	e) a crash or conflict
6. island	f) the point at which one road meets another

VII. Fill in the gaps using the words below:

to turn right, pedestrians, flyover bridge, angle of convergence, to achieve, costly, sufficiently, speed, traffic lane, clover-leaf junction.

1. You should watch out for _____ crossing a road into which you are turning.

2. Improvements for cyclists can be _____ by: rising drivers' awareness of cyclists and dropping the _____.
3. _____ less than 30° is generally considered to be safest, with better visibility and slower vehicle speeds.
4. Increased journey times for all users is _____.
5. At some spots drivers are not permitted _____.
6. At many existing roundabouts vehicle speeds are not dropped _____.
7. The major advantage of _____ is that they require only one bridge, which makes such junctions inexpensive.
8. A combination of roundabout and _____ is very valuable.
9. _____ can be indicated by road marking.

VIII. Make up a Power Point presentation describing the types of road junctions and intersections in big cities of different countries.

UNIT III TRAFFIC SIGNS

I. Remember the following words and word combinations from the text.

1. traffic (road) sign – дорожный знак
2. milestone – камень с указанием расстояния в милях, мильный камень
3. intersection – перекресток, пересечение
4. directional arm – здесь: указатель
5. fingerpost – указательный столб на развилке дорог
6. to enhance – увеличивать
7. cast iron – чугун
8. sheet aluminium – листовый алюминий
9. adhesive coating – клейкое покрытие
10. retroreflective – светоотражающий
11. visibility – видимость

12. to set into – вставлять, вмонтировать
13. measurement system – система измерения
14. metric standard – эталон единицы измерительной системы
15. metric distance – метрическое расстояние

Major international traffic signs:

1. right bend – опасный поворот направо
2. double bend – извилистая дорога
3. roadway narrows – сужение дороги
4. stop at intersection – проезд без остановки запрещен
5. no entry – въезд запрещен
6. no U-turn – разворот запрещен
7. passing prohibited – обгон запрещен
8. direction to be followed – обязательное направление движения
9. one-way traffic – одностороннее движение
10. yield – уступите дорогу
11. priority intersection – примыкание второстепенной дороги
12. falling rocks – падение камней
13. overhead clearance – ограничение высоты
14. signal ahead – регулируемое пересечение (участок дороги)
15. school zone – дети
16. pedestrian crossing – пешеходный переход
17. roadwork ahead – дорожные работы
18. slippery road – скользкая дорога
19. railroad crossing – железнодорожный переезд со шлагбаумом
20. deer crossing – дикие животные
21. steep hill – крутой спуск / крутой подъем
22. bumps – неровная дорога / искусственная неровность
23. closed to trucks – движение грузовых автомобилей запрещено
24. closed to pedestrians – движение пешеходов запрещено
25. passing prohibited – обгон запрещен
26. oncoming vehicles priority – преимущество встречного движения
27. sound signals prohibited – подача звукового сигнала запрещена
28. minimum safety space – ограничение минимальной дистанции

29. end of all bans (except parking stopping) – конец всех ограничений (кроме стоянки и остановки)
30. stopping and parking prohibited – остановка запрещена
31. no parking – стоянка запрещена
32. mandatory right turn ahead – обязательный поворот (направо)
33. snow chains obligatory – цепи противоскольжения обязательны
34. no through road – тупик
35. facilities for handicapped – инвалиды
36. garage – техническое обслуживание автомобилей

II. Give English equivalents for the following Russian words and word combinations.

Т – образный перекресток, перекресток (2 варианта), предписывающий дорожный знак, отражающая пластмасса, дорожные знаки с электронным дисплеем, видимость в ночное время, увеличить дорожную безопасность, запрещающие и ограничивающие знаки, знаки, предупреждающие об опасности, система измерения, графические знаки, новое поколение дорожных знаков.

III. Read the text below carefully and try to answer the following questions.

- What are traffic signs used for?
- What traffic signs do you know?

Text 3A

ROAD SIGNS

Traffic signs or road signs are signs erected at the side of or above roads to give instructions or provide information to road users. The earliest road signs were milestones, giving distance or direction; for example, the Romans erected stone columns throughout their empire giving the distance to Rome.

In the Middle Ages, multidirectional signs at intersections became common, giving directions to cities and towns. The first modern road signs erected on a wide scale were designed for riders of high or “ordinary” bicycles in the late 1870s and early 1880s. With traffic volumes increasing

since the 1930s, many countries have adopted pictorial signs or otherwise simplified and standardized their signs to overcome language barriers, and enhance traffic safety. Such pictorial signs use symbols in place of words and are usually based on international protocols. Such signs were first developed in Europe, and have been adopted by most countries to varying degrees. Pre-industrial signs were stone or wood. In the late 18th and 19th centuries painted cast iron became popular. Since 1945 most signs have been made from sheet aluminum with adhesive plastic coatings, these are normally retroreflective for night-time and low-light visibility. Before the development of reflective plastics, reflectivity was provided by glass reflectors set into the lettering and symbols.

New generations of traffic signs based on electronic displays can also change their text (or, in some countries, symbols) to provide for “intelligent control” linked to automated traffic sensors. Traffic signs can be grouped into several types. For example, Annexe 1 of the Vienna Convention on Road Signs and Signals (1968), which on 30 June 2004 had 52 signatory countries, defines eight categories of signs: A. Danger warning signs

B. Priority signs

C. Prohibitory or restrictive signs

D. Mandatory signs E. Special regulation signs

F. Information, facilities, or service signs

G. Direction, position, or indication signs

H. Additional panels

Units

Distances on traffic signs generally follow the measurement system in use by the country. Most US road signs use miles or feet, although the Federal Department of Transportation has developed metric standards for all signs. The United Kingdom signs also display distances in miles. Elsewhere, metric distances are in very wide use, though not universal.

Languages

Where signs use a language, the recognized languages of the area is normally used. Signs in most of the US, Canada, Australia, and New

Zealand are in English. Quebec uses French, while, in Montreal and some other Canadian provinces use both English and French, a territory of the US, Mexico, and Spain use Spanish. Within a few miles of the US–Mexico border, road signs are often in English and Spanish in places like San Diego.

IV. Answer the following questions about the text.

1. What is a road sign?
2. What were early road signs made of?
3. When did multidirectional signs become common?
4. Why did pictorial signs appear?
5. What material was used for road signs in 18th and 19th centuries?
6. What were road signs like in XX century?
7. What do modern signs look like?
8. What categories of signs do you know?
9. What measurement systems are used for road signs?
10. Who has developed the metric standards for all signs?
11. What languages are used for road signs?

V. Read the sentences which follow and decide whether they are true or false. Use the following phrases to express your agreement or disagreement.

<i>Agreement</i>	<i>Disagreement</i>
I think so	I don't think so
I believe so	I'm afraid not
I agree on this point	I don't agree on this point
That's right	That's wrong

1. Britains were first to introduce milestones.
2. In Stone Age multidirectional signs became common to show directions to country borders.
3. First modern road signs were created for bicycles.
4. With the development of water transport there was a necessity to introduce understandable road signs.

5. Pictorial signs use words to give information.
6. Modern signs were made retroreflective for them to be well seen in the day-time.
7. There are eight common categories of road signs.
8. Meter is used all over the world as the measurement of distance on road signs.
9. Each country uses its national language to give information on road signs.
10. Road signs provide safety on roads.
11. Most US road signs use miles or feet as a measurement system.

VI. Match the road signs with its name and try to give their definitions



a



b



c



d



e



f



g



h

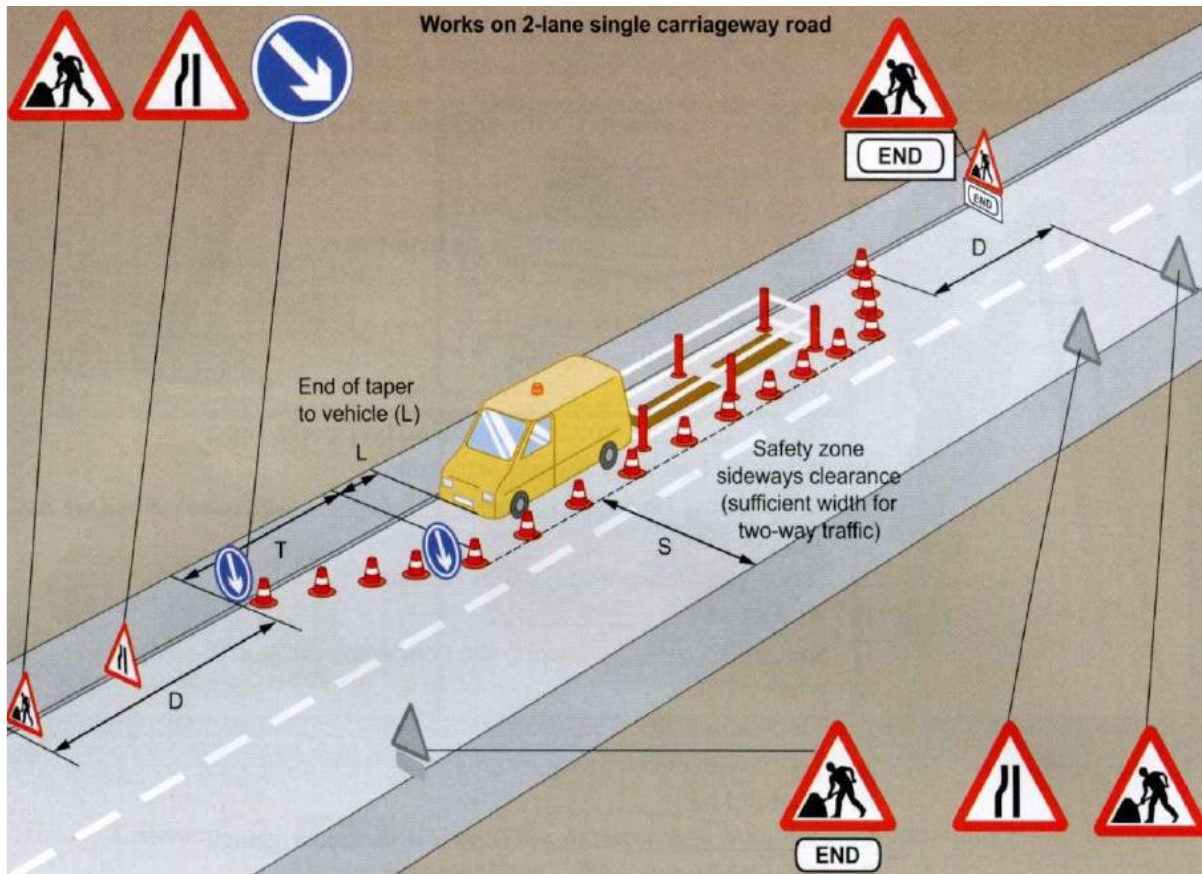
1. Right bend,
2. one-way,
3. pedestrian crossing,
4. deer crossing,
5. stopping and parking prohibited,
6. garage,
7. no entry,
8. parking.

VII. Circle the odd word.

cast iron	sheet aluminium	stone	glass
measurement system	metric standard	mandatory sign	metric distance
traffic (road) sign	directional arm	fingerpost	direction
visibility	traffic volume	road quality	retroreflective

VIII. Make up a presentation about strange road signs in different countries.

IX. Look at the illustration from the UK Department for Transport road safety guidelines. Label it with the words given below.



barrier, “end of road works” sign, hazard, “keep right” sign, kerb, lane, “road narrows ahead” sign, “road works” sign, single carriageway, traffic cone, vehicle.

UNIT IV

ASKING THE WAY

I. Remember the following words and word combinations from the text.

1. male driver – водитель
2. direction – направление
3. to refuse – отказаться
4. insurance company – страховая компания
5. to pull over – съехать на обочину, штрафовать
6. to rack up – наездить лишние километры
7. in advance – заранее
8. to be lost – потеряться
9. evidence – доказательство, факт

II. Give English equivalents for the following Russian words and word combinations.

Женщина водитель, направление, спросить помощи, согласно чему-либо, отказаться спросить, GPS навигатор, устройство, принимать участие, стереотип.

III. Read the text below carefully.

TEXT 4A

ASKING THE WAY

It's a total cliché that men hate to ask for directions when they're lost. Twenty-six% of lost male drivers will wait more than a half-hour before asking for directions, while 12% refuse to ask at all, according to English car insurance company Sheila's Wheels. Some men are secure enough in their masculinity to stop and ask for a little help. 30% of male drivers will pull over and ask for directions immediately. This is good news, because the average man racks up an extra 276 miles in his car each year because he cannot find his way, according to Sheila's Wheels. This adds up to a lot of money in wasted gas. Many of us have GPS devices now that make life a little easier. Instead of driving in circles, getting lost, stressed out and arriving late, it is more reasonable to plan and prepare your route in advance. Moreover, it is the sustainable thing to do. This will cut unnecessary fuel use and air pollution. But still there is a directionless

driver who actively refuses navigation aid when traveling. He will ignore anyone who tries to help him, and adamantly rebuff companions who suggest asking for directions. Things will get worse if the directionless driver has maps or a GPS, as he'll use them as evidence that he already has all the information he needs.

The Directionless Driver is almost always Male, pertaining to the stereotype that men never ask for directions. This trope is also typically used to portray him as taking deep personal pride in doing things his own way.

In reality, it could stem from the fact that men used to do the vast majority of driving (and in some places, still do). A woman might be just as reluctant to stop and ask a stranger for help – especially at night – but if she's not driving in the first place ... For why she wouldn't be allowed to drive, see her own bad driving stereotype.

For the record, while the directionless driver in general is truth in television, the gender difference may not be. A Myth Busters test of 14 drivers, 7 male and 7 female showed that male drivers that took part in the test do tend to ask for directions *sooner* than female drivers (a minute sooner on average, with the average male taking just over 4 minutes, and the average female taking just over 5), and both men and women were equally likely to stop (six out of seven of each gender *did* stop).

IV. Answer the following questions.

1. Have you ever got lost while driving somewhere?
2. Do you use a GPS device while driving somewhere?
3. Are you good at reading maps or following directions?
4. What do you think about female drivers?

V. Match the words with their definitions.

1. figure out	a) to move to the side of or off the road
2. pull over	b) to move about without a fixed course
3. rack up	c) to understand
4. wander around	d) to become a particular amount
5. add up to	e) to gradually gain a large amount of something

VI. Work in pairs. Use the information from the unit to do the role-play.

You are at the customs office and you need to get to your partner's factory. Your GPS doesn't work. Ask your partner how to get there and draw the rout.

UNIT V TRAFFIC CONTROL

I. Remember the following words and word combinations from the text.

1. urban area – городская местность
2. congestion, traffic jam – пробка
3. incapable – неспособный
4. peak-hour – час-пик
5. pedestrian subway – пешеходный подземный переход
6. signposting – установка дорожных указателей
7. directional control – путевое управление
8. cross traffic – пересекающиеся потоки движения
9. side street – переулок
10. to eliminate – ликвидировать, устранить
11. objection – недостаток
12. delay – замедление, задержка времени
13. reservations – отведение участков
14. vertical (grade) separation – разделение уровней дорог
15. backup – пробка (амер. Англ)
16. CCTV (Closed-circuit television (CCTV), also known as video surveillance) – камера дорожного движения

II. Give English equivalents for the following Russian words and word combinations.

Расширение дорог, придерживаться хорошо-освещенных улиц, сквозное движение, одностороннее движение, движение транспортных средств, въезжающие транспортные средства, ширина проезжей части дороги, островки безопасности подходящего размера, противо-

положительные полосы движения, увеличивает расстояние, непрерывный поток движения, разработанный должным образом, пропускная способность, источник опасности, между полосами движения, приятный с эстетической точки зрения, общественность.

III. Read the text below carefully and learn more about the basic means of traffic control.

TEXT 5A

TRAFFIC CONTROL

Road Traffic control is an outdoors occupation, night or day for long hours in all weathers, and is considered a dangerous occupation due to the high risk of being struck by passing vehicles. Safety equipment is vitally important.

Road traffic control involves directing vehicular and pedestrian traffic around a construction zone, accident or other road disruption, thus ensuring the safety of emergency response teams, construction workers and the general public.

Traffic control also includes the use of CCTV and other means of monitoring traffic by local or state roadways authorities to manage traffic flows and providing advice concerning traffic congestion. Traffic controllers (TC's) are often known as "lollipop men" (usually this name only applies to TC's working near schools to aid pupils in road crossing) from the appearance of their *Stop/Slow* signs, known as "Stop bats".

It is obvious that in existing urban areas much of the congestion is due to narrow streets and junctions which are incapable of taking peak-hour traffic. The solutions of this problem are costly. They include adequate roundabouts and street widening and the segregation of traffic by means of flyover roads, underpasses, bridges and pedestrian subways. Much of the congestion in urban areas is due to traffic which has no business in the area but is only passing through. There is a tendency for drivers to keep to the well-lit shopping streets. If they can be made to use less important streets and those not occupied by shops, then conditions are improved not only for the through traffic but also for the local traffic. Signposting is, of course, a directional control and a very effective one. In fact it is important for all signs and symbols used on the roads to be seen

well in advance by drivers approaching at normal speed. Directional control cannot increase the capacity of the highway system but it can avoid local congestion. One-way traffic is a special kind of directional control which is very effective in maintaining the traffic flow in congested areas.

A major cause of congestion in towns is the interruption to the free flow of traffic by cross traffic at junctions. But if the need for traffic streams to cross each other can be avoided then the movement of vehicles will be much easier. This easier movement of traffic can often be achieved by making traffic move in one direction only along certain streets and by prohibiting incoming vehicles from side streets from crossing the main stream. The streets may be either one-way or two-way according to local conditions of traffic or width of carriageway, and traffic at the junctions can be guided by constructing suitably-shaped islands. Besides, oneway traffic can also be introduced where the carriageway width is inadequate for two opposing lines of traffic.

The disadvantages of a one-way traffic system are that it increases the distance travelled by some vehicles, that it makes it more difficult for strangers to find their way about. The true aim of a one-way system is to eliminate cross traffic, and under conditions of continuous flow on crossing streets the introduction of a properly designed one-way scheme can double the carrying capacity of the highways. The two main objections to street intersections are that they are a cause of accidents and that they interrupt the flow of traffic. The best thing to do with intersections is to get rid of them. If that is not possible they may be improved and made safer but they will always remain a source of danger and delay. Many accidents are caused because traffic streams of different types, or traffic streams travelling in different directions are using the same carriageway, and these accidents can be avoided either by reservations between traffic lanes, or by vertical (or “grade”) separation. In many cities in America and in Europe segregation of traffic is achieved by means of flyovers or underpasses; at some junctions there are even three different levels. Each has its advantages and disadvantages according to the circumstances. Flyover structures are not always aesthetically pleasing while an underpass may be more expensive to construct. The separation of fast and slow traffic from

the heavier and faster traffic is most desirable not only in the interests of freedom of traffic movement, but also of safety. This ideal is not easy to achieve.

Urban traffic control will be of benefit to the general public in the district concerned and will result in greater comfort for road users of all classes, as well as bringing economic advantages to the community as a whole.

IV. Answer the following questions about the text.

1. What is the main reason of congestions?
2. What are the main solutions of this problem?
3. Why is directional control very effective?
4. What is necessary to construct for traffic guidance at junctions?
5. Why is one-way traffic so effective?
6. What are the main disadvantages of one-way traffic system?
7. What are the advantages of CCTV?
8. How can many accidents be avoided?
9. How is traffic segregated in America and Europe?
10. What will urban traffic control result in?

V. Read the sentences which follow and decide whether they are true or false. Use the following phrases to express your agreement or disagreement.

<i>Agreement</i>	<i>Disagreement</i>
I think so	I don't think so
I believe so	I'm afraid not
I agree on this point	I don't agree on this point
That's right	That's wrong

1. Directional control increases the capacity of highways.
2. According to junctions streets may be either one-way or two-way.
3. Vehicles will move easier if traffic streams do not cross each other.
4. One-way traffic is introduced where the carriageway length is inadequate for two opposing lines of traffic.
5. Street widening is one of the solutions of congestion problem.

6. One-way traffic increases the distance travelled by vehicles.
7. Intersections never interrupt the flow of traffic.
8. Accidents can be avoided by horizontal separation.
9. Underpasses are not aesthetically pleasing.
10. Traffic control brings economic disadvantages.
11. Much of the congestion in urban areas is due to traffic having no business in the area but is only passing through.

VI. Put the following sentences in the right order according to the text.

- a. If drivers can be made to use less important, then conditions are improved.
- b. Urban traffic control will result in greater comfort for road users of all classes.
- c. Directional control cannot increase the capacity of the highway system but it can avoid local congestion.
- d. Intersections may be improved and made safer but they will always remain a source of danger and delay.
- e. The true aim of a one-way system is to eliminate cross traffic.
- f. The solutions of congestion problem are costly.
- g. Easier movement of traffic can be achieved by making traffic move in one direction only along certain streets.
- h. The separation of fast and slow traffic from the heavier and faster traffic is most desirable in the interests of freedom of traffic movement and safety.
- I. Many accidents are caused because traffic streams of different types or traffic streams traveling in different directions are using the same carriageway.
- j. Traffic at junctions can be guided by constructing suitably-shaped islands.

VII. Find in the text the following words and word combinations, explain their meaning and make up sentences of your own: road traffic control, CCTV, one-way traffic, congestion, pedestrian subways, peak-hour traffic, reservations, cross traffic.

VIII. Make up a presentation about road traffic control and site safety regulations in your country.

UNIT VI

ROAD SURFACE MARKING

I. Remember the following words and word combinations from the text.

1. uniformity – единообразие
2. cat's eyes – дорожный световозвращатель «кошачий глаз»
3. to mount – устанавливать
4. rubber – резина, каучук
5. housing – установка
6. fore – вперед
7. aft – назад
8. Botts' dots – точки Боттса
9. epoxy – эпоксидная смола
10. snow plow – снегоочиститель
11. rumble strips – предохранительная полоса
12. to warn – предупредить
13. crossing – перекресток
14. to assist – помогать
15. striping machine – машина для нанесения разметки
16. drum – цилиндр
17. retroreflectivity – ретроотражение, световозвращающее отражение
18. stop bar – стоп линия
19. pylon – дорожный конус
20. HOV (high-occupancy vehicle) lane – полоса для автомобилей с пассажирами

II. Give English equivalents for the following Russian words and word combinations.

Предоставить официальную информацию, единообразие разметок, отражающие линзы, разнообразие различных цветов, края полос движения, вместе со снегом, при благоприятных обстоятельствах, снижение несчастных случаев, разделитель полосы движения, более заметный, место для парковки, сотни галлон, контролироваться вручную, один из самых распространенных типов разметки, пешеходный переход

III. Read the text below carefully and learn more about the basic types of road surface markings.

TEXT 6A

ROAD SURFACE MARKING

Road surface marking is a kind of device or material used on a road surface in order to convey official information. They can also be applied to mark parking spaces or areas for other uses. Road surface markings provide guidance and information to drivers and pedestrians. Uniformity of the markings is an important factor in minimizing confusion about their meaning. However, countries and areas categorize and specify road surface markings in different ways. Road surface markings can be mechanical, non-mechanical, or temporary. Mechanical devices may be raised into the road surface. They are either reflective or non-reflective. Most are permanent; some are movable.

Cat's eyes equip most major routes in the British Isles. They consist of four reflective lenses mounted in durable white rubber housing, two facing fore and two facing aft. The lenses are available in a variety of different colours, mainly white, yellow, orange, green, red and blue.

Botts' dots are round non-reflective raised pavement markers named after California Department of Transportation engineer Elbert Botts, who invented the epoxy that keeps them glued down. Generally they are used to mark the edges of traffic lanes often together with reflective raised pavement markers. They are used only in warm climates since snow plows usually remove them along with the snow.

A *rumble strip* is usually either applied in the direction of travel along an edge- or centerline to alert drivers when they drift from their lane, or in a series across the direction of travel to warn drivers of a stop ahead or nearby danger spot. In favorable circumstances rumble strips are effective (and cost-effective) at reducing accidents due to inattention.

Reflective markers are used as lane dividers to mark the central reservation. They are typically more visible at night than standard road marking lines. The color of markers varies depending on the country of use. Reflective markers are also referred to as raised pavement markers. In the United Kingdom and elsewhere, raised markers are used to mark

crossings to assist the blind in crossing streets. In colder climates reflective markers may be installed below ground.

Non-mechanical markers

Paint is generally used to mark traffic lanes, spaces in parking lots or special purpose spaces for disabled parking. Colors for these applications vary by locality. Paint is usually applied right after the road has been paved. The road is marked commonly by a truck called a “striper”. These trucks contain hundreds of gallons of paint stored in huge drums. The markings are controlled manually or automatically by the controller.

Thermoplastic is one of the most common types of road marking. The main advantages of thermoplastic are durability and retro-reflectivity. Most thermoplastic is produced in white and yellow colours.

Plastic is used to mark crossroads, stop bars, and traffic guidance such as turn lanes, train crossings, pedestrian crossings, taxi lanes, bus and bike lanes.

Pylons are sometimes used to separate HOV lanes from regular traffic lanes.

VI. Answer the following questions about the text.

1. What is the function of road surface marking?
2. Why is uniformity of markings important?
3. What types of markings are distinguished?
4. What type of mechanical devices is used on major routes in the British Isles?
5. Why are Bott's dots called so?
6. Why aren't Bott's dots used in cold climates?
7. Where is a rumble strip applied?
8. What is function of reflective markers?
9. What is function of raised markers in the UK?
10. What non-mechanical markers do you know?
11. What machine carries out paint marking?
12. What are the advantages of thermoplastic?
13. What is plastic used for?
14. What kind of marker is a pylon?
15. What type of road surface markings do you think the most common in your country?

V. Read the sentences which follow and decide whether they are true or false. Use the following phrases to express your agreement or disagreement.

<i>Agreement</i>	<i>Disagreement</i>
I think so	I don't think so
I believe so	I'm afraid not
I agree on this point	I don't agree on this point
That's right	That's wrong

1. All countries have uniform markings.
2. Road surface markings provide official information.
3. There are only non-reflective mechanical markers.
4. Cat's eyes consist of six lenses mounted in durable white paint.
5. Elbert Bott's invented a rumble strip.
6. Bott's dots are used together with reflective markers.
7. Non-reflective markers are also referred to as raised pavement markers.
8. In cold climates reflective markers are installed below ground.
9. A striper is a machine which marks the road surface.
10. Most thermoplastic is produced in red and white colours.
11. Paint is used to mark traffic lanes, spaces in parking lots or special spaces for disabled parking.
12. Reflective markers are more visible at night than standard road marking lines.

VI. Describe the main types of road surface markings.

VII. Make up a presentation about road markings in: USA, Great Britain, Russia, Australia, Germany

TESTS

Test (Part I)

I. Give Russian equivalents for the following English word combinations.

To deal with, to satisfy the requirements, to handle large consignments, to deliver goods to the final destination, to be capable of carrying containers, an international road carrier.

II. Make up your own sentences with the word combinations given below

III. Match the verbs and noun phrases and translate these expressions into Russian

to require	large consignment
to operate	bulky cargo
to deal with	warehouse
to store	goods
to carry out	carriage of goods
to include	large orders
to handle	groupage cargo
to increase	temperature conditions
to be capable of	a fleet of vehicles

IV. Complete the sentences choosing the right word from the box

a) unfortunately, b) trucks, c) customers, d) supply, e) to store, f) destination, g) rout, h) to increase, i) a deal with

1. We did __ Volvo last year.
2. Reno always __ spare parts to thier __ as soon as they require them.
3. Our company has enough __ in stock at the moment and can dispatch them immediately.
4. International carriage of goods is __ from year to year.
5. __ we don't make customs clearance.
6. We can carry both groupage cargoes and lрге consignments to the final __.
7. We used containers on that __.
8. Avto-trade __ the whole consignment in their warehouse.

V. Complete the sentences choosing the right tense

1. They (sell) semitrailers. Last month they (sell) 300 units.
2. If you (place) an order on our webseit, we (deliver) the goods by the end of this week.
3. Technical guidance of the truck depot (head) by the chief engineer.
4. Our truck options always (meet) the requirements of the consumers
5. Our company (buy) tail lift trucks this month.
6. What (ensure) safety of the goods during transportation?
7. When the driver (arrive) to the point of origin the goods (pack).
8. If you (handle) 4 trucks a week, we (sign) a contract.

VI. Translate the sentences into English

1. Вольво обещали поставить полуприцепы к концу месяца
2. Данный тягач обладает большой мощностью и отвечает европейским экологическим стандартам.
3. Наш склад не очень большой; вчера мы загрузили 15 машин.
4. Эта фирма использует свои пассажирские автобусы на новых маршрутах.
5. Перевозка грузов автомобильным транспортом осуществляется по заранее разработанным маршрутам.
6. Существует пять основных типов упаковки.

VII. Put in the preposition where necessary

1. Motor truck depots are responsible ___ servicing passenger routes, charging / discharging operations, forwarding and warehousing services, and intermodal transshipment.
2. What is the price ___ your dump-body truck?
3. What would be the best option ___ transport of textiles?
4. I hope hearing ___ you soon.
5. I am calling ___ truck options described ___ your website.
6. The most common type ___ refrigerated trucks is the semi-trailer or the 18 wheeler truck.
7. Different types ___ trucks are used to transport goods ___ one place ___ another.

Test (Part II)

I. Give Russian equivalents for the following English word combinations.

cross traffic, junction, one-way traffic, accident, cat's eyes, at normal speed, road surface marking, wasted gas .

II. Make up your own sentences with the word combinations given below.

III. Match the words from column A with the nouns from column B. Make up your own sentences with phrases and translate these expressions into Russian.

1. directionless	a) jam
2. traffic	b) volume
3. road	c) areas
4. electronic	d) driver
5. traffic	e) junction
6. stop	f) display
7. urban	g) bar

IV. Complete the sentences choosing the right word from the box.

a) road signs, b) intersection, c) traffic volume, d) retroreflective, e) sheet aluminium, f) visibility, g) distance, h) stone and wood, i) mandatory sign, j) prohibitory signs.

1. _____ were used as materials for first road signs.
2. If the _____ on the road is bad you should be very careful while driving.
3. Road signs may be done of _____.
4. _____ are necessary to regulate traffic flows.
5. In Russia the _____ between cities is usually given in kilometres.
6. To avoid car accidents it is better to place a traffic-light at the road _____.
7. _____ tells us how to behave on the road.
8. _____ say what is not allowed to do on the road.
9. Nowadays cars become more available and _____ increases.
10. Road signs must be _____ for them to be well seen at night.

V. Translate the sentences into English.

1. Благодаря многоуровневым развязкам риск столкновения снижается.
2. Транспортное средство может легко выполнить перестроение на другую полосу при круговом движении.
3. Если водитель видит пешехода, переходящего дорогу, он должен сбавить скорость.
4. Развязка типа «клеверный лист» способствует разделению потоков движения.
5. При круговом движении, как правило, строятся надземные переходы и тоннели для автотранспорта.
6. Обычно постоянное движение транспортных средств в одном направлении организуется по полосе движения.
7. Островок безопасности был обозначен горизонтальной дорожной разметкой.

8. На дорожных развязках на разных уровнях транспортные средства могут сохранять самые высокие скорости.

9. Данных условий недостаточно для построения путепровода, так как это чрезвычайно дорого.

10. Дорожная разметка является необходимым условием безопасного движения и помогает избежать нарушения правил дорожного движения.

VI. Match the words with their definitions.

1. road surface marking	a) tables at the side of or above roads to give instructions or provide information to road users
2. traffic volume	b) the number of cars on the road
3. visibility	c) the amount of space between two cars
4. measurement	d) how clearly objects can be seen, or how far you can see clearly, usually because of the weather conditions
5. road sign	e) an outdoors occupation
6. road traffic control	f) to give someone something that they need
7. distance	g) a set of units of measurement which can be used to specify anything
8. to provide	h) a kind of device or material used on a road surface

VII. Put in the preposition where necessary

1. Road traffic safety refers ___ the methods and measures used to prevent road users ___ being killed or seriously injured.
2. Transport ___ roads can be roughly grouped into two categories: transportation ___ goods and transportation ___ people.
3. A road junction is the point ___ which one road meets another.
4. New generations of traffic signs based on electronic displays can also change their text
5. Road surface markings provide guidance and information to drivers and pedestrians
6. The disadvantages ___ a one-way traffic system are that it increases the distance travelled ___ some vehicles, that it makes it more difficult ___ strangers to find their way about.
7. Distances ___ traffic signs generally follow the measurement system in use by the country.
8. A combination ___ roundabout and flyover bridge can be of great value.
9. A road junction is the point ___ which one road meets another.
10. Traffic ___ junctions can be guided ___ constructing suitably-shaped islands.

APPENDIXES

APPENDIX I TELEPHONE CONVERSATIONS

When asking questions on the phone in a business context it's important to be polite and not too direct. **Could** and **would** are more polite than **can**.

- *Could I speak to Mr. Steel, please?*
- *Would you ask him to call me when he's back?*
- *Could you give me your email address, please?*

If you have to make a difficult phone call, spend a few minutes preparing first. Make notes of English phrases you can use during the call. Sometimes receiving an unexpected call can be very stressful. To give yourself some time to prepare for the call, you might want to tell a «white lie» (*I'm sorry, I'm actually in a meeting right now. Can I call you back in ten minutes?*) and call back when you feel more confident.

Read these useful telephoning phrases. Which one can you use (more than one is possible):

a) to say what you want

b) to say that someone is not at the number you called

c) to say that somebody can't talk now

d) to leave or to take a message

e) to confirm the information

f) to end the conversation

- 1) It was nice talking to you, Mr Smith
- 2) I'm sorry but doesn't work here anymore
- 3) All right. So that's 6-5-7. Is that right?
- 4) I'm afraid she is on maternity leave.
- 5) Thank you for calling, Mr Smith.
- 6) Sorry, he is in a meeting. I'll ask him to call you back.
- 7) I look forward to hearing from you soon.
- 8) Could you tell him that Susan rang?
- 9) Could I leave a message, please?
- 10) I'd like to speak to someone about the loading , please.

- 11) I'm afraid he is out of town. You can reach him on his mobile.
- 12) I'm sorry we don't have anybody here by that name.
- 13) I'm afraid his line is engaged. Can you hold on or would you like to call back later?
- 14) He is not at this number any longer. His new number is 833550.

Remember the phrasal verbs

to hold on = to hang on = to wait — to keep a telephone line open

hang up = to ring off — to end a telephone call by replacing the receiver

to put somebody through to — to connect your call to another telephone

to get through to — to try to get somebody on the phone

to pick up the phone or to pick the phone up — to answer a telephone call

Read the dialogues and make up your own.

- ABC Logistics office. Good morning.
- Hello! I'd like to speak to Mr. Robertson.
- Just a moment. Hold on the line, please. I'll put you through
- ...
- Robertson speaking.
- Hello! This is Terry Smith from Beta Ltd. I am calling about your freight offer for mortar sand dated 10 March.
- Yes, what about it?
- Would you please quote us your most favourable freight rates for the transport of 100 tonnes of mortar sand from Rotterdam to Riga?
- Certainly. Could you give me your email address, please? Right. You'll have our freight rates by 11.30.
- Thank you. Good-bye.
- Good-bye.

B

- Good morning. Could I speak to Mr. Steel, please?
- I'm afraid he's not here at the moment. Can I take a message?
- Yes, please. Would you ask him to call me when he's back? My phone number is +3717222333. - Certainly.
- Thank you. Good-bye.
- Good-bye

Complete the sentences with a preposition (about, at, by, in, on, through)

- *Sorry, we have nobody here...that name*
- *You can reach himhis mobile*
- *I will call you ...minutes*
- *Could you hold ... a little longer*
- *I'm calling ... the order placed last week*
- *Please call me ... my mobile phone*
- *Sorry, he is ... a meeting*
- *Could you stay ... the line, please*
- *Could you call him ... this number.*

APPENDIX II COMMUNICATION WITH CUSTOMERS

When asking for information we always use polite language. We often start with a more general request for information before we ask more specific questions. Indirect questions such as *Could you tell me how long it would take?* are more polite.

Ex. I'd like to ask/ enquire about.../ I need some information regarding

Customers may need advice on transport options, freight and insurance rates, shipping and packing details, the route, details regarding weight, dimensions, and measurements.

Ex. For this consignment I would recommend/ suggest using

Ex. That depends on your specific requirements.

Sometimes you need to provide the customer with several alternatives before a decision can be made.

Ex. Another option would be to

Ex. Of course it would be possible to

MESSAGES

How to structure a message

It is important to structure your message clearly when you speak on an answering machine.

- Say who are you and who you are leaving the message for.
Ex. Hello, this is ...calling for ...
- Explain message step by step.
Ex. I'm calling about .../ I just wanted to confirm/ check...
- Say what action you would like the other person to take.
Ex. Could you call me back ...?
- Make sure the other person knows how to contact you.
Ex. Here's my number .../ You can reach me on ...

Don't forget to keep your message as short as possible and to talk slowly and clearly.

TAKING ACTIONS AND APOLOGIZING

When responding to the customer, it is good idea to acknowledge that you are aware of the problem. Note that we tend to use a more formal style in written communication.

- *We are replying to your e-mail of April 24 informing us that...(formal)*
- *Thank you for informing us about an error in our April statement.(formal)*
- *Thank you for pointing out the mistake.*

We say what we want to do to solve the problem. We often use phrasal verbs when talking about taking action:

- *We are looking into this matter and will contact you again later today.*
- *I'll get in touch with the forwarding agent at once.*
- *I'll get on to that now.*
- *I'll see to this immediately.*

We usually apologize for the problem or mistake:

- *We very much regret this misunderstanding.*
- *I'm very sorry for that.*
- *We would like to apologize for*

APPENDIX III
BUSINESS CORRESPONDENCE

1. Business Letter Layout

Contact Information Your Name Your Address Your City, State, Zip Code
Your Phone Number Your Email Address (space) Date (space) Contact Information Name Title Company Address City, State, Zip Code (space) Salutation (space) Body of Business Letter (space between paragraphs) Closing (space) Signature

Letter of Enquiry

Dear Sirs,
With reference to your advertisement in this month's edition of ComputerWorld, would you please send us a catalogue of your hardware. Would you also indicate how much time should be allowed for delivery and include details of your export prices and quantity

discounts.

We look forward to receiving your reply.

Yours faithfully

A. Smith

Solicited Offer

Attn. Mr. A. Smith

Dear Mr. Brown,

Many thanks for your enquiry of _____ regarding our new hardware.

In reply to your enquiry we have pleasure in enclosing the catalogue requested and details of our export models.

Sincerely yours

M. Smith

Placing an Order: Covering Letter (sent with the Order Form)

Dear Mr. Smith,

Please find enclosed our order No 5577L. We have decided to accept the 10% trade discount you offered and your terms of payment. We would appreciate delivery within the next five weeks, and look forward to your acknowledgement.

Sincerely yours

L. Brown

Confirmation of Order

Dear Mr. Brown,

Thank you for your letter of _____

We hereby confirm your Purchase order No 5577L for 150 Intel Pentium processors, total price € 57500, FOB U.K., payment to be made by confirmed L/C.

Sincerely yours

W. Black

Complaint

Dear Sirs

Our Purchase Order No 5577L

We have received the documents and taken delivery of above order which arrived in Riga on the m.v. Rosemary. We regret to advise you that on checking the goods we found out that the spare parts in crate No 5 were in an unsatisfactory condition.

You will appreciate that we are unable to install the defective parts in our equipment. This, in turn, has caused delays in delivery for our customers. We therefore need 500 replacements in perfect condition immediately. If there is any further repetition of this we will be forced to look for an alternative supplier.

Yours faithfully

G. Smith

Advice of Dispatch

Dear Sirs,

We are pleased to inform you that your order has been shipped on board m.v. "Astra" per above mentioned purchase order, and should reach you within next two weeks. Meanwhile our bank has forwarded the relevant documents and sight draft for € 57500 to the CityBank Birmingham.

We are sure that you will be pleased with the consignment and look forward to hearing from you.

Yours faithfully

M. Black

Enquiry about Freight Rates

Dear Sirs,

Please quote us your most favourable freight rates for the transport of 20 tonnes of fertilizers, net weight 0.5 tonne per unit, for shipment from St. Petersburg to Rotterdam.

Yours faithfully

T. Barlow

Freight Offer

Dear Mr. Green

Your Freight Enquiry of

Thank you for your enquiry regarding the transport of 20 tonnes of fertilizers. Our offer is as follows: m.v. "Summer Wind" at € 70 per metric tonne or 10 cubic metres, with 5 lay days. We look forward to hearing from you.

Sincerely yours

R. W. Red

CONTRACT

For transportation of your cargo you need to make up the contract with any logistics company . Study the following contract as an example.

ДОГОВОР ОКАЗАНИЯ ТРАНСПОРТНЫХ УСЛУГ №	CONTRACT FOR TRANSPORT SERVICES No.
Общество с ограниченной ответственностью « _____ » в лице _____, действующего на основании Устава, именуемое в дальнейшем «Исполнитель», с одной стороны и именуемый в дальнейшем «Клиент», в лице....., действующего на основании..... с другой стороны, в дальнейшем совместно именуемые «Стороны», заключили настоящий Договор о нижеследующем	Limited Liability Company « _____ », in the person of _____, acting under the Charter, hereinafter referred to as the Contractor on the one side and hereinafter referred to as the Client, in the person of acting on basis of the..... on the other side, hereinafter conjointly referred as the Parties made this Contract on the following:

ПРЕДМЕТ ДОГОВОРА	1. Subject of the Contract
<p>1.1. Исполнитель обязуется оказывать по заявкам Клиента комплекс услуг, а Клиент принять и оплатить их. Перечень услуг приведен в ст. 2 Договора.</p>	<p>1.1. The Contractor shall undertake to provide a package of services upon the Client's requests; the Client will undertake to accept it and to pay for it. List of services rendered under the Contract is given in Section 2 of the present Contract</p>
2. Права и обязанности Исполнителя	2. Obligations and Responsibility of the Contractor
<p>2.1. Исполнитель может оказывать Клиенту следующие услуги:</p> <p>2.1.1. Перевозка груза в том числе:</p> <p>а) хранение на складе Исполнителя груза Клиента или третьих лиц, связанных с Клиентом;</p> <p>б) погрузка/выгрузка груза Клиента или третьих лиц, связанных с Клиентом;</p> <p>в) транспортировка груза Клиента или третьих лиц, связанных с Клиентом;</p> <p>г) упаковка/распаковка груза Клиента или третьих лиц, связанных с Клиентом;</p> <p>д) доставка груза до места назначения;</p> <p>е) демонтаж/сборка мебели, за исключением сборной мебели (ИКЕА);</p>	<p>2.1. The Contractor is able to provide the following services:</p> <p>2.1.1. Transportation of cargo, including:</p> <p>a) storage of cargo belonging to the Client or to the third parties associated with the Client at the Contractor's warehouse;</p> <p>b) loading/discharging of cargo belonging to the Client or to the third parties associated with the Client;</p> <p>c) transportation of cargo belonging to the Client or to the third parties associated with the Client;</p> <p>d) packing/unpacking of cargo belonging to the Client or to the third parties associated with the Client;</p> <p>e) delivery of the cargo belonging</p>

<p>ж) уборка упаковочного материала после распаковки в день доставки;</p> <p>з) содействие в экспортной и импортной таможенной процедурах;</p> <p>и) содействие в страховании груза</p> <p>2.1.2. В рамках настоящего Договора не подлежат перевозке и не могут быть включены в заявку Клиента следующие предметы:</p> <ul style="list-style-type: none"> - ювелирные изделия; - драгоценные камни, металлы, изделия из них; - брелки, амулеты; - наручные часы; - денежные знаки в виде банкнот, казначейских билетов и монеты; - ценные бумаги, - запрещенные наркотики/медикаменты - бухгалтерская отчетность; - огнестрельное оружие, его части, снаряжение и боеприпасы к нему - человеческие останки - материалы порнографического характера - коллекции произведений искусства 	<p>to destination;</p> <p>f) dismantling/assembling of furniture with the exception of kit furniture (IKEA);</p> <p>g) taking away the packing material after the unpacking on day of delivery;</p> <p>h) assistance with the export and import customs clearance;</p> <p>i) assistance with cargo insurance</p> <p>2.1.2. This Contract does not provide for the transportation of the following items that cannot be included into the Client's order:</p> <ul style="list-style-type: none"> - jewellery; - precious stone and precious metal ware; - trinkets, amulets; - wrist watches; - moneys in the form of bank or treasury notes or coins; - securities, - illegal narcotics/ drugs; - financial reports; - firearms; - human remains; - work of art collections; - pornography;
<p>3. Обязанности Клиента</p>	<p>3. Obligations of the Client</p>
<p>3.1. В обязанности Клиента входит:</p> <p>3.1.1. Выдача Исполнителю дове-</p>	<p>3.1. The obligations of the Client are:</p>

ренности, если она необходима для выполнения им обязанностей по настоящему Договору;

3.1.2. Предоставление других необходимых документов, запрашиваемых Исполнителем для выполнения услуг по данному Договору в течение 5 календарных дней;

3.1.3. Своевременное предоставление Исполнителю документов и другой информации о свойствах груза, об условиях его перевозки, иной полной информации, необходимой для выполнения Исполнителем обязанностей, предусмотренных настоящим Договором;

3.1.4. Представление Исполнителю должным образом оформленных заявок на выполнение услуг. Заявку на выполнение услуг Клиент обязуется предоставить Исполнителю не позднее 4 рабочих дней, предшествующих дате оказания услуг, или в течение иного времени, оговоренного сторонами.

В заявке должны содержаться:

- для транспортных услуг: перечень грузов, подлежащих перевозке и хранению, количество, особые свойства, место назначения, получатель груза, срок его хранения и доставки и другие необходимые условия,

3.1.1. To provide the Contractor with a letter of attorney, if it is necessary, for carrying out the services under the present Contract;

3.1.2. To provide the other necessary documents requested by the Contractor for carrying out the services under the present Contract within 5 calendar days;

3.1.3. To timely submit to the Contractor the documents and other information about the cargo characteristics, conditions of its transportation or other comprehensive information necessary for the Contractor for carrying out the obligations stipulated by the present Contract;

3.1.4. To provide the Contractor with duly made out requests for services. The Client should provide the request for services no later than 4 working days prior to provision of services or within a time specified by the both parties.

Request should carry:

- for transportation services: list of cargos subject to transportation and storage, amount, special characteristics, destination, cargo recipient, storage period, delivery date and other necessary conditions;

- для других услуг – детальное описание требований;

3.1.5. Своевременное предоставление груза Исполнителю для перевозки;

3.1.6. Оплата услуг Исполнителя в порядке, сроки и на условиях, предусмотренных настоящим Договором.

3.2.1. Вся ответственность за Предметы, Документы и/или Материалы, складированные в соответствии с условиями данного Договора, лежит на Клиенте, который согласен застраховать их на полную стоимость на случай любой потери или повреждения, включая последующие убытки Клиента, связанные с любыми такими потерями или повреждениями.

3.2.2. Клиент гарантирует, что все Предметы, Документы и/или Материалы не содержат никаких незаконных, аморальных, непристойных или оскорбительных материалов.

3.2.3. Клиент гарантирует, что все Предметы, Документы и/или Материалы не содержат никаких опасных, токсичных, взрывчатых, легковоспламеняющихся, ядовитых, загрязненных или загрязняющих, или радиоактивных веществ и материалов.

- for all other services – the detailed description of the demands;

3.1.5. To timely submit the cargo to the Contractor for its further transportation;

3.1.6. To pay for the services provided by the Contractor in terms and under conditions stipulated by the present Contract.

3.2.1. Full responsibility for the items of all Articles, Documents and/or Materials stored pursuant to this Agreement are based on the Client who agrees to insure them to the full value against loss or damage howsoever arising including consequential loss to the Client following any such loss or damage.

3.2.2. Client warrants that all Articles, Documents and/or Materials do not contain any illegal, immoral, obscene, or offensive material

3.2.3. Client warrants that all Articles, Documents and/or Materials do not contain any hazardous, toxic, dangerous, explosive, inflammable, poisonous, contaminating or contaminated, or radioactive material.

3.2.4. Client warrants that all Articles, Documents and/or

3.2.4. Клиент гарантирует, что все Предметы, Документы и/или Материалы не содержат наркотических веществ или наркотиков.

3.2.5. Если обнаружится, что Клиент нарушил любое из вышеупомянутых условий, то он будет обязан возместить Исполнителю любые его убытки, которые повлекло за собой это нарушение, или любые претензии, предъявленные Исполнителю любой другой стороной в результате такого нарушения со стороны Клиента с учетом ограничений, установленных в п. 8.5 Договора.

3.2.6. Клиент обязан регулярно указывать в Реестре лиц, обладающих доверенностью на право подписи, имена сотрудника /сотрудников, которые будут уполномочены получать обратно со склада Предметы, Документы и/или Материалы на условиях настоящего Договора. Исполнитель получает право действовать в соответствии с письменными инструкциями такого уполномоченного лица. Клиент настоящим гарантирует Исполнителю, что Исполнитель не будет нести ответственности за выдачу любых Предметов, Документов и/или Материалов этому уполномоченному лицу или

Materials do not contain any drugs, or narcotics.

3.2.5..Should the Client be found to in breach any of the above clauses then the Client will be liable to The Contractor for any damages incurred by the Contractor as a result of such breach, or any claims made against The Contractor by any other party as a direct result of such breach taking into account the limitations imposed by Clause 8.5 of the Contract.

3.2.6. The Client shall be obliged from time to time to nominate in writing on the Authorized Signatory Form supplied to the Client by the Contractor, the names of the person or persons who shall be its duly authorized representatives for the retrieval of Articles, Documents and/or Materials in terms hereof. The Contractor shall be entitled to act upon the written instructions of any such person and the Client hereby indemnifies and holds The Contractor harmless against any action or liability arising out of the delivery of any Articles, Documents and/or Materials to any such authorized officer or his duly appointed delegate or messenger or

<p>его представителю или посылно-му, назначенному должным образом, а также за уничтожение любых документов и/или материалов, в соответствии с письменными инструкциями, полученными от уполномоченного сотрудника или его должным образом уполномоченного представителя.</p>	<p>for the destruction of any documents and/or materials in terms of written instructions from the authorized officer or his duly authorized delegate.</p>
<p>4. Условия и порядок расчетов</p>	<p>4. Conditions and Order of Payments³.</p>
<p>4.1. Стоимость услуг по Договору определяется в Предложении на оказание услуг, согласованном с Клиентом, согласно Приложениям, которые являются неотъемлемой частью Договора.</p> <p>Сумма, подлежащая оплате за оказанные услуги по настоящему Договору, не увеличивается на сумму НДС.</p> <p>4.2. Клиент осуществляет плату за услуги _____.</p> <p>4.3. Для отдельных видов услуг, если это оговорено в Предложении на оказание услуг, окончательная стоимость услуг формируется после их выполнения, исходя из фактического объема. По завершению работ Исполнитель предоставляет Клиенту Акт сдачи-приемки работ. Клиент обязуется в течение 3-5 рабочих дней со дня получения рас-</p>	<p>4.1. The cost of the services under the present Contract is determined in the quotation coordinated with the Client according to the Appendixes, which are an integral part of the Contract.</p> <p>The value indicated in the quotation does not include VAT.</p> <p>4.2. The Client pays for services _____.</p> <p>4.3. For certain types of services, if it specified in the proposal for services the final cost of the services is formed after their accomplishment according to their actual volume. After finishing the works the Contractor delivers to the Client the Act of Acceptance-delivery of the works. The Client undertakes to examine the delivered Act within 3-5 working days starting on the date of</p>

<p>смотреть, и при отсутствии возражений подписать и передать Исполнителю подписанный Акт, или письменный мотивированный отказ от приемки выполненных работ.</p> <p>При отсутствии подписанного Акта сдачи-приемки работ или мотивированного отказа Клиента в течение 3 рабочих дней, Договор считается выполненным и работы считаются принятыми.</p> <p>4.4. Оплата услуг по настоящему Договору производится Клиентом на основании оригиналов счетов, и оригиналов счетов-фактур. Счета выставляются Исполнителем с учетом НДС, если только Клиент не предоставит документы, подтверждающие его право на освобождение от уплаты НДС.</p> <p>Счет выставляется в рублях, оплата производится в рублях . Датой оплаты считать дату списания денежных средств с расчетного счета Клиента.</p>	<p>acceptance and if there are no objections to sign it and pass the signed Act to the Contractor or to pass the reasonable refusal from accepting the fulfilled works.</p> <p>In case of absence of the signed act of acceptance-delivery of the works or the Client's reasonable written refusal within three days, the Contract is considered implemented and the works are considered accepted.</p> <p>4.4. The payment for the services after the present Contract is made by the Client on the basis of the originals of invoices, invoice-facturas. If the Client doesn't provide the documents confirming his right to relief from performing a taxpayer's duties relating to payment of VAT the contractor made out the invoices including VAT.</p> <p>Invoices are made out in Russian roubles. The date of payment is considered the date of the transfer of the funds from the settlement account of the Client.</p>
<p>5. Условия Оказания Услуг</p>	<p>5. Terms and Conditions</p>
<p>5.1. Исполнитель начинает оказание услуг Клиенту сразу после согласования Сторонами соответствующей заявки и добросовестно</p>	<p>5.1. The Contractor shall commence providing Services as soon as the both Parties are immediately following the</p>

<p>исполняет свои обязательства до момента полного их прекращения в соответствии с условиями настоящего Договора.</p> <p>5.2. Исполнитель выполняет обязательства, возложенные на него в соответствии с настоящим Договором, с должной добросовестностью, безопасным и надлежащим образом в соответствии со всеми положениями настоящего Договора. Исполнитель гарантирует, что он располагает опытом, возможностью и всеми необходимыми регистрациями, лицензиями и разрешениями на предоставление услуг, предусмотренными законодательством Российской Федерации.</p> <p>5.3. Услуги оказываются Исполнителем в соответствии со стандартами и нормами, предусмотренными Исполнителем, под руководством и надзором Исполнителя. Исполнитель не имеет полномочий делать заявления, сообщения или брать на себя обязательства любого рода или предпринимать любые иные действия, налагающие обязательства на Клиента.</p>	<p>agreement by the relevant application and shall render services with diligence until fully completed in accordance with the conditions of the present Contract.</p> <p>5.2. The Contractor shall perform their obligations under this Contract with due diligence, in a safe and workmanlike manner and in accordance with all provisions of this Contract. Executor warrants that they have the experience, capability and all necessary registrations, licenses and permissions to perform the services as required by the Russian legislation</p> <p>5.3. Services shall be performed by the Contractor in accordance with standards and requirements stipulated by the Contractor, under the control and supervision of the Contractor. The Contractor shall have no authority to make statements, representations or commitments of any kind or perform any other actions binding on the Client.</p>
<p>6. Дополнительные Исполнители</p>	<p>6. Sub-Executors</p>
<p>6.1. Исполнитель вправе привлечь к исполнению всех или части обязательств Исполнителя по настоя-</p>	<p>6.1. Executor shall be entitled to engage third parties for performance of part or all of their</p>

<p>щему Договору третьих лиц («Дополнительные Исполнители»).</p> <p>Исполнитель несет ответственность перед Клиентом за действия или бездействия Дополнительных Исполнителей как за свои собственные</p>	<p>obligations under this Agreement (“Sub-Executors”).</p> <p>The Contractor is liable to the Client for acts or inactions of the additional Contractors as if they were his own.</p>
<p>7. Конфиденциальность</p>	<p>7. Confidentiality</p>
<p>7.1. Вся информация и данные, предоставляемые Клиентом Исполнителю, должны храниться в секретности и не подлежат раскрытию каким-либо третьим лицам. Исполнитель соглашается использовать такую информацию или данные лишь в целях предоставления Услуг. Исполнитель также соглашается не раскрывать Клиенту какую-либо конфиденциальную информацию, принадлежащую Исполнителю или третьей стороне. Кроме того, Исполнитель не должен способствовать и/или разрешать публикацию любой рекламы и/или сведений в отношении Клиента без прямо выраженного письменного разрешения Клиента.</p> <p>7.2. В случае нарушения Исполнителем обязательств, предусмотренных п. 7.1. Договора, ограничения ответственности Исполнителя не применяются.</p>	<p>7.1. Any information or data made available to the Contractor by the Client shall be held in confidence and not disclosed to any third parties. The Contractor shall agree not to use such information or data except for the purposes of performing the services. The Contractor shall further agree not to disclose to the Client any confidential information of the Contractor or any third party. Additionally, the Contractor shall not cause and/or permit the release of any advertising and/or publicity referring to the Client without the Client’s prior express written approval.</p> <p>7.2. In case of violation by the Contractor its obligations, p. 7.1. of the Contract, restrictions for responsibilities of the Contractor don’t apply.</p>

8. Ответственность сторон	8. Responsibilities of the Parties
<p>8.1. В случае нарушения положений 2.1.1. настоящего Договора в результате виновных действий и/или бездействия Исполнителя и/или надлежащим образом уполномоченных агентов, работников или представителей Исполнителя Исполнитель возмещает Клиенту ущерб в соответствии с законодательством Российской Федерации. Исполнитель оставляет за собой право выбора: восстановить или заменить поврежденное имущество. При восстановлении поврежденного имущества согласно общепринятым стандартам Исполнитель не несет ответственность за снижение стоимости имущества.</p> <p>8.2. Исполнитель не несет ответственность за причинение ущерба имуществу Клиента, если это явилось результатом:</p> <ul style="list-style-type: none"> - нарушение Заказчиком требований п. 2.1.2. настоящего Договора; - неправильной упаковки/распаковки Имущества Заказчиком, в случае если Заказчик самостоятельно или его представитель упаковал Имущество, несмотря на положение п. 2.1.1. Договора, что зафиксировано в Заявке при приемке Имущества к перевозке; - ущерб или убытки причиненные 	<p>8.1. Shall the provisions 2.1.1. of this Contract be breached due to guilty actions and/or inactions of the Contractor and/or their duly authorized agents, employees or representatives, the Contractor shall indemnify to the Client the damage in accordance with the Russian legislation.</p> <p>The Contractor may choose to repair or replace any of the damaged property. If the property is repaired to a reasonably satisfactory standard no liability will be accepted for depreciation in value.</p> <p>8.2. The Contractor shall not be liable for loss or damages to the Client's property resulting from:</p> <ul style="list-style-type: none"> - Client's incompliance with the requirements set forth in Clause 2.1.2 hereof; - Faulty packaging of the property in case the packaging/unpacking of the Property is provided by the Client or his representative in defiance of the provisions set forth in Clause 2.2.1 hereof which fact should be documented in the Order when the Property is accepted for transportation; - Loss or damages caused by vermin, moth or other infestations;

насекомыми, молью и другими паразитами.

- ущерб или убытки вызванные скрытыми свойствами предмета или обусловленные внутренними пороками.

- наступления обстоятельств непреодолимой силы в соответствии со ст. 10 настоящего Договора.

8.3. В случае нарушения положений настоящего Договора, за исключением положений, указанных в п. 8.1. Договора, в результате виновных действий и/или бездействия Исполнителя и/или надлежащим образом уполномоченных агентов, работников или представителей Исполнителя Исполнитель возмещает Клиенту ущерб в соответствии с законодательством Российской Федерации.

8.4 За несвоевременную оплату по счетам Клиент несет ответственность в виде пени за каждый день просрочки платежа в размере 0,1 %, в случае выставления Исполнителем соответствующего письменного требования.

8.5. В случае нарушения положений настоящего Договора, в результате виновных действий и/или бездействия Исполнителя и/или надлежащим образом уполномо-

- Loss or damages caused if goods have any inherent defects or suffer from any inherent vice.

- Force Majeur events as set forth in Article 10 hereof.

8.3. Shall the provisions of this Contract, be breached, except items referred to in Clause 8.1., due to guilty actions and/or inactions of the Contractor and/or their duly authorized agents, employees or representatives, the Contractor shall indemnify to the Client the damage in accordance with the Russian legislation.

8.4. The Client will undertake to pay the fine for the untimely payment of the invoices in case of corresponding written claim made out by the Contractor. The amount of the fine is 0,1% for each day of delay.

8.5. Shall the provisions of this Contract, be breached due to guilty actions and/or inactions of the Client and/or their duly authorized agents, employees or representatives, the Client shall indemnify to the Contractor the real damage.

The total amount of such indemnification, however, may not exceed the value of the service

<p>ченных агентов, работников или представителей Клиента Клиент возмещает Исполнителю реальный ущерб.</p> <p>Сумма возмещения такого ущерба, однако, не может превышать сумму счета, подлежавшего уплате Клиентом в соответствии со Статьей 4.3. настоящего Договора. Любые иные виды убытков или ущерба (включая помимо прочего, упущенную выгоду, процентный доход и долевою перспективу), вне зависимости от того, является ли подобный ущерб и убытки особыми или косвенными, даже в том случае, если Клиент был поставлен в известность о риске возникновения подобного ущерба или убытков, Клиент не возмещает.</p>	<p>payable by the Client under the Clause 4.3. of the Contract. All other types of loss or damage (including but not limited to lost profits income, interest, future business), whether such loss or damage was brought to the Client's attention, the Client doesn't compensate.</p>
<p>9. Разрешение споров</p>	<p>9. Dispute settlement</p>
<p>9.1. Претензионный порядок урегулирования споров для Сторон настоящего Договора обязателен.</p> <p>9.2. Сторона, получившая письменную претензию, обязана рассмотреть ее и направить ответ в течение 5 (пяти) календарных дней от даты ее получения.</p> <p>9.3. Претензия направляется заказным письмом с уведомлением о вручении адресату или курьерской почтой.</p>	<p>9.1. The claim order of dispute settlement for the Parties under this Contract shall be obligatory.</p> <p>9.2. Shall any of the Parties receive a written claim, they shall be obliged to consider it and forward the response within 5 (five) calendar days starting on the date of reception.</p> <p>9.3. The claim shall be sent via certified letter with notification of delivery or via courier post service.</p>

<p>9.4. Все споры, возникающие при заключении, исполнении и прекращении действия настоящего Договора, разрешаются путем проведения переговоров. При недостижении компромисса возникшие споры разрешаются в Арбитражном суде города Москвы.</p>	<p>9.4. All the disputes which may arise about signing, fulfilling and terminating the present Contract, shall be solved through negotiations. In case the compromise is not achieved, the arisen disputes shall be solved in the Arbitrage of Moscow city.</p>
<p style="text-align: center;">10. Форс-Мажор.</p>	<p style="text-align: center;">10. Force Majeur</p>
<p>10.1. К обстоятельствам форс-мажора относим следующие:</p> <ul style="list-style-type: none"> - война или военные действия; - стихийные и иные бедствия (эпидемия, эпизоотии и т.п.), происходящие в районах, официально признанных таковыми соответствующими государственными органами исполнительной власти, и территориально затрагивающих взаимоотношения Сторон по настоящему Договору; - забастовки; - действия Правительства РФ или органов исполнительной власти субъектов РФ, запрещающие или существенно ограничивающие деятельность, включающую в себя предмет настоящего Договора; - иные случаи, предусмотренные действующим законодательством РФ. <p>10.2. При наступлении обстоятель-</p>	<p>10.1. The conditions which may comprise force majeure shall include:</p> <ul style="list-style-type: none"> - war or war actions; - acts of God or other disasters (epidemic, epizootic and others) which may happen in the regions, the status of which is officially acknowledged by the corresponding state bodies of executive power and which geographically affect the relationship between the Parties under the present Contract; - strikes; - actions of the Government of the Russian Federation or the bodies of executive power of the subjects of the Russian Federation, which forbid or essentially bind activity which includes the subject of the present Contract; - other cases stipulated by the

ств форс-мажора, находящиеся вне разумного предвидения и контроля Сторон, Стороны освобождаются от ответственности по обязательствам, связанным с полным или частичным неисполнением условий настоящего Договора на время действия таких обстоятельств.

10.3. Если любое из таких обстоятельств непосредственно повлияло на неисполнение обязательств по настоящему Договору в срок, указанный в Договоре, то этот срок соразмерно отодвигается на время действия соответствующего обстоятельства.

10.4. Сторона, для которой стало невозможным исполнение обязательства, обязана не позднее 10 (десяти) календарных дней с момента наступления указанных выше обстоятельств в письменной форме уведомить другую Сторону о наступлении, предполагаемом сроке действия и прекращении этих обстоятельств.

10.5. Стороны не освобождаются от исполнения своих обязательств и от ответственности за неисполнение или ненадлежащее исполнение своих обязательств по настоящему Договору, срок исполнения которых наступил до возникновения перечисленных выше обстоятельств.

active legislation of the Russian Federation.

10.2. In case of force major circumstances, which are beyond the rational prevision and control of the Parties, the Parties shall be free of responsibility under the obligations connected with complete or incomplete non-fulfilment of the provisions of the present Contract while such the circumstances are in effect.

10.3. Shall any of these circumstances influence non-fulfilment of the obligations under the present Contract within the term mentioned in the Contract, this term shall be moved forward accordingly to the period of action of the corresponding circumstances.

10.4. The Party for whom it may become impossible to fulfil the obligations, shall undertake to inform the other Party in written form in term of not less that 10 (ten) calendar days since the day of beginning of the mentioned circumstances, about the beginning, anticipated period of action, and termination of these circumstances.

10.5. The Parties shall not become free of fulfilling their obligations

<p>10.6. Наступление форс-мажорных обстоятельств должно быть подтверждено уполномоченными государственными органами власти и управления.</p>	<p>and of responsibility for non-fulfilment or improper fulfilment of their obligations under the present Contract, should their fulfilment term begin before arising of the mentioned circumstances.</p> <p>10.6. Arising of force major circumstances should be confirmed by the authorized state bodies of power and administration.</p>
<p>11. Действие Договора, изменение и расторжение Договора</p>	<p>11. Validity of the Contract, Alteration and Cancellation of the Contract</p>
<p>11.1. Настоящий Договор вступает в силу немедленно после подписания его Сторонами и действует в течение года. Если по истечении срока действия Договора ни одна из сторон не заявит об отказе от продления его действия, Договор считается продленным на 1 (один) год.</p> <p>11.2. Изменения и дополнения настоящего Договора будут иметь силу, если они оформлены в письменной форме и подписаны сторонами.</p> <p>11.3. Настоящий Договор может быть расторгнут по взаимному согласию Сторон.</p> <p>11.4. Стороны имеют право в одно-</p>	<p>11.1. The Contract comes into force upon signing its signing by both Parties and is valid within one year. If after the expiration of the Contract both Parties raise no objection, the Contract is deemed renewed for 1 (one) year.</p> <p>11.2. All the alterations and modifications of the present Contract shall be in force only in case if they are made out in written form and signed by the Parties</p> <p>11.3. The present Contract can be terminated upon Parties mutual agreement</p> <p>11.4. The Parties shall have the right to unilaterally break the Contract, having informed the</p>

<p>стороннем порядке расторгнуть Договор, письменно известив Клиента не менее чем за 1 календарный месяц до расторжения.</p> <p>11.5. По инициативе любой из Сторон вследствие наступления обстоятельств непреодолимой силы.</p>	<p>Client not less than 1 calendar month before the annulment.</p> <p>11.5. At either Party's initiative if force major occurs.</p>
<p>12. Заключительные положения</p>	<p>12. Final terms</p>
<p>12.1. Во всем, что не предусмотрено настоящим Договором, стороны руководствуются действующим законодательством РФ.</p> <p>12.2. Настоящий Договор подписан на русском и английском языках, в двух экземплярах, имеющих одинаковую юридическую силу, по одному для каждой из Сторон. В случае расхождений между русским и английским текстами, текст на русском языке имеет преимущественную силу.</p>	<p>12.1. Any case that is not given in the present Contract shall be dealt with in accordance with the active legislation of the Russian Federation.</p> <p>12.2. The present Contract has been signed in the Russian and in the English languages, in two copies, which have equal validity, one for each of the Parties. Should there be any discrepancies between the Russian and the English texts, the Russian text will have the primary force.</p>
<p>113. Приложения к Договору:</p>	<p>213. Appendixes to the Contract:</p>
<p>13.1. Все приложения являются неотъемлемой частью настоящего Договора.</p>	<p>13.1. All appendixes to the present Contract shall become its inherent parts.</p>
<p>314. Юридические адреса, реквизиты сторон</p>	<p>Legal addresses and bank details of the Parties</p>

GIVING AND ASKING FOR DIRECTIONS

Street Name and Nearby Landmark

- *It's on Pine Street*
- *It's on the corner of Fourth and Pine*
- *It's next to the shop*
- *It's across from the bank*
- *Take the next right*
- *It's the second left*
- *It's on the other side of the road*
- *Turn left at the traffic lights*

Directions by Car Rout

Take the Pine Street turn-off

Go over (take) the bridge

Go through (take) the tunnel

It's signposted "Manchester"

Follow the signs to...

Take the 'A 21' to Belfast

Go straight on/left/right at the lights/ at the roundabouts/at the junction of ... and...

You will come to/ see...

It's the first turning on the right after the bank

On your left you will see...

Go past the petrol station

General information in English

We are not far from...

It's about a mile/two blocks from

We are opposite/next to/front of /across the road from/round the corner from the supermarket.

OUT – OF – CLASS READING TEXTS

ORGANIZATION OF TRANSPORT SERVICES

Transport is the leading branch of the world economy, carrying passengers and cargo. In a market economy, the role of transport has increased significantly. On the one hand, the efficiency of enterprises began to depend on the transport factor, which in market conditions is directly related to their viability, and on the other hand, the market implies the exchange of goods, which is impossible without transport, and, consequently, the market itself is impossible. Therefore, transport is the most important component of the market infrastructure.

Transport is of no less significant importance in solving social and economic problems. The provision of the territory with a well-developed transport infrastructure is one of the factors of production, serves as an important advantage for the placement of production forces.

With the development of transport, the concept of "transport infrastructure" appeared. The transport service means not only the actual transportation of passengers, material resources and finished products, but also any additional operations that are associated with the preparation of this process and its implementation, and are not part of the transportation process.

TRANSPORT SERVICES MARKET

In addition to the direct implementation of the transportation process, transport services include:

- submission of applications for transportation;
- preparation of loading facilities for loading;
- transportation of materials and finished products;
- registration of transportation and accompanying documents;
- acceptance operations;

- loading and unloading operations (loading, reloading, unloading, intra-warehouse operations);
- other services with material, transport, information and financial flows at the initial, final and transit points.

Transport is a branch of material production, but it has significant differences from other branches of the national economy.

FEATURES OF TRANSPORT AS A BRANCH OF MATERIAL PRODUCTION

Transport is a complex of technical means for the transportation (movement) of goods and passengers.

In modern conditions of a market economy, one of the most important factors of optimal functioning of transport is ensuring the effectiveness of financial and economic management. To do this, it is necessary to know the economic fundamentals of the industry, be able to analyze financial and economic indicators, and use the results of the analysis of financial and economic activities in practical work.

Russia's transport occupies a special place in the global transport system not only because of its advantageous territorial location, but also because of a stable functioning, balanced, dynamically developing and ready for integration transport system.

Transport is a part of the productive forces of society and represents an independent branch of material production. From here it follows that the production of transport has a material character and is expressed in the movement of the material product of other industries.

The transport industry has significant differences from other branches of material production. There are several of them, here are some of them.

1. The labor of employees of transport enterprises is productive, while its results are not embodied in a material form, as in the case of the production of tangible goods. The product of labor in transport is a

transport service. The beneficial effect of the service is the consumer cost of transport products. The cost of transport workers significantly changes the cost of transported goods, therefore, reducing the amount of transport costs in the price of finished products is one of the main tasks of the transport economy.

2. Transport service can be considered as significantly different from other types of products.

3. Raw materials are not used in the production of transport services, and the share of wages in costs is high. The share of material resources on in transport it is -15...20%, in industry - 40...80%; the share of wages in transport – 30...45%, in industry - 10... 15%.

4. The production of transport services strongly depends on the external environment: the actual operating conditions of transport; road situation; climate; geography of the route, etc.

5. Environmental damage from transport is several times higher (especially automobile) than in other branches of material production.

6. The probability of injury in transport is also higher than in other branches of material production.

BASIC CONCEPTS OF THE TRANSPORT SERVICES MARKET

The modern economy of all developed countries has a market character, this is explained by the fact that the market economy has turned out to be the most efficient and flexible to solve the main economic problems. The market is a mechanism of interaction between buyers based on the operation of market laws and principles. Market relations are relations that arise between buyers and sellers in the course of market transactions.

The emergence of the market is a natural historical process, since all the prerequisites were created for this, among them:

- division of labor;
- isolation of producers;

- independent conduct of its activities from others;
- freedom of entrepreneurship.

The market economy does not require setting goals and objectives. The subject of the market, solving its selfish economic tasks, ultimately acts in the interests of the whole society. In their actions, they are guided by the "invisible hand" (A. Smith) of the market, which brings these selfish goals together. The "invisible hand" is the action of objective night laws.

The functioning of the market takes place under the influence of market laws:

1. The market system consists of elements: producers of transport services, customers, suppliers, intermediaries, the state (market regulation), etc.

2. The elements of the market system are interconnected and interdependent, the existing system of connections is in constant dynamic movement. The main groups of connections are: material (supplies of material resources and equipment); financial (operations with monetary resources); commercial (sale of services); informational (transfer of information, exchange of data).

3. The market system has a complex structure – market participants are very diverse.

4. The market system exhibits the basic properties of systems: direct and indirect communication, stability, adaptation, self-organization, hierarchy, diversity, non-stationarity.

In general, the transport services market is a system with a built-in organizational mechanism for managing the transport industry, through which exchange relations are formed between buyers (customers) and sellers (manufacturers and intermediaries in the sale) of transport services. Satisfaction of the needs of the State and society in the services provided is regulated through economic instruments.

The main task of the transport services market is to distribute the limited resources of the industry and the services produced with the greatest economic efficiency.

STRUCTURE OF THE TRANSPORT SERVICES MARKET

The structure of the transport services market is a set of stable links between elements that ensure the integrity of the market under the influence of external and internal factors. Many subsystems interact in the structure of the transport services market: industry, market, organizational, assortment, production and technological, territorial, institutional, social and other structures.

The industry structure of the market reflects the complex of modes of transport interacting in the economy of the region, the country. In the regional industry structure of the market, there are automobile, railway, marine, inland water, aviation, pipeline types of transport. By specialization, they are distinguished – cargo and passenger transport; by type of communication - transport operating in international, inter native, suburban, urban communication; by affiliation – private and public use, commercial and state.

The market structure reflects the market situation - the interaction of market elements - manufacturers of transport services (divided by the scale of production, quality of service, price level, market share, etc.) and customers (individual customers and enterprises).

The organizational structure reflects the level of manageability and the hierarchy of relations between market participants, including state regulation of the transport services market.

The assortment structure of the market reflects the needs and expectations of the clientele. There are basic services - transportation of goods and passengers, and additional services - accompanying and providing transportation.

To study the transport services market, a structural analysis is used, consisting of the following stages:

1. Assessment of the statistical potential of the market - characteristics of the number and structure of customers, demand volumes,

significant demand factors, determination of industry and market structures of the market.

2. The basis of the analysis of the dynamic potential of the market is to determine the number and structure of sellers and manufacturers of transport services with the division of groups of intermediaries, their characteristics, finding out the type of dependence of the established level of relationships on the rate of profit in the market and the number of customers.

3. The general level of economic activity of large transport enterprises can be judged by the degree of concentration of sellers of transport services, which should be determined through the saturation of the market with manufacturers and their capacity, the ability to accumulate all types of resources.

4. The overall activity and the impact of competition on the conjuncture is determined by the number of leaders in the market. As a rule, this is a sign of the presence of an oligopoly or monopoly.

5. The level of differentiation of services as an indicator of the degree of competition complements quantitative estimates of the structure of sellers of transport services.

6. Levels of vertical (state-owned enterprises, sectoral coordination structures) and horizontal (sectoral unity of market participants) integration.

7. Financial (unification of tax systems, budget classification, etc.) and economic (implementation of coordinated federal and regional transport policy) integration.

8. Diversification – distribution of the risk of possible losses. Economic diversification is the spread of the activity of large producers of services and modes of transport beyond the scope of their main activities (construction of houses, banking services, etc.). The diversification of transport services increases the efficiency of the market.

ANALYSIS, PLANNING, FORECASTING OF THE TRANSPORT SERVICES MARKET

With the increasing mobility and complexity of the transport services market environment, the role of analysis, planning and forecasting as tools that ensure the stability of the development processes of each of the participants and the market as a whole increases.

The analysis of the market situation makes it possible to assess the adequacy of the actions of market participants, forms the basis for making decisions for the future. Forecasting changes in the macroeconomic indicators of the market (the entire economy and individual industries) is mainly carried out by state structures.

Planning is more important for transport enterprises and represents the function of enterprise management, contributes most to the establishment of the maximum possible regularity and proportionality, socio-economic development of enterprises and the industry as a whole.

In transport enterprises, there are the following types of planning:

1. By coverage of the future period (planning horizon):

- short-term (current, operational) planning ensures the rhythmic organization of production when fulfilling customer orders (up to 1 year);
- medium-term planning – for a period of 1 to 5 years;
- long-term planning – for a period of more than 5 years.

2. By nature:

- target planning determines the development of the transport enterprise in accordance with the set goal and is not associated with a specific time frame (reconstruction, modernization of the enterprise);
- program planning is a phased program of actions of the enterprise with a certain sequence of measures in a certain time period and the solution of a set of problems (complex program);
- strategic planning ensures the achievement of the set goal (long-term) in certain ways.

Currently, the following methods of analysis, planning and forecasting are used:

- economic and statistical - dispersed factor analysis, regression; correlation; pattern recognition theory; expert assessments (based on mathematical statistics);

- modeling of economic processes – construction of economic and mathematical models and algorithms of processes and phenomena; carrying out calculations on them in order to obtain new information about the simulated object (modeling of production functions, economic growth);

- operations research is a group of methods that allow the analysis of targeted actions and the quantitative justification of decisions (linear, discrete, dynamic, stochastic programming; game theory; inventory management theory; scheduling theory; network planning);

- economic cybernetics - research and improvement of economic systems based on the general theory of cybernetics with the help of economic theory, systems theory, management theory, information theory (sections EC - theory of economic systems; theory of economic information; theory of management systems in economics).

In practice, all methods are used in a complex, which is an optimal combination of several methods corresponding to the goals and objectives of the study.

SEGMENTATION OF THE TRANSPORT SERVICES MARKET

When researching the market of motor transport services, it is necessary to assess the market opportunities of economic entities of motor transport and develop marketing measures to fully cover this market, occupy stable positions, while applying effective strategies for market saturation. Under the effectiveness of the strategy it is assumed the degree of satisfaction of a group of consumers of auto-mobile transport services, which form a specific market of auto-transport services. Consumers of

motor transport services have different characteristics of demand, needs, motivation for the services offered.

The transport services market is an inhomogeneous, heterogeneous structure that can change depending on the consumer properties of services and the composition of groups of their consumers. Differentiation of this structure can be carried out by the method of market segmentation. This method makes it possible to concentrate the marketing efforts of the economic entities of road transport on ensuring the demand of a specific, selected group of consumers, and not on all market segments. The segment is considered as a set of a group of consumers who respond equally to the same offered motor vehicles. The segmentation method is a means of differentiating the market of motor transport services, where, based on the study of the needs of each group of consumers, the market of motor transport services is transformed into a set of heterogeneous segments for which appropriate road transport services can be provided. The main goal of segmentation is the orientation of homogeneous groups of consumers of auto-transport services to a specific market segment.

Depending on the type of road transport services, segmentation of consumer services and segmentation of industrial services are distinguished. The segment of consumer services includes auto-mobile transport services, the consumers of which are the population. The segment of industrial road transport services includes services whose consumers are enterprises of various types of economic activity, regardless of the form of ownership.

The criteria for segmentation of consumer services are visual and chronological signs, which include signs characterizing the lifestyle and behavior of consumers of motor transport services, habits, motives of behavior, factors of consumer demand.

The criterion for segmentation of industrial services is the production and economic characteristics, which include the state of enterprises of various types of economic activity, the mass of consumers of services, the

level of economic conjuncture in the region, the dynamics of sales of products to be transported.

A particularly important aspect of the segmentation of the motor transport services market is segmentation planning. Planning is supported by the development of activities that determine the outline of the intended boundaries between segments. Activities should include:

- study of the needs for road transport services;
- study of the characteristics of consumers of road transport services;
- analysis of similarities and differences between consumers of road transport services;
- selection of the segment of the market of motor transport services;
- determining the place of an economic entity of motor transport in a competitive environment.

The structural attractiveness of the segments of the market of motor transport services is characterized by the following features:

- segments of the market of motor transport services should meet the demand of consumers for these services;
- the segments of the market of motor transport services should be different;
- the segments of the market of motor transport services should be sufficient in size so that the services provided cover the costs.

The size of the segment of the market of motor transport services is characterized by its quantitative parameters, the capacity of the segment. To determine the capacity of the segment, it is necessary to determine the volume of auto-transport services provided, to identify the number of potential consumers of motor transport services. Based on the study of the capacity, the dynamics of its possible growth is estimated, which is the basis for the formation of production capacities and the structure for the provision of motor transport services.

The segment of the market of motor transport services should have a high level and variety of services provided, moderate competition and real requirements of consumer demand.

Concentrated and dispersed methods can be used to optimize the number of possible segments of the motor transport services market. The concentrated method is based on an interactive, sequential search for the best segment. The dispersed method assumes work on several segments of the market of motor transport services at once, and then, by evaluating the results of activities for a certain period, the selection of the most effective market segments is carried out.

COMPETITION IN THE TRANSPORT SERVICES MARKET

Each socio-economic system has its own economic mechanism, which is a set of economic, organizational and legal methods that ensure the implementation of economic interests and laws of society, it includes the entire system of economic categories in their very different ratio: labor; costs; price; profit; wages; taxes, etc.

The main element of the economic mechanism of a market-type economy is competition. Competition (from Lat. - collide) is an economic competition for achieving the best results in the field of any activity, the struggle of commodity producers for more favorable economic conditions. It ensures coordination of the actions of all participants in social production through demand, supply, price, costs. Competition is a certain form of development of production forces, a form of development of factors of production, economic resources of society. Competitive relations develop between all subjects of the market economy (households, enterprises, the state), between producers and consumers. These relations permeate the main spheres of economic life: production, distribution and consumption.

Competition plays the role of connective tissue, due to the presence of which the market economy functions as a well-coordinated and multi-link system. In the conditions of competition, the personal economic interest of one subject is faced with an equally strong desire of another subject to get the greatest benefit. In order to achieve victory in the

competitive struggle, there is a reduction in costs and prices for products, an increase in their quality, and the production of goods that meet the requirements of customers. Competition directs the activities of economic entities in the interests of the whole society. In the modern market economy, there are six main functions of competition: regulatory; allocative; adaptive; innovative; distributive; controlling.

The regulatory function is to influence the supply of goods in order to establish their optimal compliance with demand. The allocation function is expressed in the effective placement of factors of production in places where their use provides the greatest benefit. The adaptation function is aimed at the rational adaptation of enterprises to the conditions of the internal and external environment, which allows them to move from economic survival to the expansion of the spheres of economic activity. The innovative function is found in various manifestations of innovation based on the achievement of scientific and technological progress. The distribution function has a direct impact on the distribution of the national product among consumers. The controlling function is designed to prevent the establishment of a monopolistic dictate of some market participants over others. The combination of these functions ensures the overall effectiveness of the functioning of the market economy. It is the regime and mechanism of competition that determines the development of the market as a self-regulating system.

Depending on the degree of freedom, competition can be perfect (free) and imperfect. Perfect competition is a type of market structure that assumes the fulfillment of the following conditions:

- the volume of work (services rendered) of a separate organization is insignificant and does not affect market prices;
- the works (services) implemented by each manufacturer are homogeneous;
- buyers are well informed about prices;
- sellers do not collude over prices, and act independently of each other;
- manufacturing firms can freely enter and exit the industry.

Perfect competition is a condition for the creation of a market mechanism for price formation and self-adjustment of the economic system through the achievement of an equilibrium state, when the selfish desires of individuals turn to the benefit of the whole society. Perfect competition has the following main positive features: promotes more efficient use of resources; encourages producers to respond flexibly to changes in production conditions or customer needs; creates favorable conditions for the introduction of the latest achievements of science and technology into production; provides freedom of choice and action. The disadvantages of free competition include: the inability to preserve non-reproducible resources; does not ensure the development of the production of goods and services for collective use; does not create conditions for the development of general education, urban economy; does not contain mechanisms that prevent the stratification of society, the emergence of social injustice.

The opposite of perfect competition is monopolistic (imperfect) competition. Monopoly means a single seller, however, when talking about monopoly, they mean different types of market situations -characteristic of imperfect competition.

The main signs of monopolism are monopoly prices and monopoly profits. Monopoly prevents the natural formation of the market price. At the same time, consumers can only slightly influence these prices. In the conditions of monopoly, there are also several types of competition:

- oligopoly - a monopoly in which several large firms control the production and sale of goods (provision of services) in a given area;
- monopolistic competition is a market situation in which there are many producers of similar, but not identical goods (services);
- pure monopoly is the complete opposite of pure competition, in which there is one seller of goods (services) with full control over its quantity, access to the market for possible competitors is closed;
- monopsony is a type of market structure in which there is only one buyer of a certain product.

In the conditions of a monopolistic form of management, competition is quite complex. A modern monopoly has fairly accurate information about consumers and potential competitors; with the help of advertising, large monopolies influence the formation of demand; monopolies, using political and financial "levers", influence competitors or the customer in the person of state institutions.

In the motor transport industry, conditions have been created for the development of monopolistic competition markets, since freight and passenger transportation services, freight forwarding services, are performed by many economic entities of road transport and, due to the relatively easy "entry into the industry", there are opportunities for further expansion of participants providing auto transport services. In particular, economic entities of motor transport may have small-sized motor transport enterprises that do not require significant initial capital to purchase or lease several vehicles.

Such a situation, as a rule, takes place in large cities with a large number of economic entities of automobile transports of various specializations and numerous consumers of motor transport services, presenting for transportation a variety of nomenclature and significant volumes of cargo and passengers.

With a relatively small number of economic entities of automobile transport, each of them controls a relatively small share of the market of motor transport services and cannot influence the target policy in a particular market segment. In addition, with a large number of economic entities of road transport, the possibility of their coordinated actions in order to limit the volume of services provided and artificially increase prices is excluded. For the "oligopoly" market model, the most typical transportation in medium and small cities is carried out by several economic entities of motor transport in conditions of a limited number of customers and average volumes of passenger and cargo transportation of a certain nomenclature. The economic entities of road transport have some

opportunities to control tariffs and significant opportunities in case of secret collusion. This means that state control over the establishment of tariffs is necessary, primarily for socially significant types of motor transport services.

In some situations, the economic entities of road transport represent a pure monopoly. A monopoly position in the region may be held by an economic entity located at a sufficient distance from its other competitors that do not affect its work, these are mainly rural areas. Even in a large city, where dozens of economic entities of automobile transport are located, a monopolist may be, for example, a specialized motor transport economic entity for the transportation of large-scale, heavy and dangerous goods in the absence of other carriers claiming to work in this market segment. Determination by the economic entity of motor transport of its market model.

It mainly provides a conceptual approach to the problems of competition and price formation. In practice, it is difficult to identify markets that strictly correspond to monopolistic or oligopolistic competition. Even in a purely monopolistic market, there will be some competition.

LEGAL REGULATION OF MOTOR TRANSPORT ACTIVITY

The need for state legal regulation is based on the conditions of the need to regulate the market of transport services. State regulation of transport activity in the market relations is distributed in several directions.

In many cases, transport is a natural monopoly, refusing unprofitable transportation, arbitrarily inflating tariffs. The negative consequences of such behavior can be reduced to a minimum only by preserving the state's functions of controlling the quality of service during the transportation of goods and passengers, the level of tariffs.

The control of transport pricing is of great importance for the normal functioning of the market economy. The increase in freight transport tariffs

immediately affects the price of all imported goods and services rendered, which is one of the factors of the increase in inflation. The increase in tariffs on passenger transport reduces the general standard of living of the population. Therefore, the State also needs to constantly monitor the unjustified growth of transport services.

In market conditions, competition is always evident in all branches of transport. Fair competition contributes to the improvement of the quality of public transport services and the development of the entire market economy of the country. All transport organizations must adhere to certain competition rules developed by the State. In addition, the state should legislatively limit and in every possible way prevent unfair competition, expressed, in particular, in the unjustified termination of previously rendered services; maintenance by all carriers of unreasonably high tariffs for services; imposing additional paid services, etc.

When implementing such important functions of the state as prevention, prevention and liquidation of emergency situations, it is impossible to do without legal regulation of transport activities in these areas.

Automobile and other types of transport cannot normally perform their functions for the delivery of goods and passengers in the absence of appropriate roads and railways, parking lots, stopping places, transfer points, train stations, etc., the construction of which requires huge costs. The construction of proven expensive facilities, the solution of problems in the allocation of land for the construction of transport systems cannot be solved without the participation of government agencies.

The decision to train highly qualified personnel (drivers, mechanics, freight forwarders, engineers) for the transport industry in modern market relations, financing of secondary specialized and higher educational institutions also does not do without the participation of the state.

Special attention should be paid to the social protection of transport workers, since it directly affects the stability of the transport system as a

whole. Management bodies, together with industry trade unions, should create social benefits and guarantees for transport workers.

The main task of transport legislation is to create a legal basis for regulating relations between transport organizations, public authorities, customers and other entities involved in the process of organizing and performing transport services.

The main sources of legal regulation of transport activity:

- * Constitution of the Russian Federation;
- * federal legislation regulating transport activities (codes, federal laws);
- * regulatory legal acts regulating transport activity (resolutions of the Government of the Russian Federation, decrees of the President of the Russian Federation);
- * departmental documents (orders of ministries and departments);
- * International agreements ratified by the Russian Federation.

The basis of transport legislation is the Constitution of the Russian Federation. According to Article 71, federal transport and communication routes are under the jurisdiction of the Russian Federation.

The Civil Code of the Russian Federation defines the rules for the transportation of goods, passengers and baggage, and other transport obligations; the main provisions related to the carrier's liability, with the procedure for presenting claims.

They regulate certain areas of activity of various branches of transport: the Tax Code of the Russian Federation; the Labor Code of the Russian Federation; the Air Code of the Russian Federation; the Code of Merchant Shipping of the Russian Federation; the Code of Inland Waterway Transport of the Russian Federation; the Charter of Railway Transport of the Russian Federation and other legislative acts of the Russian Federation.

Regulation of relations arising in the performance of international transportation is carried out on the basis of international transport conventions and agreements, such as: the Geneva Convention on the

Contract for the International Carriage of Goods by Road of 1956; the UN Convention on the Carriage of Goods by Sea of 1978, etc.

Transport obligations. Transport means obligations for the carriage of goods, passengers and baggage, as well as other obligations for the provision of transport services related to transportation, or aimed at moving cargo in another way.

The obligation of carriage is the main type of transport obligations and arises as a result of the conclusion of a contract of carriage. By virtue of its action, the carrier undertakes to deliver the cargo or passenger to the specified destination, and the sender of the cargo (baggage), passenger or other person undertakes to pay remuneration for the transport services rendered (to pay a transportation fee).

In direct mixed traffic, along with contracts, a system of requests (orders) is used for the organization of transportation. The application specifies the task and determines the indicators that ensure one-time transportation. In case of systematic cargo transportation on a long-term basis, a contract on the organization of cargo transportation is applied.

The conclusion of an agreement on the organization of cargo transportation is provided for by the charters and codes of various modes of transport. The carrier is obliged to submit the vehicles in good condition, in a certain quantity, at a specified time and place. The shipper is obliged to present the cargo for transportation in accordance with the general (quantity, name of the cargo, type of packaging, weight, marking, value of the cargo) and special (dangerous goods, live animals, etc.) conditions.

To conclude a contract of carriage, a single document system is used, provided for in paragraph 2 of Article 785 of the Civil Code of the Russian Federation, including: a consignment note system; a bill of lading system (on sea transport); a charter system (on sea transport).

The following classification of transportation is applicable for all types of transport: local, direct and direct mixed.

Local transportation is carried out by a single transport organization, within the territorial boundaries of its activities (cities, regions, railways, shipping companies, etc.). Direct transportation is carried out by several enterprises of the same type of transport according to one document. In direct multimodal transportation, cargo is transported by various enterprises of several modes of transport on the basis of a single document.

This classification can be supplemented by industry classifications. For example, by road transport, transportation is divided into: urban (within one city); suburban (outside the boundaries of the locality - up to 50 km); intercity (outside the boundaries of the locality - more than 50 km) and international (outside the territory of the Russian Federation). As elements of the obligation of cargo transportation, the following are distinguished: the subjects of the obligation (the carrier and the sender); the subject of the contract of carriage (services for the delivery of material valuables to the destination); the period in the obligation of carriage (the time during which the cargo must be delivered to the destination); the carriage fee.

In case of non-fulfillment or improper fulfillment of obligations for transportation, the parties bear responsibility established by the Civil Code of the Russian Federation, transport charters and codes and the agreement of the parties.

The consideration of disputes on cargo transportation provides for a pre-trial nature, consisting in the presentation of claims by the parties to the cargo transportation agreement. In case of rejection of the claim, you can file a lawsuit in court. The limitation period in any cargo transportation relationship is one year from the date determined in accordance with transport charters and codes.

Termination of the contract of carriage of goods may be due to the impossibility of its execution, i.e. caused by a circumstance for which neither party is responsible (clause 1 of Article 416 of the Civil Code of the Russian Federation). It can be the elements- natural disasters (floods, fires,

etc.), military actions, epidemics and other circumstances that make it impossible to fulfill the obligations of the contract of carriage.

The State regulates motor transport activity. The system of state regulation is understood as a combination of means and methods of state influence on production activities and socio-economic relations in the field of transport in order to protect the interests of consumers and producers of material goods, the implementation of state policy that ensures sustainable economic growth and strengthening the country's defense capability.

The state mechanism in the regulation of the transport system is necessary to promote the formation of an effective market for transport services, to ensure the unity of requirements to the norms and rules for the design and construction of transport communications, standards for the economic impact of vehicles on the environment, taking into account national interests in the implementation of international transfers.

The main tasks of state regulation in transport: creation of a regulatory framework; regulation of tariffs; tax regulation; financial regulation.

TRANSPORT AND ROAD COMPLEX OF RUSSIA

The transport and road complex (TDK) is understood as the totality of various types of transport that carry out transportation in the country. The structure of the TDK of Russia includes the following types of transport: the same- road, automobile, inland water, sea, air and pipeline.

The interaction of various modes of transport as part of the transport complex (system) is represented in the technical, technological and economic forms of organization of their work.

The main indicators of the TDK are:

- transport work (R, t, km, pass. km.) planned or completed cargo turnover, passenger turnover;
- volume of traffic (Q, t, pass.) количество the number of transported or planned for transportation of goods, passengers.

The daily volume of TDK cargo transportation is 70 million tons, of which 80% is performed by road transport.

The daily freight turnover of the TDK is 14 billion tons km, of which about 7% is accounted for by road transport.

The process of moving goods (or passengers), including the preparation of goods for transportation, the supply of rolling stock, loading of goods, registration of transportation documents, moving, unloading and delivery of cargo to the consignee is called the transport process.

The degree of participation of individual modes of transport in the transportation of goods and passengers varies, which depends on economic and transport factors. The national economic factors include the size and size of production and consumption of products. To transport factors include the location of a network of communication routes, the availability of throughput and transportation capacity of communication routes and transport hubs, etc.

Road transport in Russia occupies a leading position in comparison with other modes of transport. In the process of transportation, the loading of other modes of transport is carried out mainly by this transport.

The advantages of road transport are: high maneuverability, high speed of delivery, urgency and regularity of postings, has a relatively large variety of types of rolling stock, a shorter way of cargo movement.

The disadvantages of road transport include: relatively high cost of transportation, relatively small load capacity of a unit of rolling stock.

The spheres of effective use of road transport are: transportation of various goods for short and medium distances; transportation of goods required for an increased degree of reliability, safety, regularity and speed of delivery (the same can be said about passenger transportation).

The demand for transportation is largely determined by the dynamics and structure of changes in production volumes in the country, as well as the solvency of enterprises and organizations in all sectors of the economy.

It should be borne in mind that the economy and transportation mutually affect each other. As the development of the economy causes an

increase in transportation, so the high level and possibilities of transportation services have a beneficial effect on the level of investment and the growth rate of the economy in the region.

The effectiveness of the interaction of AT with other modes of transport in transport hubs is ensured by the implementation of the following measures:

1. The unified technological process of cargo processing establishes clear rules of interaction and unified work technologies for individual elements of the transport hub and serviced organizations.

2. Combined schedules of rolling stock (PS) of various modes of transport can reduce transport downtime and are particularly effective if they are an integral part of a single technological process and are linked to the schedules of loading and unloading mechanisms (PRM).

3. Direct transshipment of goods from mainline modes of transport to AT allows you to reduce the area transport hubs and reduce the cost of warehouse operations, but requires compliance with the schedule of submission of PS for loading and timely processing of documents for cargo.

4. The use of containers makes it possible to solve the problems of technical interaction and significantly reduce the time for transshipment operations and increase the safety of cargo.

Improving the efficiency of motor transport and its competitiveness in the transport services market will be facilitated by:

- replenishment of the fleet of trucks in demand in the transport services market both in terms of body design (dump trucks, trucks, refrigerators) and in terms of load capacity (up to 3 and over 15 tons), based on the introduction of a favorable for the carrier of the leasing system;

- stabilization of the cost of motor fuel;

- development of freight forwarding companies and transport exchanges that facilitate the search for clients, the provision of additional services related to terminal cargo handling;

- the introduction, in order to ensure fair competition, of unified forms of primary transport accounting for all subjects of the transport services market, as well as an effective system of control over their application by interested public administration and regulatory bodies;

- creating conditions that encourage the carrier to ensure the safe functioning of cargo vehicles from the point of view of road safety, the safety of contractual relations with all participants in the transport process, ecology, etc.

CLASSIFICATION OF CARGO, CARGO AND PASSENGER TRANSPORTATION

Goods on transport are all items from the moment of their acceptance for transportation until the moment of delivery to the consignee. Automobile transport works with a huge range of goods. Loads are divided according to a number of generalized features. The cargo class of Table 1 is determined by the physical properties and methods of packaging. The same cargo can be assigned to different classes with different packaging.

Road freight transportation is divided into a number of categories.

1. According to the method of performance, there are: local transportation, which they are carried out by one motor transport enterprise, usually for a short distance; direct communication transportation, when the transportation process is carried out by one type of transport, but several auto-transport enterprises take part in the delivery of cargo from the supplier to the consumer; mixed message transportation, in which several modes of transport take part in the transportation of cargo.

2. On an organizational basis, there are: centralized, in which the ATP acts as the organizer of the process of delivering goods to customers and carries out this process. During these shipments, sales organizations deliver goods to consumers by public rolling stock. The recipient is released from the cargo delivery function. De-centralized, in which each consignee independently ensures the delivery of the cargo.

3. According to the size of the consignment, there are: mass - these include transportation of a large volume of homogeneous cargo (more than 30 tons); batch (up to 30 tons); small-batch transportation, when the volume of the cargo being shipped cannot load the whole vehicle. On road transport, small-batch loads are considered to be a batch weighing up to 2000 kg. A cargo shipment is its quantity, the cargo is presented to transportation to one address according to one transport accompanying document.

4. According to the territorial feature, there are: technological - transportation within the enterprise, on the territory of construction; urban (prigo-native) - characterized by short distances, a good road; intra-district (inter-district) - longer transportation distance, more difficult road conditions; intercity, where the distance of transportation can reach 1000 km or more; international - transportation outside the Russian Federation and from abroad.

5. According to the time of development: permanent, when transportation is carried out throughout the year; seasonal - transportation is periodically repeated at certain times of the year; temporary - transportation of goods of an episodic nature, and also distinguished by the urgency of delivery: urgent - are implemented in precisely set periods of time; indefinite - are implemented in a fixed period.

Passenger road transport is classified according to the type, purpose and form of their organization.

By type, they distinguish: urban (on the territory of the city they require high organization during peak hours); suburban (on the territory of the district, region at a distance of up to 50 km from the city border); intra-district (rural) - transportation in rural areas; intercity, inter-republican, international - transportation at a distance of more than 50 km from features of goro- yes.

According to the purpose of transportation, they are divided into excursion, tourist, service, school, shift, and others.

According to the form of the organization, there are: route (strictly on schedule); registered (non-route – under a contract and a one-time order); mixed - transportation by two or more modes of transport according to an agreed schedule.

PACKAGING AND MARKING OF GOODS

To ensure the safety and protection from damage and damage during transportation, loading, unloading and storage, the goods are placed in containers. The design of the container determines the possibility and degree of application of mechanization and automation of loading and unloading operations.

The main dimensions, strength and other requirements for containers are regulated by GOST by groups of characteristic features. For example: packaging for food products, agricultural products, chemical products, etc.

The container should be sufficiently strong, comfortable and, if possible, light and cheap. On average, the weight of the container should not exceed 5-7% of the weight of the cargo.

Cargo marking is the application of special inscriptions or signs on cargo, packaging and containers during their transportation, especially for large distances

Marking can be of four types: commodity, cargo, transport, special.

The commodity marking indicates the name of the cargo and the manufacturer's enterprise, information about the conditions of destination and application. It is applied by the manufacturer.

Cargo - is applied by the shipper and includes inscriptions with the names of the points of departure and destination, as well as the addresses of the sender and consignee.

The transport marking is applied by the transport company that accepted the cargo for transportation. It contains information about the number of places in the transported consignment and the number of the

shipping document according to which the cargo was accepted for transportation from the enterprise.

A special marking is applied by the shipper and contains instructions on the correct handling of the cargo during its transportation, loading, unloading, storage in the form of warning labels or signs.

Warning signs must comply with the requirements of GOST 14192-77, GOST 19433-81 and are applied by a special stencil or typographic method to labels.

When sending goods abroad, marking inscriptions are executed in the language specified in the order. According to the international agreement on the transportation of dangerous goods, special labels are affixed (attached) to the cargo spaces.

FEATURES OF TRANSPORTATION OF CONSTRUCTION GOODS

When performing construction works, various materials are used - this is soil, sand, gravel, cement, lime, mortars, reinforced concrete products, trusses, pipes, beams, logs, boards, etc. For their transportation, different rolling stock has to be used: trucks - for the transportation of bulk and bulk cargo (soil, sand, gravel, etc.); cement trucks - for the transportation of dusty cargo (cement, news); specialized rolling stock - for the transportation of long-dimensional cargo (trusses, pipes, logs, boards, etc.).

When transporting cement, concrete mix, building mortars, it is necessary to take into account the specifics of cargo, because it puts forward a number of requirements to the conditions of their transportation.

Cement - deteriorates when moisture enters, it is easily sprayed, as a result of which significant losses may occur, cement dust is harmful to humans. Therefore, cement must be transported in hermetically sealed tanks, for which special cement trucks are used.

The concrete mixture (liquid concrete) tends to delaminate into components by components, as well as to solidify (concrete "seizes").

Therefore, transportation should be limited in time, the tightness of the body should be ensured in order to avoid losses on the way, during transportation in winter, supercooling of concrete causes its freezing. Liquid concrete is usually transported in dump trucks or special containers.

Mortars - (cement, lime) are transported in dump trucks with a sealed body or in special cisterns.

For the transportation of farms and panels, a specialized vehicle is used, which must meet the following requirements: construction structures should not experience large additional loads, trusses and panels should be transported in a position close to vertical, slabs (floors) - in a horizontal position with support in the same places as during installation in the building.

Cement, lime, gypsum are transported in bulk in cars and tank semi-trailers. The technology of such delivery ensures the safety of cargo during loading, transportation and unloading, as well as environmental protection. Their unloading can be gravitational, mechanical and pneumatic. With the gravitational method, unloading occurs under the influence of its own mass when the tank is tilted and vibrators are turned on. Mechanical unloading is characterized by the use of discharge screws installed in the lower part of the tank. The cargo is discharged from the tank with pneumatic unloading under the pressure of compressed air created by the compressor.

FEATURES OF AGRICULTURAL CARGO TRANSPORTATION

Transportation of agricultural goods is divided into intra-economic and non-economic (outside the territory of the agricultural enterprise).

On-farm transportation is carried out, as a rule, by transport belonging to this agricultural enterprise.

Non-economic transportation, as a rule, is carried out by specialized car farms.

Transportation of agricultural goods has a number of features: seasonality in harvesting, leading to fluctuations in cargo turnover and volume of transportation; short harvest times, requiring intensive work of road transport; uneven ripening of crops in various climatic and soil regions of the country; fluctuation in yields, occurring during drought and other adverse climatic conditions; heavy road conditions of rolling stock, especially in the spring and autumn period; low volumetric weight of agricultural goods, which do not allow the full use of the load capacity of the rolling stock.

The complexity of the organization of the transportation of agricultural goods lies in: a large range of goods (over 75 names); in the variability of their mechanical properties under the influence of moisture, pressure, temperature, storage duration; in the tendency to caking and freezing; many agricultural goods are easily damaged (so losses from damage to potato tubers during loading and unloading operations reach 16%).

Transportation of potatoes, vegetables, fruits - requires special care due to the possibility of their damage. Do not allow the cardboard to fall from a height of more than 0.5 m onto a hard surface and 1 m onto a layer of cardboard. At temperatures below 5°C it is necessary to insulate the car body and cover the potatoes on top. Bulk transportation leads to losses during the import and storage of up to 40% of potatoes. It is better to transport potatoes in containers.

Fruits (apples, berries) are transported in a rigid container.

Grain transportation is carried out by on-board cars and specialized dump trucks in a bulk way.

Since the grain has a small specific gravity (0.4 - 0.8), in order to increase the utilization factor, the load capacity is increased the sides of cars and trailers. To reduce losses during crossings, it is necessary to seal the joints in the body, and the body is covered with a tarpaulin from above. Grain is loaded into the car directly from the combine hopper and often without stopping it. Compared with unloading with stopping the combine,

this in-line method gives an increase in the productivity of combines by 10-20%. The capacity of the combine hopper is 1.2 - 1.4 tons - less than the load capacity of the car, in order to increase the efficiency of the cars, they are assigned to a group of combines operating at close distance from each other.

ORGANIZATION OF BUS TRAFFIC AND DRIVERS' WORK ON THE ROUTE

Due to significant fluctuations in passenger traffic by time of year and days of the week, the schedule is compiled for the spring-summer and autumn-winter periods of the year, as well as separately for working days, Saturdays and Sundays. In addition, especially for intercity routes, special schedules are drawn up for holidays and pre-holidays, fairs and mass events.

The main type of schedule is a summary itinerary for each route in tabular or less often in graphical form.

The route schedule contains data on the length of the route, the names of the end points, the date of introduction of the schedule, the type and quantity of rolling stock, the start and end time of movement, the accepted mode of work of drivers.

Based on the route schedules, a working (auto-bus) schedule is made for each exit (issued to the driver). It specifies the time of departure from the ATP, arrival at the starting point of the movement, the duration of the shift, the time of lunch and rest, the name of the control points and the time of their passage on each flight.

For each control point, a dispatch (standard) schedule is compiled in tabular form, where all bus flights are entered vertically, and the arrival and departure times for each flight are entered horizontally.

A kind of station schedule is an information schedule at stops and end points, which indicates the time of arrival and departure - for end points, for intermediate points - only the time of arrival.

The system of organizing the work of drivers is a set of measures that ensure the rational placement of drivers, regulating the time and shift of their work on the route, as well as rest time.

Drivers' working hours are planned using work schedules for days, shifts, and rest days.

The schedule is made in the form of a table indicating the work of drivers: 1 - the first shift; 2 - the second shift; B - a day off; O - an additional day for inter-shift rest.

In intercity bus service, the following organization of drivers' work is used: single riding; tour; shift; shift-tour; shift-group; shift-tour-group.

Shift - group riding - a team of drivers is assigned to several buses, and each driver serves different buses, but on his own site.

On urban routes, the following forms of driver labor organization are used: shift form - 3 drivers work on one bus (2 every day, two days off) - on routes where it is necessary to start and finish work earlier and later;

one-and-a-half form - two drivers are assigned to two buses, and the third driver is a substitute (two days off);

two-half form of organization - 5 drivers work on two buses. Two drivers are only on the first bus, the other two are on the bus, the fifth is a substitute (a day off in 4 days).

SAFETY OF THE TRANSPORT PROCESS

The problem of ensuring the safety of the transport process arose almost with the advent of the car. If at the beginning of the development of automobile mobility, the advantages of road transport were mainly seen, then in the future its negative qualities began to be felt more and more acutely - these are:

environmental pollution (60% of all harmful emissions into the atmosphere are produced by a car, out of 200 substances formed during the combustion of gasoline, 100 are toxic);

the noise from running engines, moving cars also has a harmful effect on people's health;

occupation of useful area, consumption of natural resources, and a number of other negative qualities.

However, the greatest negative impact is caused by losses from road accidents. Every year, 55 million road accidents are registered in the world. In them, about 300 thousand people die and about 7 million people are injured, maimed, traumatized. So in the USA, the first fatal accident was registered in 1899 and for 100 years the total losses in accidents amounted to over 2.5 million people. This is 4 times higher than the losses in all the wars that the United States waged during the 200 years of its existence (640 thousand people died in the wars). The annual losses from road accidents in the United States amount to more than 40 thousand people.

Material losses from road accidents are also great. So in the USA they amounted to 5.3 billion in 1958. \$ per year, 1968 11, currently about 15.

Unfortunately, these losses are also great in our country. According to official statistics, 34-35 thousand people die in road accidents every year (about 95 people daily). About 700 people die every year in the Vladimir region.

Ensuring road safety is one of the main tasks of the teams of motor transport organizations, enterprises, as well as entrepreneurs engaged in the transportation of goods and passengers, the performance of which is assigned to the engineering and technical work of these enterprises.

Accidents are typical for all types of transport, but in motor transport this problem is most relevant due to a number of reasons, the main of which are:

1. Indiscipline of participants in the movement of drivers, pedestrians, passengers. One of the reasons for this is the mass character of the driver's profession. In our country, about 2 million people annually obtain driver's licenses. With such a massive profession, it is difficult to ensure the necessary level of selection and professional training. It is noticed that the greatest number of accidents are committed by drivers

during the first 3 years of work, it is at this time that all the disadvantages of training affect. At the same time, the reliability of the driver is a decisive factor in ensuring the database. 70 - 80 % of all accidents occur due to erroneous actions of drivers;

2. Insufficient isolation of motor transport from other road users. Cars, especially in populated areas, move together with tractors, tractors, horse-drawn vehicles, pedestrian flows. Isolation of slow-moving vehicles and pedestrian flows from the main traffic will increase the efficiency of transport and significantly reduce accidents and losses in accidents;

3. Insufficient provision of AT with roads corresponding in their parameters. Statistics show that the relative accident rates on motorways are 3-5 times lower than on conventional roads;

4. Difficult working and rest conditions for drivers and practically no control over their movement.

ROAD TRAFFIC, ITS COMPONENTS

Road traffic is the process of vehicles moving along roads, in which the actions of its participants, drivers, pedestrians and passengers are determined by special rules. As follows from this definition, road traffic is a complex dynamic system, which includes the following components: a driver, a car, a road, and, in addition, it must be taken into account that the system functions in environmental conditions and interacts with it. It is easier to consider the impact on traffic safety of one of the elements of this system outside of its connection with other elements. However, to ensure the reliability of the results, it is necessary to consider a single whole – the driver–car–road–environment (VADS) system.

The driver is a person driving a vehicle. The driver is the main active component of the VADS system. Car is a vehicle driven by a motor.

A road is a strip of land equipped or adapted for the movement of vehicles or the surface of an artificial structure.

Considering the VADS system, it should be noted that the optimality of its functioning is determined both by the independent characteristics of its individual elements, A, B, D, and subsystems.

- car VA, driver-road VD, car-road AD.

TRAFFIC QUALITY

Road traffic (DD) has qualities that arise as a result of the combined actions of the elements of the VADS system, this is primarily speed and traffic safety.

The actual DD process arose and exists due to the fact that a person has a need and an opportunity to transport goods and passengers using vehicles. A characteristic feature of the development of this process is the desire to move at the highest possible speeds. The maximum speed is determined by the power the engine, its dynamic qualities, but the real speed is significantly lower than the limit and is limited by the danger of an accident (exceeding the permissible speed leads to collisions, collisions, skidding, overturning). A collision at a speed of $U_a = 100 \text{ km / h}$, practically does not give a person a chance to stay alive. This is equivalent to falling from the 11th - 12th floor. Only speed creates danger, there is no speed, there is no movement - there is no danger of an accident. Consequently, speed reduction leads to a reduction in accidents, increased traffic safety and improved quality of traffic.

However, a decrease in speed leads to a decrease in the productivity and efficiency of the use of cars and a deterioration in the quality of the DD.

The organization of traffic accidents has a great influence on the prevention of accidents and the efficiency of transport. Often, the organization of DD is understood as the equipment of roads with technical means of traffic control (placement of road signs, application of road markings, equipment with means of regulating DD). At the same time, the

impression is created that there are two problems, one of them is related to the organization of the DD, the other is related to the security of the DD.

There is a broader concept of DD organization – it is an activity aimed at ensuring the maximum possible safe speed. This interpretation includes the training and education of the participants of the DD, the improvement of the vehicle, road conditions, their maintenance in a serviceable condition, traffic regulation, supervision of compliance with traffic regulations, campaigning work. From this definition, the relationship between the organization and the security of the DD becomes clear.

The organization of DD is an activity for the implementation of transportation, the safety of DD is the goal, the result of this activity, its quality.

Traffic safety, as the quality of DD, has a quantitative assessment and is characterized by the concept of accident rate. Accident rate is determined by absolute, specific and relative indicators.

Absolute indicators are formed as a result of the accumulation of statistical data on accidents (the number of accidents, the number of deaths, injuries in an accident). They can be used, for example, to compare the work of the ATP in different periods (for example, the number of accidents for the current and last year, for the past and previous month, quarter, etc.).

Relative indicators are formed by dividing one indicator by another (the number of accidents per 10 thousand. Vehicle, the number of accidents per 10 thousand drivers, the number of accidents per 1 million km.mileage). They make it possible to compare the work on the database of various ATP, cities, regions.

Specific indicators represent the percentage of one absolute indicator from another (for example, in our country, the proportion of accidents committed by drunk drivers to the total number of accidents is about 20%). They characterize the structure of road accidents and allow us to evaluate the activities in certain areas of work on accident prevention.

A literal understanding of the expression "database maintenance" gives grounds to assume the possibility of a complete exclusion of accidents, but this task is currently not real. Even if we assume that vehicles and roads will be brought to perfection and will not be the causes of accidents (theoretically it is possible), but even in these conditions, with the highest level of training and discipline of drivers, the possibility of making mistakes by them cannot be excluded. In principle, this is possible in the future, when automation will "push" the driver away from control and leave him with a management strategy (choosing a route and controlling the movement of the car), but this is in the future. In the meantime, both the arrangement of roads, and the imperfection of the vehicle design, and shortcomings in the training and education of drivers and pedestrians lead to accidents.

If it is impossible to ensure absolute traffic safety in modern conditions, then the question arises, what level can be considered as the goal of the DD organization?

The main quantitative criterion for assessing the database can be considered a relative indicator - the number of victims in an accident, relative to the population (the number of accidents per 10 thousand inhabitants). If these indicators decrease, then the probability of getting into an accident for each person will also decrease, which can be considered acceptable in the conditions of the development of motorization.

Thus, to ensure road safety means to achieve a reduction in the main accident rates in the conditions of the development of motorization.

As the experience of countries with developed motorization shows, this task is quite real and is achieved by improving all elements of the VADS system and ensuring their compliance with each other.

ROAD TRAFFIC ACCIDENTS, THEIR ACCOUNTING AND ANALYSIS

An indispensable condition for effective impact on the DD process to ensure its safety is the identification of patterns that determine the influence of various factors on the occurrence of accidents and the severity of their consequences. At the same time, it is impossible not to pay attention to the fact that the causes and circumstances of each accident are the result of a random combination of circumstances.

However, randomness is not causelessness. There are no causeless phenomena. Randomness is studied by science. The law of large numbers reflects the dialectic of the connections of the necessary and the accidental, which establishes that the combined actions of a large number of factors lead to a result that does not depend on a single factor.

When assessing the patterns characterizing the functioning of social systems, it should be remembered that causal relationships in them are intertwined with random ones, while one or another result is likely and depends on the intersection, interweaving of necessary and random influences. In contrast to the dynamic laws that apply to each individual phenomenon, statistical laws belong to a group of phenomena. The role and significance of random causes in social processes are revealed by methods of probability theory and mathematical statistics.

Studying accidents and the factors influencing their occurrence, it is necessary to identify signs common to a number of such phenomena and accidental for a particular accident. The general signs characteristic of a group of phenomena possess all the characteristics of the law. They are objective and act obligatorily under the given conditions.

What do we mean by a traffic accident? The most complete definition in our opinion. An accident is an event that disrupts the process of road traffic, which occurs as a result of the driver losing the ability to drive a vehicle at his discretion and is accompanied by death, injury of people, causing material damage.

In accordance with this definition, each accident should be preceded by three factors a violation of the process of movement of vehicles, a period of uncontrollability (the driver does not voluntarily commit- sewed an accident), significant losses. In the absence of any of these factors, the event does not relate to an accident.

All accidents are divided into collisions, rollovers, falling passengers and collisions (on a pedestrian, on a cyclist, on a stationary obstacle, on an animal, on a standing vehicle, on horse-drawn transport).

The causes of the accident are violations:

violation of traffic rules by participants of the DD (drivers, pedestrians, cyclists, drivers of horse-drawn vehicles);

violation of the rules of road maintenance;

violation of the rules of maintenance of vehicles;

violation of traffic rules;

violations committed by the ATP administration.

Types of violations reveal the content of incorrect actions leading to an accident:

for drivers this is speeding, non-compliance with the distance, non-compliance with the order of passage, etc.;

for vehicles is malfunction of brakes, steering, chassis, lighting and alarm devices, etc.;

for pedestrians is crossing in front of a nearby vehicle, moving in a prohibited place, walking along the roadway, etc.;

for roads is slippery surface, presence of potholes, irregularities, small turning radius, poor condition of roadsides;

for the organization of DD is incorrect placement of signs, markings, poor organization of traffic light regulation.

The causes of violations reveal is a set of phenomena that cause traffic violations - these are:

disregard for the rules of the road;

overestimating your capabilities;

fatigue and overwork of the driver.

ACCIDENT ACCOUNTING

Accounting is maintained by institutions related to the organization of traffic and the operation of motor transport = these are internal affairs agencies (traffic police), enterprises operating vehicles, road and utility organizations.

1) Internal affairs bodies (traffic police) take into account road accidents at the place of their commission in the assigned territories;

All accidents are divided into three groups:

1. Road accidents in which people were killed or injured. Information about them is entered into a special accident record card and they are included in the State statistics;

2. An accident with material damage without casualties. Information about them is not included in the State Statistical Report, but is generalized and analyzed at the level of regions, cities, districts;

3. Road accidents that, according to formal signs, can be qualified as an accident, but are not included in the State Statistics - these are:

a) accidents with agricultural machines during their main operations;

b) an accident that occurred as a result of intentional actions aimed at causing this or that damage (intentional actions must be recognized in court);

c) an accident resulting from natural disasters (lightning strike, falling trees, stones);

d) an accident resulting from a violation of TB, if the driver was not driving at the time of the accident;

e) accidents in protected areas of enterprises; f) An accident during a sports competition.

2) Enterprises operating vehicles keep records for their cars regardless of the place of the accident.

The Ministry of Transport of the Russian Federation, in coordination with the Ministry of Internal Affairs of the Russian Federation, has developed a form for recording road accidents by vehicle owners.

3) Road and utility organizations take into account accidents that occurred on the road they serve, regardless of the vehicle ownership.

4) Medical institutions keep records of the dead and injured in road accidents.

From the general group of accidents, it is necessary to distinguish road traffic crimes. These are criminally punishable accidents. These include road accidents that have led to criminal penalties for those responsible for the consequences of an accident.

DRIVER'S PROFESSIONOGRAM

Driving skills are determined by the driver's knowledge, skills, physiological qualities and his mental state. The complex of psychophysiological qualities of a driver that directly affect his activity when driving a car is called a profession. It includes the physiological qualities of the driver necessary for him to perceive information, analyze it, make a decision and implement it, as well as mental and personal qualities that have a direct impact on the speed and correctness of the process from the perception of information to the implementation of the decision. On the basis of the professional program, it is possible to more qualitatively determine the correspondence of the psychophysiological qualities of a person to the driver's profession.

The mental and physiological properties of a person are inherent, but are largely acquired in the process of learning and accumulating experience of driving a car.

As already noted, the driver's professionogram includes:

1. Physiological qualities (sensations, perceptions, reactions, attention, memory, thinking).

2. Mental qualities (emotional stability, ability to act correctly in difficult conditions, type of higher nervous activity (choleric, sanguine, melancholic, phlegmatic)).

3. Personal qualities (energy, determination, sense of responsibility, discipline; interest in the profession, attitude in the collective; selfishness, rudeness, politeness).

Mental qualities have a significant impact on the actions of the driver. The driver makes the most correct and quick decisions in a normal mental state. Excitement as well as depression worsen the decision-making process.

Personality consists of a large variety of qualities that are interconnected. These are abilities, interests, temperament, character, inclinations, attitude to the profession. Personal qualities largely determine his professionalism. As studies show, drivers who systematically violate traffic rules and get into accidents are mostly selfish, frivolous, often violating the norms of public life. On the contrary, drivers who work without accidents are those who love their profession, highly disciplined, balanced, resourceful, they have a broader outlook.

MODELING IN THE DRIVER'S ACTIVITY

The main load during the driver's work is borne by his nervous system, since all his actions are caused by the receipt of a continuous flow of information from the senses and the reactions caused by this information.

Before solving this or that task (to perform this or that action), a person must build objects of the external world in his mind. For example, when searching for a specific part on one of the shelves of a rack (say, a clutch plate), a person should imagine the general appearance of this part, its shape, color; in addition, mentally reproduce the shelves of the rack and outline the one on which the finding of the part is more likely. After that, he approaches the rack and begins to compare the model built in his mind with real details. If they match, the problem is considered solved.

Objects constructed in the human mind have nothing in common with real ones, but are built in the nerve cells of the brain, or rather are

recorded on the particles of nerve cells using a certain code. Such records can be called information models of objects of the external world in a person's mind. Internal work with these information models prepares the solution of the problem, insures against incorrect actions.

Psychology is just the science of the construction and operation of information models in human consciousness.

The driver may not stop the car if a pedestrian crosses the roadway. Here, a model of the movement of a car and a pedestrian appears in the driver's mind. The dynamics of these models overtake events. On the model, the driver sees that the trajectories of the car and pedestrian do not overlap, and does not slow down. If the trajectories intersect, the driver increases or decreases the speed to prevent an accident. The more accurate the simulation is carried out, the more optimal the decision will be.

Thus, all driver activity is based on information modeling. Models of objects of the external environment (pedestrians, cars, stationary objects), a model of oneself as a moving object among other objects, allow the driver to choose the optimal solution.

The ability to drive a car safely is acquired in the process of professional training. During training, special connections are created in the human central nervous system, the so-called dynamic stereotypes, which form the physiological basis for the formation of skills.

Dynamic stereotype is a certain sequence of decisions and actions in a given situation. The stereotype includes a large number of different movements that are consistently performed during work and are constantly repeated (the beginning of the movement of the car, gear shifting, braking, etc.).

As a result of the development of a dynamic stereotype, certain actions are performed to control the car without the use of information modeling.

DRIVER RELIABILITY

This term is often used when evaluating the operation of components and assemblies of vehicles, technical devices, and is less often used when evaluating human performance.

Reliability is understood as the property of a product to perform specified functions, maintaining operational performance within the specified limits under specified conditions and for a specified period of time.

In some cases, reliability in relation to the driver is replaced by the concept of "training". At the same time, a driver who possesses the necessary knowledge and skills often makes mistakes that young, insufficiently experienced drivers make.

The reliability of the driver is his ability to accurately control the vehicle.

The main factors determining the reliability of the driver include its suitability for vehicle management; preparedness; working capacity.

Suitability is determined by: 1) medical examination of the state of health and functioning of the senses, 2) psycho-physiological (PF) examination of perception, attention, reaction, emotional stability.

Suitability is currently established by the medical commission through the medical examination of persons applying for a driver's license, and periodic examination of drivers in the future (at least once every 3 years).

However, the commission does not evaluate such important qualities for the driver's profession as reaction speed, ability to dark and light adaptation, characteristics of attention, perception, emotional stability, mental and personal qualities, and a number of others.

All this limits the possibility of an accurate assessment of the PF of the qualities of future drivers and their suitability for driving a vehicle. In addition, as already noted, PF qualities change significantly with the age of a person. Consequently, in the course of professional activity of drivers, in

addition to periodic medical re-examination, it is necessary to systematically monitor their PF characteristics.

The problem of determining the suitability of a person to drive a vehicle in the difficult conditions of modern road traffic is faced with the solution of an increasingly aggravating contradiction. On the one hand, high speeds and traffic intensity, the constant impact of many interferences, the tension associated with the danger of an accident, cause an increase in the requirements for the PF of the driver's condition. On the other hand, the automatization of society requires an increasing number of people who have mastered the profession of a driver.

In Russia, as well as all over the world, they are following the path of more accurate identification of shortcomings in the PF of a person who are not compatible with driving a car, and improvement of vehicles and means of traffic regulation that provide compensation for certain PF shortcomings (manual control, admission to driving of people with hearing impairment).

However, not all PF characteristics can be compensated. The VNIIBD conducted a study of the possibility of obtaining a driver's license for a group of students applying for driver's licenses. It was found that:

20% of students learn the program ahead of schedule and pass the exam the first time;

70%, with some variation in terms and quality of training, are generally able to master the driver's profession.;

10% are not suitable for driving a vehicle or need a special training regime and subsequent work.

All the students passed the medical commission, she did not show these 10% (in practice, these are potential participants in an accident). This is a significant disadvantage of the current system of professional driver selection.

Preparedness is being determined: 1) formation of knowledge, skills, skills in vehicle management, 2) formation of high moral qualities, responsibility for the life and health of people, preservation of the environment.

Preparedness is provided by the purposeful formation of professional abilities and mental properties in drivers that ensure successful work in any conditions.

Psychological preparedness implies the presence of quick and accurate perception, good reaction, attention, emotional stability, self-control, the ability to predict changes in road conditions, quick decision-making in acute situations, and most importantly, to avoid and prevent such situations.

The issues of the formation of high moral qualities in the training of drivers in our country are currently not given due attention

The level of preparedness should be assessed after long breaks in the driver's work (illness, vacation) during which professional skills in driving are lost, which the driver often does not notice.

Driver's operability is the condition in which he can perform the specified functions (drive the car accurately) depends on the driver's condition (painful, fatigue, alcohol intoxication, inhibited state, stress). The working condition is ensured: 1) rationing the work and rest regime of drivers, 2) conducting pre-trip, and in some cases, post-trip medical control of drivers.

As the work is carried out, processes occur in the human body, which at some point lead to fatigue. Fatigue is a temporary decrease in performance that occurs during work. The accumulation of fatigue as a result of the discrepancy between the time of work and rest leads to a painful state, overwork. The essence of fatigue is a change in the dynamics of nervous processes (reaction time increases, accuracy decreases, coordination of movement decreases, visual acuity decreases and other psycho-physiological characteristics that affect DB).

Fatigue prevention is the correct mode of work and rest, rational design of controls and the creation of a driver's position when driving a car that provides minimal energy consumption, optimal microclimate of the cabin.

Of exceptional importance in the driver's activity is his emotional state, which in many cases determines the correctness and accuracy of actions. Therefore, the emotional features of the professional activity of the driver should be given increased attention.

PUBLIC AUTHORITIES AND MANAGEMENT

The most important representatives of state authorities are the President, government, legislative bodies of the Russian Federation. They solve the most fundamental and fundamental issues of the organization of DD - regulation of the scale of motorization, development of the road network, development of legislative acts on DD, standardization of requirements for elements of the VADS system.

Considering DD as an object of influence, it should be attributed, as already noted, to the social system. The most effective form of management of social systems is the introduction of regulation, that is, the introduction of laws, rules, standards, instructions, orders, the implementation of which would be ensured by the force of state power.

The main tasks of public authorities are:

- timely development of new regulatory documents and their implementation;

- organization of their study, conducting explanatory work among the participants of the movement on the expediency and necessity of their implementation;

- monitoring compliance with applicable regulations;

- compulsion, if necessary, to fulfill them.

Regulatory documents in force in the field of database security. Accident statistics show that almost every accident is associated with a violation of existing regulatory documents (laws, rules, instructions, orders, GOST standards). Let's look at the most important documents related to the database.

The main document defining the directions of the state policy on accident prevention in the country is the Federal Law "About road safety", which defines the tasks in the field of DB in road transport - these are the protection of life, health and property of citizens, protection of their rights and interests, as well as the interests of society and the state.

The law formulates the term "ensuring road safety" – an activity aimed at preventing the causes of road accidents, reducing the severity of their consequences.

The law establishes the tasks of the state in the field of ensuring traffic safety - this is the development and introduction on the territory of the Russian Federation of a unified system of rules, standards and other regulations in the field of DB maintenance; development and approval of federal DB improvement programs and their financial support; issues of organizing driver training; issues of teaching the population the rules of safe behavior on the roads; coordination of DB medical support activities, organization of scientific and technical research of federal significance on DB support issues, organization and implementation of state supervision and control over activities in the field of DB support, organization of licensing of activities related to traffic safety.

The law also defines the tasks of the subjects of the Russian Federation in the field of database maintenance, which in general correspond to the tasks of the state, but are already solved at the level of regions, territories, republics.

The law defines the requirements for drivers, in particular, to increase their reliability, the right to operate buses (category

"D") is provided to persons who have reached the age of 20.

The Law defines the requirements for vehicles: norms, rules and procedures for maintenance and repair are established by vehicle manufacturers, taking into account their operating conditions.

The Law defines the requirements for roads in their design, construction and reconstruction; for vehicles in their production,

maintenance and repair, the basic requirements for the training of vehicle drivers.

The law defines the rights and obligations of road users - this is the right to move freely and unhindered on the roads of the Russian Federation in accordance with and on the basis of established rules; to receive explanations from officials supervising road traffic in cases of certain restrictions on the rights of road users;

receive complete and reliable information about traffic conditions on the roads; receive free medical and other necessary assistance in case of an accident from organizations and officials whose activities are related to traffic safety.

The law states that the exercise by the participants of the movement of their rights should not restrict or violate the rights of other participants of the road movement. For violation of traffic safety requirements, the law provides for the introduction of disciplinary, administrative and legal liability.

Article 20. The Federal Law defines the basic requirements for ensuring road safety for legal entities and individual entrepreneurs when they carry out activities related to the operation of vehicles.

It is also noted that legal entities and individual entrepreneurs engaged in road transport should ensure that the organization has a person responsible for ensuring road safety and has passed certification for the right to hold the appropriate position.

It is indicated that legal entities engaged in transportation by motor transport may establish special rules and impose additional requirements on drivers of vehicles to ensure road safety, taking into account the specifics of transportation and within the limits of the current legislation of the Russian Federation on road safety.

The requirements of article 20 relate to licensing requirements..

Violation of the legislation of the Russian Federation on road safety entails, in accordance with the established procedure:

disciplinary, administrative, criminal and other responsibility.

One of the most important documents for carriers is Requirements for ensuring road safety imposed when licensing transportation activities on auto-mobile transport, in which the requirements for road transport enterprises on DB issues are presented in a concise form, namely the requirements for the manager, for the driver, for the car and for the safe organization of transportation.

For bus companies, the most important document is the "Regulation on ensuring the safety of passenger transportation by buses", which presents the main tasks of legal entities and individual entrepreneurs to ensure the safety of passenger transportation - these are:

fulfillment of the requirements established by legislative and other regulatory legal acts of the Russian Federation for the level of qualification, health status, behavior when participating in road traffic, work and rest regimes of bus drivers (ensuring professional reliability of bus drivers);

- maintenance of buses in technically sound condition, prevention of failures and malfunctions during their operation on the line;
- ensuring safe road conditions on the routes of road transport;
- organization of the transportation process using technology that ensures safe conditions for passenger transportation.

The "Regulations ..." also presents the requirements for the equipment of stopping points, railway crossings, ferry crossings. The requirements for the organization of tourist and excursion and special transportation, transportation of children, transportation on mountain routes and a number of others are presented.

To improve the reliability of bus transportation, it is provided:

- conducting a survey of bus routes for compliance with traffic safety requirements before their opening and during operation-at least twice a year (by autumn-winter and spring-summer);
- prohibition of the opening of regular bus routes passing through unregulated railway crossings, as well as through ice crossings;
- the opening of regular bus traffic can be organized on roads of 1 - 4 categories.
- admission to the management of buses carrying out intercity, international transportation, transportation of children under 16 years of age drivers who have continuous experience as a bus driver for at least the last three years;
- prohibition of the use of buses with a mileage of more than 300 thousand kilometers on mountain routes from the beginning of operation; at the same time, the height of the tread pattern of bus tires must be at least 3.0 mm;
- the choice of the location of bus stops is carried out by bus owners in accordance with the current regulatory documents.

Special attention is paid to ensuring the safety of transportation of children:

- when transporting children by buses, the speed of movement is chosen by: the driver (and when accompanied by a senior), depending on road, meteorological and other conditions, but the speed should not exceed 60 km/ h;
- transportation is carried out accompanied by adults, while accompanying persons must be: at each door of the bus;
- the State Automobile Inspection (Traffic Police) agencies are notified about the organization of school transportation, mass transportation of children (to labor and recreation camps, etc.).

One of the important documents defining the requirements for managers and specialists of road transport enterprises whose activities are related to ensuring traffic safety is the Regulation on the procedure for certification of Persons holding the positions of executive managers and Specialists of Transport Enterprises. In accordance with this document, persons associated with the provision of databases undergo periodic certification for the right to occupy these positions.

Attestation is subject to:

- heads of enterprises or their deputies responsible for traffic safety;
- heads of departments of operation, traffic safety, technical control;
- heads of convoys and atotryads;
- specialists (dispatchers, mechanics of OTC, mechanics of columns and ot- rows).

ЗАКЛЮЧЕНИЕ

Процесс изучения иностранного языка расширяет кругозор студентов, обеспечивает повышение исходного уровня владения языком, содействует формированию иноязычной коммуникативной компетенции, то есть способности и реальной готовности осуществлять иноязычное общение и добиваться взаимопонимания с носителями иностранного языка.

Работа над оригинальными научно-техническими текстами, представленными в пособии, а также выполнение упражнений на закрепление навыков чтения и перевода, способствует профессиональному развитию студентов в сфере технологии транспортных процессов, содействует формированию специалиста в направлении использования иноязычной компетенции в профессиональной деятельности.

VOCABULARY

admit to the country – разрешить въезд в страну
attorney – адвокат, юрист, поверенный
bale – кипа товара, тюк
consignment – 1) транспортная накладная, 2) партия груза, груз
convenience foods – консервированные, быстрозамороженные продукты и полуфабрикаты
cargo bed – грузовая платформа
crate – 1) решётчатая тара, ящик, 2) крейт, контейнер с ячейками
customs – 1) таможенные пошлины 2) таможня
customs authority – таможенная администрация
customs broker – агент по таможенной очистке импортных грузов
customs clearance – очистка от таможенных пошлин
customs seal – таможенная печать, таможенная пломба
DHL mail – экспресс-почта
dump – выгружать, разгружать, сваливать
dump truck – самосвал
handling – обработка грузов (погрузочно-разгрузочные работы, сортировка, упаковка, маркировка и прочие подобные работы)
email – отправлять по электронной почте
haulier – автотранспортная организация б перевозчик
hazardous cargo – опасный груз
inventory – материально-производственные запасы; инвентаризация
loose material – сыпучий материал
LTL- less than truckload – количество груза меньше минимального оплачиваемого по льготному тарифу
payload – полезная нагрузка, оплачиваемый груз, грузоподъемность
perishable – скоропортящийся груз, товар
portable container – переносной контейнер
purchasing – покупка, закупка, приобретение

ramp – 1) пандус 2) наклонная плоскость 3) «лежачий полицейский»
(искусственная неровность для ограничения скорости транспорта)

retail – розничная продажа

restricted goods – ограничиваемые товары (товары для производства или экспорта/ импорта которых требуется специальное разрешение)

seize – 1) захватывать 2) задерживать 3) налагать арест

seizure – 1) захват 2) конфискация 3) наложение ареста

strap – 1) лента, ремень; стягивать ремнем 2) скоба, хомут, строп;
скреплять скобой

tailgate – задняя дверь (автофургона), задний откидной борт

tarpaulin – брезент, покрывать брезентом

Third Party Logistics (3PL) – логистика третьей стороны – при привлечение внешних ресурсов (аутсорсинг) – означает предоставление комплекса логистических услуг в виде внешнего специализированного агентства для организации логистики компании.

tow – буксир, буксировать

VAT – value-added tax – налог на добавленную стоимость - НДС

vendor – поставщик, продавец

warehousing – хранение на складе, складирование

ABBREVIATIONS

A.F.B. air freight bill

a.a.r. against all risks

ADR Automatic Distance Regulation,

asap as soon as possible

B/D bank draft

B/E bill of exchange

B/L bill of lading

CAD cash against documents

C.C. charges collect

CFR cost and freight

c.i.f. cost, insurance, freight

CIP carriage and insurance paid to Co company

COD cash on delivery

COS cash on shipment

C&F Cost and freight

c.p.d. charterer pays dues

CWO Cash With Order

D/A documents against acceptance

DAF delivered at frontier

DDP delivered duty paid

DDU delivered duty unpaid

Dep. departure

DEQ delivered ex quay

DES delivered ex ship

D/P documents against payment

EC European Community

ECB European Central Bank

EEA European Economic Area
EEC European Economic Community
Encl., enc(s) enclosure(s)
ETA estimated time of arrival
EXW ex works
EZC European zone charge
FAS free alongside ship
FCA free carrier
FCR forwarding agent's certificate of receipt
FCT forwarding agent's certificate of transport
FOB free on board
GATT General Agreement on Tariffs and Trade
GmbH limited liability company (Ger.)
FCL Full container load
FIO Free in and out
FOR Free on rail
FOT Free on truck
FPA free from particular average
HAWB House air waybill
HGV heavy goods vehicle
HMS Her Majesty's Ship
HP hire purchase
IATA International Air Transport Association
ICAO International Civil Aviation Organisation
ICC International Chamber of Commerce
Incoterms international commercial terms
IMDG International Maritime Dangerous Goods
OU "I owe you"

ISO International Standards Organisation
L/C letter of credit
LLC limited liability company m/d month after date
LTD private limited company
MS motor ship
(MV) motor vessel
O/O to the order of Pc(s) piece(s)
PIN personal identity number
pd paid
p.o.d. paid on delivery
ppd pre-paid
RID Regulations Concerning the International Transport of Dangerous Goods by Rail
recd. received
regd. registered
R.O.G. receipt of goods
SWIFT Society for Worldwide Interbank Financial Telecommunication
T.T. telegraphic transfer
TIR transport international routier
WB (w/b) waybill
WMS warehouse management systems
WCS warehouse control systems

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