

Operativa específica de logística y transporte en inglés

Terminología de transporte en inglés

Vocabulario y expresiones

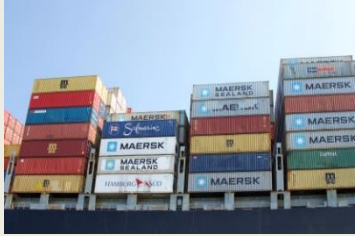








Shipping company
 Freight
 Freight Forwarder
 Air freight
 Ocean freight
 Carrier
 Cargo containers
 Truck / Lorry
 HGV – Heavy Goods Vehicle
 Trucker / Lorry Driver
 Port

Naviera
 Carga
 Transitario
 Transporte aéreo
 Transporte marítimo
 Transportista
 Contenedores de carga
 Camión
 HGV - Vehículo pesado
 Transportista
 Puerto

Dock worker
 Vessel
 Load
 Unload
 Pallet
 Inventory
 Customs
 Customs duty
 Warehouse
 Supply Chain
 Backlog
 Delivery time

Operario de muelle
 Buque
 Carga
 Descarga
 Palé
 Inventario
 Aduana
 Arancel
 Almacén
 Cadena de suministro
 Trabajo atrasado
 Plazo de entrega

Ejercicio 2-1-1 – Identificar imágenes y vocabulario.

		
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Ejercicio 2-1-2 – Búsqueda de definiciones.

Match each word on the left with its definition on the right	Enlaza cada palabra de la izquierda con su definición a la derecha
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- | | |
|--|---|
| <ol style="list-style-type: none"> 1. Ocean freight 2. Customs duty 3. Warehouse 4. Port 5. Dock worker 6. Delivery time 7. Carrier 8. Vessel 9. Inventory 10. Cargo container | <ol style="list-style-type: none"> a. Any object that can be used to hold things b. Individuals who work in the loading and unloading of ships c. An opening in a vessel's side (as for admitting light or loading cargo) d. A watercraft bigger than a rowboat e. A complete list of items f. An individual or organization engaged in transporting passengers or goods for hire g. A large building where goods may be stored prior to their distribution for sale h. The amount of time it takes for a company to complete the delivery of a product or service i. The movement of goods internationally by sea j. The tax imposed on goods when they are transported across international borders |
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Ejercicio 1-2-3 – Identificar tipos de vehículos de transporte por carretera.

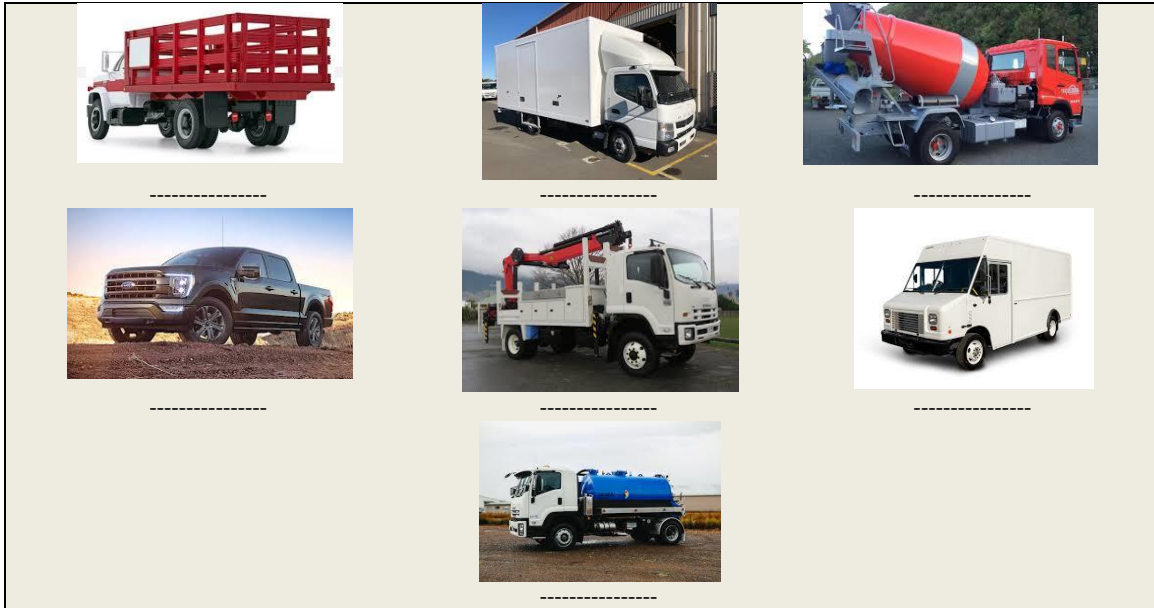
Translate the following types of road transport	Traduce los siguientes tipos de transporte por carretera
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Concrete mixer
Dump truck
Boom crane
Step van
Stake truck
Luton truck
Semitrailer
Tractor

Pick up truck
Tank truck
Truck
Tow truck
Refrigerated truck
Flatbed truck
Trailer
Box truck

Next, label each type of transport with its corresponding picture	Seguidamente, identifica cada tipo de transporte con su foto correspondiente
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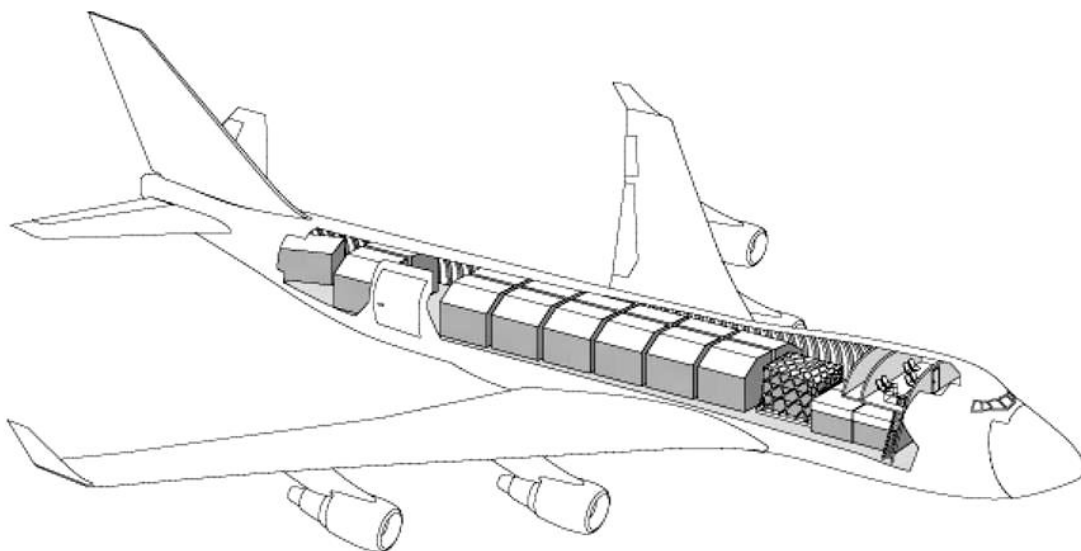
Ejercicio 1-2-4 – Partes de un avión de carga.

Identify the parts of a cargo plane. Use the dictionary to help you

Identifica las partes de un avión de carga. Utiliza el diccionario para ayudarte

Compartment
Engine
Nose cargo door
Main cargo door
Main cargo deck
Jumpseats
Cockpit

Tail
Flaps
Wing
Stabilizer
Fuselage
Elevator
Rudder










Ejercicio 1-2-5 – Tipos de buques de transporte.

Match each type of transport vessel with its definition in English	Identifica cada tipo de navío de transporte con su definición en inglés
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- | | |
|---|---|
| <ol style="list-style-type: none"> 1. Bulkcarrier 2. Container ship 3. General cargo ship 4. Reefer vessel 5. Heavy lift vessel 6. Roll-on / roll-off vessel 7. Oil tanker | <ol style="list-style-type: none"> a. The ideal solution for the transport of perishable goods, such as certain types of foodstuffs. b. Specifically designed for the transport of wheeled vehicles: cars, trucks, machinery, etc. For this reason, they have immobilisation elements to secure this type of goods. c. Used for the maritime transport of bulk cargo such as minerals, fertilisers, etc. d. They are often used in large industrial projects because of their ability to carry extremely heavy loads. e. In this case it does not allow the use of containers. It is usually used for the transport of dry cargo and has its own cranes for loading and unloading goods. f. Tanker used to transport oil. g. This type of vessel has established itself as the most widely used for the transport of goods by sea. |
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Match each type of ship with its corresponding picture	Une cada tipo de navío con su foto correspondiente picture
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 <p>-----</p>	 <p>-----</p>	 <p>-----</p>
 <p>-----</p>		

Las rutas aéreas más transitadas del mundo

<p>The 10 busiest air routes in the world in 2023 were domestic connections and most were in Asia, according to business aviation specialist and content creator Sam Chui</p>	<p>Las 10 rutas aéreas más transitadas del mundo en 2023 fueron conexiones nacionales y la mayoría se encuentran en Asia, según destaca el especialista en aviación comercial y creador de contenidos Sam Chui</p>
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World's busiest air transport routes

The longest route is between New York and Singapore and the most prevalent routes link North American cities with Southern China (Hong Kong, Guangzhou, Taipei), using polar routes.


The second cluster concerns long-distance flights from North America to the major air hubs of the Middle East (Dubai, Abu Dhabi, Doha). The airlines of these hubs have been very proactive in setting several long-distance services to large cities in Europe and North America to reinforce their connectivity.

Since customers prefer direct flights, a greater number of long-distance nonstop flights is emerging as a new generation of long-range fuel-efficient aircrafts become mainstream, such as the B787 (2014) and the A350 (2015).

These new aircrafts are particularly relevant since they offer a higher level of comfort for the passengers (higher cabin air pressure and humidity), which makes a big difference over long flights.

El Canal de Panamá

<p>The Panama Canal is a navigation channel sandwiched between the Caribbean Sea and the Pacific Ocean. It crosses the narrowest point of the Isthmus of Panama. It is considered one of the world's greatest engineering works of the 20th century and operates through locks at each end that lift ships into the Gatun Lake, an artificial lake created to reduce the amount of work required to excavate the canal.</p>	<p>El canal de Panamá es un canal de navegación ubicado entre el mar Caribe y el océano Pacífico. Atraviesa el punto más estrecho del istmo de Panamá. Es considerado como una de las grandes obras de la ingeniería mundial del siglo XX y funciona a través de esclusas en cada extremo que elevan los barcos hasta el lago Gatún, un lago artificial creado para reducir la cantidad de trabajo requerido para la excavación del canal.</p>
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The Panama Canal

The Panama Canal connects the Atlantic and Pacific oceans through the Isthmus of Panama. The length of the Panama Canal from coast to coast is about 65 km and from deep water in the Atlantic to deep water in the Pacific about 82 km.

The canal was completed in August 1914. It is one of the two most strategic man-made waterways in the world, the other being the Suez Canal. Ships sailing between the east and west coasts of the United States, which would otherwise be forced to round Cape Horn in South America.

They also save up to 6,500 km on voyages between one coast of North America and ports on the other side of South America. Ships sailing between Europe and East Asia or Australia can save up to 3,700 km by using the canal.



The Panama Canal opened in 1914 and was completed in 1979. It is controlled solely by the United States, which built it. In 1979, however, control of the canal passed to the Panama Canal Commission, a joint body of the United States and the Republic of Panama.

When passing from the Atlantic to the Pacific, ships enter the Limon Bay approach channel, which extends some 11 km to the Gatun Locks. At Gatun, a series of three locks lifts ships 26 metres into Gatun Lake.

Ejercicio 1-2-6 – Canal de Panamá.

<p>Answer the following questions according to the text above. Provide the necessary supporting text lines to justify your answer</p>	<p>Contesta a las siguientes preguntas según el texto anterior. Anota las líneas del mismo necesarias para justificar la respuesta</p>
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<p>The canal contributes to shorten distances across the globe</p>	
<p>The Panama Canal is not a state-of-the-art infrastructure</p>	
<p>The length of the canal takes just a few miles to cross</p>	
<p>Panama is the narrowest area of the American continent</p>	
<p>In the past, the Canal was run by the USA alone</p>	
<p>The canal is a unique hotspot together with the Suez's</p>	

Plazos y condiciones de transporte

Características del envío estándar internacional

[AUDIO 2-2-1 – STANDARD INTERNATIONAL SHIPMENT]

Read the following text on the features of international standards shipping

Lee el siguiente texto acerca de las características de envíos internacionales normalizados

Standard international shipment

For personal or professional reasons, it is likely that you will need to send a shipment to an international destination, so it is advisable to emphasise the specific characteristics in order to know in advance the differences with national shipments. In international cases, location plays a fundamental role in establishing prices and transport times.

In addition, we must also bear in mind that not all national courier companies operate in every country in the world, so the shipping options will be more limited, especially if the country is outside the European Union. Finally, we must also point out that, in international shipments, more documentation will be required when managing the process.

Intrastat. Estadística de transporte.

Intrastat is a statistics document that must be submitted when goods are sold to other EU countries and the volume of sales surpasses a specific value. Intrastat declarations register the movement of goods (dispatches and arrivals) among EU member states.

El Intrastat es una declaración estadística que se debe presentar cuando se vende productos a otros países de la UE y el volumen de ventas excede un determinado valor. Las declaraciones Intrastat recogen el movimiento de mercancías (expediciones y llegadas) realizados entre los estados miembros de la UE.

Invoice declared amount and statistical value

For the purposes of the Intrastat filing, the amount invoiced should be considered to be the taxable base for VAT. The taxable base for VAT in the case of deliveries of goods is made up of the total payment received by the supplier, including subsidies directly associated with the transaction price.

The statistical value represents the value that the goods at the time of arrival in Spain, in the case of inputs, or departure from Spain, in the case of outputs, in/from the Spanish statistical territory, deducting only taxes on consumption and no other taxes, and also imputing the proportional share of transport and insurance costs of the route to the point at which the merchandise moves into or out of Spain.

The value must be entered as a whole number or to two decimal points, depending on the type of procedure used, and in accordance with the technical requirements of each procedure. The Intrastat declaration shall not be rectified if the statistical value has to be amended after the goods have been lodged as a result of credit notes, rebates or similar.

Ejercicio 2-2-1 – Intrastat.

Read the text above on Intrastat, translate the terms you don't know and answer True / False to the following statements in English	Lee el texto anterior referido a Intrastat, traduce los términos que desconozcas y contesta verdadero o falso (True / False) a las siguientes afirmaciones en inglés
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1	Tax base includes VAT	
2	All Intrastat taxes are deductible	
3	The amount valid for Intrastat declaration is made up of real numbers	
4	Grants are included in the taxable amount	
5	The Intrastat declaration can be amended at a later date	
6	Transportation costs do not count for Intrastat	

Incoterms. Condiciones y responsabilidades de transporte.

The INCOTERMS stipulate standards for the distribution of costs and risks agreed between a buyer and a seller in an international sales contract	Los INCOTERMS establecen criterios para la distribución de gastos y riesgos entre comprador y vendedor en un contrato de compraventa internacional
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INCOTERMS

The main advantage of INCOTERMS is that they simplify a number of conditions that have to be fulfilled by both contracting parties. The Incoterms represent acceptance by the parties voluntarily. However, 71 countries have ratified the CISG, the mandatory legal treaty.

In addition, a contract for the international sale of goods may allow for additional conditions that must be carefully established.

The INCOTERMS apply only to the international sale of goods, not to the sale of services, which are intangible in terms of logistics. The INCOTERMS regulate the delivery of goods, the transfer of risks, the distribution of costs and the formalities of customs documents. They are initials that ensure the transport and its conditions.

Importers and exporters should consider which incoterms is best for them before the contract of sale is negotiated. This can prevent unnecessary complications. Choosing an incoterm means procedures when multiple parties and stakeholders are involved. These globally accepted terms ensure the timely payment of goods, services, and duties, while protecting suppliers, carriers, and buyers.

Characteristics of INCOTERMS

Goods delivery	Transfer of risk	Expenditure sharing	Customs documents
Direct delivery: terms 'E' and 'D'. Indirect delivery: 'F' and 'C' terms.	The geographical location can be the manufacturing plant, dock, ship's rail, etc. The timing is defined by the delivery time of the goods.	The seller usually covers the costs of making the goods ready for delivery and the buyer is responsible for the other costs.	There is only one INCOTERM without export customs clearance: EXW (Ex Works). The others are 'with clearance': export is the responsibility of the seller.

Ejercicio 2-2-2 – Incoterms.

Read the text above on INCOTERMS, translate any unknown words and answer true or false to the following statements in English	Lee el texto anterior referido a los INCOTERMS, traduce los términos que desconozcas y contesta verdadero o falso (True / False) a las siguientes afirmaciones en inglés
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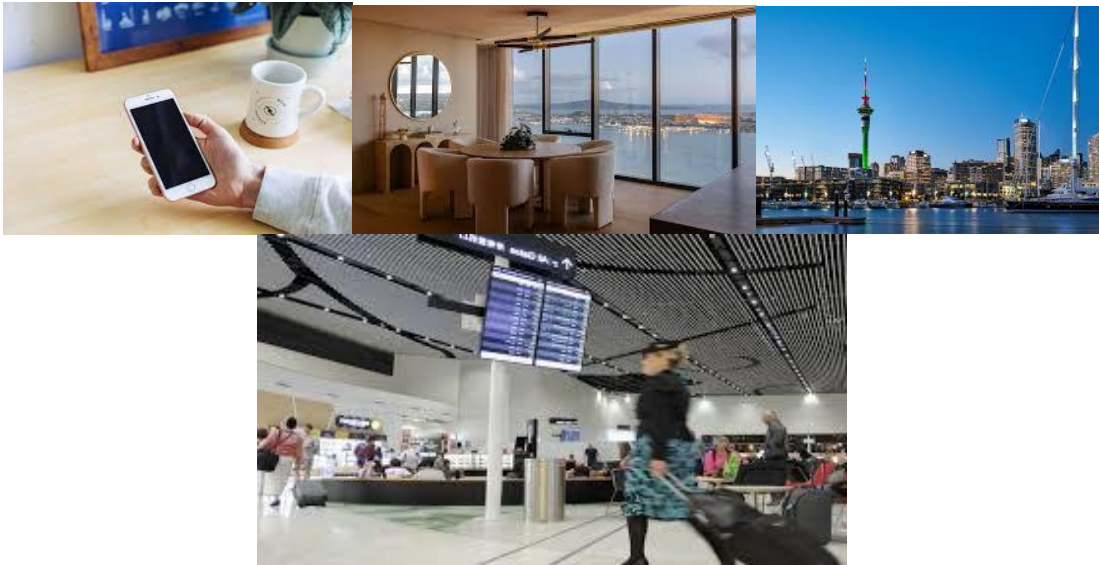
1	CISG is equivalent to the Incoterms standard	
2	INCOTERMS simplify the export process	
3	INCOTERMS also apply to purchases on national territory	
4	INCOTERMS are clauses for international trade	
5	Time and place are two variables to be considered in INCOTERMS	
6	Risks are always on the buyer's side	

Lista de los INCOTERMS

The following is a list of INCOTERMS used in international transport. These INCOTERMS are up to date at the time this issue was published	A continuación, un listado de los INCOTERMS utilizados en transporte internacional. Estos INCOTERMS están actualizados en fecha de edición de este ejemplar
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- EXW -- Ex-Works / Ex-Warehouse
- FCA -- Free to Carrier
- FAS -- Free Alongside Ship
- FOB -- Free On Board
- CFR -- Cost and Freight
- CIF -- Cost, Insurance and Freight
- CPT -- Carriage Paid To
- CIP -- Carriage And Insurance Paid To
- DAP -- Delivered At Place
- DPU -- Delivered At Place Unloaded
- DDP -- Delivered Duty Paid

Incoterms applied to transport	
Maritime transportation only	Multimodal transport
FAS, FOB, CFR, CIF	Rest



Detalle de los INCOTERMS

EXW Ex-Works or Ex-Warehouse	FCA Free Carrier	FAS Free Alongside Ship
<p>Ex works is when the seller places the goods at the disposal of the buyer at the seller's premises or at another named place (i.e., works, factory, warehouse, etc.).</p> <p>The seller does not need to load the goods on any collecting vehicle. Nor does it need to clear them for export, where such clearance is applicable.</p>	<p>The seller delivers the goods to the carrier or another person nominated by the buyer at the seller's premises or another named place. The parties are well advised to specify as explicitly as possible the point within the named place of delivery, as the risk passes to the buyer at that point. It allows for the issuance of a Bill of Lading with an onboard notation.</p>	<p>The seller delivers when the goods are placed alongside the vessel (e.g., on a quay or a barge) nominated by the buyer at the named port of shipment. The risk of loss of or damage to the goods passes when the products are alongside the ship. The buyer bears all costs from that moment onwards.</p>
FOB Free On Board	CFR Cost and Freight	CIF Cost, Insurance and Freight
<p>The seller delivers the goods on board the vessel nominated by the buyer at the named port of shipment or procures the goods already so delivered. The buyer becomes responsible for bearing all costs and risks from the moment the goods are on board the vessel, so the buyer will pay for the International transportation, insurance, and any further costs.</p> <p>Seller's costs include delivering the goods to the port of shipment, loading costs onto the vessel, and export duties, taxes, and customs clearance.</p> <p>Buyer covers costs including main carriage (freight) costs from the port of loading to the port of destination, unloading costs at the destination port, and import duties, taxes, and customs clearance at the destination country.</p>	<p>The seller delivers the goods on board the vessel or procures the goods already so delivered.</p> <p>The risk of loss of or damage to the goods passes when the products are on board the vessel.</p> <p>The seller must contract for and pay the costs and freight necessary to bring the goods to the named port of destination.</p>	<p>The seller delivers the goods on board the vessel or procures the goods already so delivered. The risk of loss of or damage to the goods passes when the products are on the ship.</p> <p>The seller must contract for and pay the costs and freight necessary to bring the goods to the named port of destination. The seller also contracts for insurance cover against the buyer's risk of loss of or damage to the goods during the carriage. The buyer should note that under CIF the seller is required to obtain insurance only on minimum cover. Should the buyer wish to have more insurance protection, it will need either to agree as much expressly with the seller or to make its own extra insurance arrangements.</p>
CPT Carriage Paid To	CIP Carriage And Insurance Paid To	DAP Delivered At Place
<p>The seller delivers the goods to the carrier or another person nominated by the seller at an agreed place (if any such site is agreed between parties).</p> <p>The seller must contract for and pay the costs of carriage necessary to bring the goods to the named place of destination.</p>	<p>The seller has the same responsibilities as CPT, but they also contract for insurance cover against the buyer's risk of loss of or damage to the goods during the carriage. The buyer should note that under CIP the seller is required to obtain insurance only on minimum cover. Should the buyer wish to have more insurance protection, it will need either to agree as much expressly with the seller or to make its own extra insurance arrangements.</p>	<p>The seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination.</p> <p>The seller bears all risks involved in bringing the goods to the named place.</p>
DPU Delivered At Place Unloaded	DDP Delivered Duty Paid	
<p>DPU is a new Incoterm rule that replaces the former Incoterm DAT (Delivered At Terminal).</p> <p>The seller delivers when the goods are unloaded and placed at the disposal of the buyer at a named place of destination.</p> <p>The seller bears all risks involved in bringing the goods to, and unloading them at the named place of destination.</p>	<p>The seller delivers the goods when the goods are placed at the disposal of the buyer, cleared for import on the arriving means of transport ready for unloading at the named place of destination.</p> <p>The seller bears all the costs and risks involved in bringing the goods to the place of destination. They must clear the products not only for export but also for import, to pay any duty for both export and import and to carry out all customs formalities.</p> <p>Under DDP, the seller pays for all shipping costs, including import customs clearance, import duties & taxes, and any additional charges involved in delivering the goods to the named place of destination.</p>	

Documentación de transporte internacional

Documentación de operaciones de transporte internacional

<p>International transport operations documentation</p> <p>List of required documents to certify international transport. The following list is a list of necessary papers and documents for an international transport operation. Pay special attention to the name of the documents and their translation in order to be able to do the exercise below</p>	<p>Documentación de operaciones de transporte internacional</p> <p>Listado de documentación necesaria para acreditar el transporte internacional. La siguiente lista es la documentación que se precisa para una operación de transporte internacional. Presta atención al nombre de los documentos y a su traducción para poder hacer el ejercicio de abajo</p>
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CMR road consignment note
 Bill of lading B/L
 Air waybill AWB
 Multimodal Bill of Lading FBL
 Transport insurance certificate TIC
 International Commercial Invoice ICI
 Packing list (list of contents) PL
 Delivery Note DN

CMR carta de porte por carretera
 Conocimiento de embarque B/L
 Carta de porte aéreo AWB
 Conocimiento de embarque multimodal FBL
 Certificado de seguro de transporte
 Factura comercial internacional
 Packing list (lista de contenidos)
 Albarán de entrega

Ejercicio 2-3-1 – Documentación de transporte internacional.

<p>Match each of the following list of international transport documents with their definition in English</p>	<p>Une cada uno de los nombres de documentos de transporte internacional con su definición en inglés</p>
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1. CMR
2. B/L
3. AWB
4. FBL
5. TIC
6. ICI
7. PL
8. DN

- a. A document that accompanies goods shipped by an international air courier to provide detailed information about the shipment.
- b. A required document for the export and import clearance process. It is sometimes used for foreign exchange purposes.
- c. From the French words 'Convention relative au contrat de transport international de Marchandises par Route', it is the document formalising a contract for the carriage of goods by road. It is a document evidencing the conditions of the contract and the receipt of the goods by the carrier.
- d. It provides a contract of carriage by sea and a reliable proof that the goods have been transported with the use of more than one main carriage covered by a single document.
- e. A document that accompanies a shipment of goods. It provides a list of the products and quantity of the goods included in the delivery.
- f. A document used in international trade which describes how the goods are packaged.
- g. A detailed list of a ship's cargo in the form of a receipt given by the master of the ship to the person consigning the goods.
- h. A document indicating the type and amount of insurance coverage in force on a particular shipment. Used to assure the consignee that insurance is provided to cover loss of or damage to the cargo while in transit.


Otros documentos de transporte internacional (DUA)

SAD - Single Administrative Document	DUA - Documento Único Administrativo
<p>The SAD or Single Administrative Document is a compulsory declaration form that must be completed in order to carry out international trade operations of goods, either for import or export, before the customs authorities. The SAD also serves as the basis for the tax declaration on these operations to the Treasury and provides information on the goods. This document includes a complete list of data relating to the commercial transaction, including, among many others:</p> <ul style="list-style-type: none"> • Data on the country of origin and destination. • The characteristics of the goods. • The identification data of the exporter and importer of the goods. • The means of transport used. <p>This is a document that brings together all the administrative certificates required for international trade operations.</p>	<p>El DUA o Documento Único Administrativo es un formulario de declaración obligatoria que debe cumplimentarse para realizar operaciones de comercio internacional de mercancías, ya sea de importación o de exportación, ante las autoridades aduaneras. El DUA también sirve de base para la declaración fiscal de estas operaciones a Hacienda y proporciona información sobre las mercancías. Este documento incluye una relación completa de datos relativos a la transacción comercial, entre otros muchos.</p> <ul style="list-style-type: none"> • Datos sobre el país de origen y destino. • Las características de la mercancía. • Los datos de identificación del exportador y del importador de la mercancía. • El medio de transporte utilizado. <p>Se trata de un documento que reúne todos los certificados administrativos necesarios para las operaciones de comercio internacional.</p>

Datos que contiene un DUA

<ul style="list-style-type: none"> • Declaración, para indicar si se trata de una operación dentro o fuera de la Unión Europea, dentro de la Asociación Europea de Libre Comercio (AELC) o con un país tercero. • Identificación con los datos del nombre o razón social, la dirección fiscal y el NIF, o bien el Número Comunitario de Identificación de operadores aduaneros (EORI). • Número de partidas declaradas en el formulario. • Número de bultos, salvo si se trata de mercancía a granel. • Identificación del destinatario, con los datos del nombre o razón social, la dirección fiscal y el NIF. • Declarante/Representante. • País de expedición/exportación. • País de origen. • Código del país de destino. • Contenedores, indicando con un "0" ó un "1", si se utilizan o no contenedores para el transporte de las mercancías. • Condiciones de entrega, especificando el Incoterm acordado. • Identidad y nacionalidad del medio de transporte activo en frontera. • Importe. • Tipo de cambio. • Naturaleza de la transacción, especificando el código de dos dígitos recogido por la normativa. • Modo de transporte en frontera. 	<ul style="list-style-type: none"> • Bultos, descripción y numeración, donde se pormenoriza de forma detallada la naturaleza de la mercancía, las marcas, numeración de las unidades, etc. • Partida, con el número de orden de la partida. • Código de mercancías, con el código TARIC. • Código país de origen. • Masa bruta expresada en kilogramos. • Indica el régimen aduanero aplicable a la mercancía declarada. • Masa neta expresada en kilogramos excluyendo envases y palés. • Documento de cargo/ Documento Precedente, a utilizar únicamente en declaraciones complementarias. • Unidades suplementarias. • Indicaciones especiales. • Valor estadístico. • Tributos. • Depósito, para los casos en los que la mercancía proceda de un depósito autorizado • Obligado principal, para aquellos casos en los que sea obligatoria la presentación de garantías. • Declarante/Representante. • Modo de transporte interior. • Identificación de la aduana de salida. • Localización de mercancías.
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Modelo de DUA

		2 Consignor / Exporter No. _____		1 DECLARATION		A OFFICE OF DISPATCH/EXPORT	
		8 Consignee TIN: _____		3 Forms 1 1		4 Loading lists Manifest	
14 Declarant/Representative TIN: _____		15 C.E. Code		16 Country of origin		7 Reference Number 2011	
18 Identity and nationality of means of transport at departure		19 Ctr.		20 Delivery terms		12 Value details 0	
21 Identity and nationality of active means of transport crossing the border		22 Currency and total amount invoiced		23 Exchange Rate		24 Nature of transaction	
25 Mode of transport at the border		26 Inland mode of transport		27 Place of loading		28 Financial and Banking Data Bank code	
29 Office of exit		30 Location of goods		Terms of Payment		Bank Name	
				Branch		BA/CB Number	

Identifica únicamente los datos que precisa un DUA en el siguiente modelo y la lista de términos que aparece anteriormente.

1		15	
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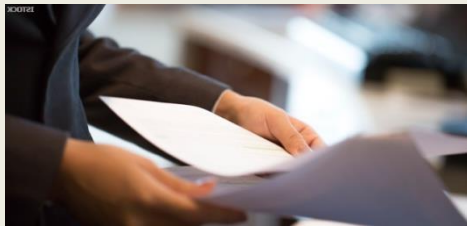
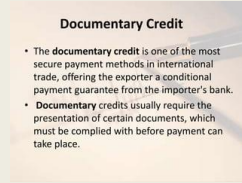
Crédito documentario para la exportación

[AUDIO 2-3-1 – DOCUMENTARY CREDIT]

Read the text here below relating to documentary credit. Although you do not have to understand all of it, you should focus on the most important underlined terms. Afterwards, listen to the audio twice.	Lee el texto de a continuación referido al crédito documentario. Aunque no hay que entenderlo todo, presta atención a los términos más importantes que aparecen subrayados. Posteriormente, escucha dos veces el audio.
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Documentary credit

It refers to a banking operation agreed by the importer (buyer) and the exporter (seller) whereby the importer provides the exporter with a credit with some specific conditions with respect to the goods, delivery, transport, deadlines and the documents required, which have been previously negotiated between both parties and fixed in the approved pro-forma invoice or the sales and purchase contract.



The documentary credit will be issued by the importer's bank to the beneficiary's bank in favour of the latter. The risk of issuance is therefore assumed by the importer. From that moment on, the payee has the guarantee of collection from the issuing bank, once all the terms of the documentary credit have been fulfilled. Should the beneficiary require further guarantees, he may request the importer to issue a confirmed documentary credit.

In this case, the recipient's bank or a third party (first-tier bank in the issuing or receiving country) is asked to add its payment confirmation. This will result in higher fees for the exporter, as the confirmer bank will also charge for the acknowledgement. The increased fees may balance out payment collection relief for the exporter.

IMPORTANT CONSIDERATIONS: the banking institutions pay on receipt of the documents. The recipient is responsible for preparing the documents requested in the terms and conditions of the loan as stipulated. The papers must be issued in the language of the credit, always stamped, dated and signed, and must include the heading assigned to it in the conditions of the credit. If the beneficiary delivers the documents exactly as requested in the credit and complies with the deadlines set for shipment and presentation of documents, collection of the credit is assured.



If the importer wants to make sure that the goods shipped and invoiced are the goods he wishes to purchase, he has two choices:

- Inspect the goods themselves at the place of loading.
- Hire an independent third party to do so.

In both cases, one of the documents that will be requested will be the inspection certificate, either



endorsed by them or issued by the external company designated for this purpose.

Ejercicio 2-3-2 – Crédito documentario.

Translate and write down the following terms from the text above

Traduce y anota los siguientes términos del texto anterior

Whereby
Provides with
Deadlines
Fixed
Pro-forma invoice
The latter
Risk of issuance
The issuing bank
Should
Further guarantees
Recipient's bank
Third party
Fees

Acknowledgement
Balance out
Collection relief
As stipulated
Stamped
Delivers the documents
Collection
Choices
Hire
Either... or...
Endorsed
Purpose

Términos comerciales, financieros y económicos.

Ejercicio 2-4-1 – Términos comerciales.

Une los términos de a continuación con su definición en inglés.

Big data	Dumping	Headhunter	Marketplace
Back Office	Networking	Workshop	Empowerment
Storytelling	Leasing	Front Office	B2B (business to business)
Startup	Outsourcing	Benchmarking	KPI (Key Performance Indicator)
Holding	Engagement	Downsizing	

1. Big data	a. This activity consists of creating a network of professional contacts, with the aim of obtaining potential clients, collaborators or contractors.
2. Dumping	b. A financial company whose assets consist basically of shares and holdings in other companies.
3. Headhunter	c. Procedure of study and search for information that is carried out on an ongoing basis. It consists of making comparisons with the procedures of other companies that we consider to be very efficient in order to improve our own.
4. Marketplace	d. Delegating, assigning responsibilities and giving decision-making autonomy to the worker who is competent within his or her functions.
5. Back Office	e. An emerging company that is founded with an innovative business. They are mainly internet businesses that integrate web development or other software applications.
6. Networking	f. A financing mechanism whereby a financial institution acquires a capital asset, which is owned by the institution, and leases it to the lessee for a period of time in exchange for a periodic payment of a sum of money.
7. Workshop	g. The degree of consumer engagement with our brand.
8. Empowerment	h. A technique about using a brand story to seduce and emotionally connect with the target audience.
9. Storytelling	i. Certain internet sites that manage sales and purchases among their visitors, so we can call them e-commerce platforms; their activity and functions are exactly the same as a traditional marketplace but, in this case, on the web.
10. Leasing	j. These are professionals who recruit workers, who look for very exclusive profiles, normally for managerial positions.
11. Front Office	k. A large amount of information, stored to be processed, analysed and used for the benefit of the company.
12. B2B (business to business)	l. The rest of the company, the sections and activities that do face the public, are called Front Office.
13. Startup	m. When a company puts a product or service on the market at a lower price than it would normally set, even below its cost of production, losing money on its sales, but with the intention of taking over the market.
14. Outsourcing	n. It is a business strategy that consists of reducing the number of employees working in the company in order to make it more competitive.
15. Benchmarking	o. Business models in which transactions of goods or the provision of services take place between two companies.
16. KPI (Key Performance Indicator)	p. It consists of meetings between certain people, in which the attendees contribute knowledge, impressions, ideas and questions about the topic of the meeting.
17. Holding	q. A process in which an organisation hires external companies to take over part of its activity or production.
18. Engagement	r. A metric that allows measuring the progress of a previously set objective and quantifying its degree of fulfilment.
19. Downsizing	s. The activities and departments of the company that carry out the part of its activity that is not directed towards the customers of the business.



Ejercicio 2-4-2 – Verbos y sustantivos de términos financieros y económicos.

Translate and match the following nouns and verbs	Traduce y relaciona los sustantivos y verbos siguientes
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Nouns (sustantivos)	Verbs (verbos)
Accruals	Accrue
Allocation	Allocate
Appraisal	Appraise
Balance	Balance
Capital	Capitalize
Certificate	Certification
Clearance	Clear
Combination	Combine
Commission	Commit
Contribution	Contribute
Donor	Donate
Equipment	Equip
Expenditure	Expense
Interest	Interest
Investment	Invest
Payment	Pay
Management	Manage
Operation	Operate
Organisation	Organise
Pledge	Pledge
Presentation	Present
Recovery	Recover
Reimbursement	Reimburse
Requirement	Require
Restriction	Restrict
Return	Return
Savings	Save
Security	Secure
Strengthening	Strengthen
Subsidy	Subsidize
Supervision	Supervise
Transfer	Transfer

Condiciones de transporte internacional

Requisitos de transporte por carretera

Road transport requirements	Requisitos de transporte por carretera
The documents required for international and national road transport are regulated by directives and regulations within the EU. The following list includes information on each relevant document	Los documentos necesarios para el transporte internacional y nacional por carretera están regulados por directivas y reglamentos dentro de la UE. La siguiente lista incluye información de cada documento

Documento	Normativa	Comentarios
Driving licence	Directive 1999/37/EC	Licences issued in Member States of the European Union, in States belonging to the Agreement on the European Economic Area, in third countries in accordance with the Vienna or Geneva Conventions or in bilateral or multilateral agreements, entitle the holder to drive in the countries signatory to the respective agreements under the conditions laid down therein.
Professional competence certificate	Directive (EU) 2022/2561	Required for driving vehicles operating a road transport activity, for which driving licences in categories C1, C1+E, C, C+E, D1, D1+E, D or D+E are compulsory.
Driver card	Regulation (EU) No 165/2014	Needed to drive vehicles fitted with a digital tachograph.
ID Card + Photo	International Agreement concerning the Carriage of Dangerous Goods by Road (ADR)	Compulsory for all crew members.
Certificate of competence	Regulation (EC) No 1/2005	Required when driving vehicles transporting domestic Equidae, domestic animals of bovine, ovine, caprine, porcine or porcine species or poultry
Technical inspection certificate	Directive 2014/45/EU	Technical inspection certificate issued by the competent authority or inspection centre containing the result of the technical inspection.
International Insurance Certificate	Directive (EU) 2021/2118	EUROPEAN ECONOMIC AREA COUNTRIES: Not required in the European Economic Area. Nor is it necessary to present the CIS in Andorra, Switzerland (including Liechtenstein), Iceland or Norway. Insurance coverage issued in any of the above countries allows you to move between them without the need for anything else. COUNTRIES OUTSIDE THE EEA: In all these countries you NEED THE INTERNATIONAL INSURANCE CERTIFICATE or, failing that, BORDER INSURANCE.
Rental vehicle	Directive 2006/1/EC	Proof in paper or electronic form of the following documents: (a) the rental contract, or a certified extract from the contract containing, in particular, the name of the lessor, the name of the lessee, the date and duration of the contract and the identification of the vehicle; (b) where the driver is not the same person who rents the vehicle, the driver's employment contract or a certified extract from the contract containing, in particular, the name of the employer, the name of the employee, the date and duration of the employment contract, or a recent payroll.
Supplementary transit authorisation for special transports	Every country has its own regulations	-

Ejercicio 2-5-1 – Requisitos de transporte por carretera.

Please answer True / False to the following questions with regard to the above list of road transport requirements	Contesta afirmativa o negativamente (True / False) a las siguientes preguntas respecto de la lista anterior de requisitos de transporte por carretera
1	The transport of horses is exempted from the certificate of competence
2	The driving licence is valid in all countries, including those that remain outside international agreements
3	Vehicle rentals can be submitted digitally
4	A payroll can be a document that proves that a hire transporter has been hired
5	You do not need to be in possession of a National ID card
6	International transport insurance abroad outside the EU must be insured at borders

Transporte internacional de mercancías peligrosas

The international transport of dangerous goods involves a series of conditions set out by international bodies. Some of these conditions are listed below.	El transporte internacional de mercancías peligrosas contempla una serie de condiciones reguladas por organismos internacionales. Algunos de estas condiciones quedan reflejadas a continuación.
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Temporary storage	<ul style="list-style-type: none"> • “Temporary storage” does not, and should not encompass overnight parking or stops en-route. “Parking” is not the same as “storage”. • “Properly secured” means those areas where access is controlled by adequate technical or organizational measures (e.g. clear-cut regulations for access by which the access/stay of unauthorized persons is prohibited). • “Well lit” are those areas in particular where a relevant obligation already exists under industrial safety provisions (for workers).
Identification	<ul style="list-style-type: none"> • Each member of a vehicle crew shall carry with them means of identification, which includes their photograph, during carriage of dangerous goods.
Certification	<ul style="list-style-type: none"> • The competent authority shall maintain up-to-date registers of all valid training certificates for drivers.
Scope	<ul style="list-style-type: none"> • The content of a security plan should be based on the general situation of the company, not on individual transports.
Security risks	<ul style="list-style-type: none"> • Review of current operations and assessment of security risks, including any stops necessary to the transport operation, the keeping of dangerous goods in the vehicle, tank or container before, during and after the journey and the temporary storage of dangerous goods during the course of intermodal transfer or transshipment between units as appropriate.
Theft risks	<ul style="list-style-type: none"> • Devices, equipment or arrangements to prevent the theft of the vehicle carrying high consequence dangerous goods or high consequence radioactive material or its cargo, shall be applied and measures taken to ensure that these are operational and effective at all times. The application of these protective measures shall not jeopardize emergency response.
Tracking systems	<ul style="list-style-type: none"> • Tracking systems are widely available for goods vehicles and trailers; fitting such equipment represents best practice when carrying high consequence dangerous goods. It may also be appropriate to consider tracking the freight or container itself if the goods are particularly sensitive or attractive to thieves.

Ejercicio 2-5-2 – Transporte de mercancías peligrosas.

Answer the following questions on the international transport of dangerous goods as true or false	Contesta verdadero o falso (True /False) a las cuestiones sobre el transporte internacional de mercancías peligrosas
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1	Outdated documents will certificate drivers' valid training	
2	Emergencies will have to operate freely without barriers of suitable protective measures	
3	Parking and storage are synonyms	
4	Dangerous transport requirements include driver's proper identification	
5	Proper lighting shall be a special demand when the safety of workers is involved	
6	Transport monitoring does not hamper security	

Transporte internacional ferroviario

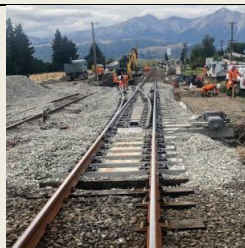
Overview of rail freight transport



International rail transport is one of the most efficient means of transport today, and undoubtedly the best choice for connecting the international market.

The main competitive advantage offered by rail transport is its ability to move large loads on international routes with lower fuel consumption, which makes it the most cost-effective means of transport, especially for sectors such as the consumer goods industry. The traction capacity of rail transport easily amounts to 1,000 tonnes per composition.

It quickly became a symbol of the industrial revolution as the first means of transport capable of moving large loads. Rail freight transport has established itself as a fundamental part of the transport of raw materials and goods worldwide. It has a presence in almost every country and is a key part of the expansion of new markets as a result of economic growth associated with globalisation and the demand for products in remote areas.



In addition, rail transport is one of the most energy-efficient forms of transport, as it is capable of moving large loads in a single journey, emitting far fewer polluting gases into the atmosphere than, for example, air transport.

It is the safest form of freight transport, with a near-zero accident rate. Some of the factors contributing to this low accident rate are the constant track maintenance, as well as the virtually non-stop journeys it is capable of undertaking.

Whether by sea or air, weather conditions can sometimes affect the transport of goods, delaying times in the supply chain. However, such a risk does not affect rail transport, as it runs on the same track and has the advantage of being able to offload in sheltered warehouses without the need to tranship the goods. Rail transport is the fastest means of land transport, as it does not have to deal with bottlenecks such as traffic jams or traffic restrictions. It also has the additional added advantage of being able to operate at a constant speed throughout the whole route.



Ejercicio 5-2-3 – Transporte internacional ferroviario

Answer the following questions on the international railway transport as true or false	Contesta verdadero o falso (True / False) a las cuestiones sobre el transporte internacional ferroviario
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1	International rail freight accidents happen from time to time	
2	Goods transported by rail must be transferred frequently	
3	Rail transport is efficient in terms of the energy consumed	
4	Rail transport is the second best option for freight transit	
5	Frequent stopovers must be carried out for transporting goods by train	
6	Rail transport enables the development of industries in the countries where it is located	