

ПЕРМСКИЙ
ГОСУДАРСТВЕННЫЙ
НАЦИОНАЛЬНЫЙ
ИССЛЕДОВАТЕЛЬСКИЙ
УНИВЕРСИТЕТ

ИНОСТРАННЫЙ ЯЗЫК (АНГЛИЙСКИЙ):

Reader for Social and Economic Research



МИНИСТЕРСТВО НАУКИ И ВЫСШЕГО ОБРАЗОВАНИЯ
РОССИЙСКОЙ ФЕДЕРАЦИИ

Федеральное государственное автономное
образовательное учреждение высшего образования
«ПЕРМСКИЙ ГОСУДАРСТВЕННЫЙ
НАЦИОНАЛЬНЫЙ ИССЛЕДОВАТЕЛЬСКИЙ УНИВЕРСИТЕТ»

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Пособие представляет собой обобщение авторского опыта преподавания практического курса иностранного языка для студентов экономического факультета ПГНИУ, специальность «Таможенное дело» (уровень специалитет).

Отдельные разделы могут использоваться в преподавании английского языка в качестве дополнительного материала. Это разделы, посвященные нарушению закона, пересечению границы, получению визы. Это также справочный материал с упражнениями о названиях стран, языков и народов. Это материал о типичных словообразовательных и словоизменительных аффиксах английского языка, а также заимствованных корнях (чаще из латыни и древнегреческого), изучение которого позволит студентам развивать языковую догадку и понимать некоторые дериваты без использования словаря.

Пособие адресовано в основном студентам экономических и социальных направлений.

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Unit 1. International trade

Look around you. How many things can you see that were imported from another country?

How many pieces of clothes you wear came from abroad?

(What countries did they come from?)

How much of the food you've eaten in the last 24 hours came from abroad?

What are your country's major trading partners?

What are your country's most important exports?

Does your country try to restrict imports?

If you can walk into a supermarket and find Costa Rican bananas, Brazilian coffee, and a bottle of South African wine, you're experiencing the impacts of international trade.

International trade allows countries to expand their markets and access *goods and services* that otherwise may not have been available domestically. As a result of international trade, the market is more *competitive*. This ultimately results in more competitive pricing and brings a cheaper product home to the consumer.

Understanding International Trade

International trade was key to the rise of the global economy. In the global economy, *supply* and *demand* – and thus prices – both impact and are impacted by global events. Political change in Asia, for example, could result in an increase in the cost of labor. This could increase the manufacturing costs for an American sneaker company that is based in Malaysia, which would then result in an increase in the price charged for a pair of sneakers that an American consumer might purchase at their local mall.

Imports and Exports

A product that is sold to the global market is called an *export*, and a product that is bought from the global market is an *import*. Imports and exports are accounted for in the current account section in a *country's balance of payments*.

Global trade allows wealthy countries to use their *resources*—for example, labor, technology, or capital – more efficiently. Different countries are endowed with different *assets* and natural resources: land, labor, capital, and technology, etc. This allows some countries to produce the same good more efficiently – in other words, more quickly and at lower cost. Therefore, they may sell it more cheaply than other countries. If a country cannot efficiently produce an item, it can obtain it by trading with another country that can. This is known as specialization in international trade.

For example, England and Portugal have historically both benefited by specializing and trading according to their comparative advantages. Portugal has plentiful vineyards and can make wine at a low cost, while England is able to more cheaply manufacture cloth given its pastures are full of sheep. Each country would eventually recognize these facts and stop attempting to make the product that was more costly to generate domestically in favor of engaging in trade. Indeed, over time, England stopped producing wine, and Portugal stopped manufacturing cloth. Both countries

saw that it was to their advantage to stop their efforts at producing these items at home and, instead, to trade with each other in order to acquire them.

Comparative Advantage

These two countries realized that they could produce more by focusing on those products for which they have a *comparative advantage*. In such a case, the Portuguese would begin to produce only wine, and the English only cotton. Each country can now create a specialized output of 20 units per year and trade equal proportions of both products. As such, each country now has access to both products at lower costs. We can see then that for both countries, *the opportunity cost* of producing both products is greater than the cost of specializing.

Comparative advantage can contrast with absolute advantage. *Absolute advantage* leads to unambiguous gains from specialization and trade only in cases wherein each producer has an absolute advantage in producing some good. If a producer lacked any absolute advantage, then they would never export anything. But we do see that countries without any clear absolute advantage do gain from trade because they have a comparative advantage. The theory of comparative advantage has been attributed to the English political economist David Ricardo.

Comparative advantage, as we have shown above, demonstrated how England and Portugal both benefit by specializing and trading according to their comparative advantages. In this case, Portugal was able to make wine at a low cost, while England was able to cheaply manufacture cloth.

A more contemporary example of comparative advantage is China's comparative advantage over the United States in the form of cheap labor. Chinese workers produce simple consumer goods at a much lower opportunity cost. The comparative advantage for the U.S. is in specialized, capital-intensive labor. American workers produce sophisticated goods or investment opportunities at lower opportunity costs. Specializing and trading along these lines benefit each country.

The theory of comparative advantage helps to explain why *protectionism* has been traditionally unsuccessful. If a country removes itself from an international *trade agreement*, or if a government imposes *tariffs*, it may produce an immediate local benefit in the form of new jobs. However, this is rarely a long-term solution to a trade problem. Eventually, that country will grow to be at a disadvantage relative to its neighbors: countries that were already better able to produce these items at a lower opportunity cost.

Free Trade vs. Protectionism

As with all theories, there are opposing views. International trade has two contrasting views regarding the level of control placed on trade between countries.

Free trade

Free trade is the simpler of the two theories. This approach is also sometimes referred to as *laissez-faire* economics. With a *laissez-faire* approach, there are no *restrictions* on trade. The main idea is that supply and demand factors, operating on a global scale, will ensure that production happens efficiently. Therefore, nothing must be done to protect or promote trade and growth because market forces will do this automatically.

Protectionism holds that *regulation* of international trade is important to ensure that markets function properly. Advocates of this theory believe that market inefficiencies may hamper the benefits of international trade, and they aim to guide the market accordingly. Protectionism exists in many different forms, but the most common are tariffs, *subsidies*, and *quotas*. These strategies attempt to correct any inefficiency in the international market.

As international trade opens up the opportunity for specialization, and thus more efficient use of resources, it has the potential to maximize a country's capacity to produce and acquire goods. Opponents of global free trade have argued, however, that international trade still allows for inefficiencies that leave developing nations compromised. What is certain is that the global economy is in a state of continual change. Thus, as it develops, so too must its participants.

(Source: <https://www.investopedia.com/insights/what-is-international-trade/#understanding-international-trade>)

Task 1. Use negative prefixes (dis*2, in*2, mal, mis, un*3 to make the words the opposite meaning:

Example: *un – unavailable*

Successful, advantage, ambiguous, efficiency, agreement, function, lead, equal, equality, available.

Task 2. Match the words with the opposing meaning: advocates, import, domestic, protectionism, decrease, high, rise, cheap, minimize, wealthy, low, maximize, increase, export, poor, foreign, opponents, expensive, fall, free trade.

Example: *cheap – expensive*

Task 3. Match the words with their synonyms: main, domestic, restriction, trade, internal, regulation, rule, opportunity, foreign, goods, hinder, international, key, hamper, limit, commerce, products, global, external, chance.

Example: *main – key*

Task 4. Match the words in column A with their definitions in Column B.

A	B
1. Market	a) a rule or law that limits or controls what people can do
2. Demand	b) a particular country or area where a company sells its goods or where a particular type of goods is sold
3. Restriction	c) an official limit on the number or amount of something that is allowed in a particular period
4. Trade	d) a particular type of help or work that is provided by a business to customers, but not one that involves producing goods

5. laissez-faire /ˌleɪsɪ 'feə, 'leɪ--'fer/ (also laisser-faire)	e) the activity of buying, selling, or exchanging goods within a country or between countries
6. Supply	f) the idea that governments should do as little to the economy as possible and allow private business to develop without the state controlling or influencing it
7. Service	g) an amount of something that is available to be used
8. Tariff	h) the need or desire that people have for particular goods and services
9. Quota	i) a tax on goods coming into a country or going out of a country

Task 5. Fill in the gaps with the words from Task 4. You may use some of them more than once. Use the words in the appropriate form.

1. Japanese cars account for about 30% of the U.S. car _____.
2. There has been a marked increase in _____ between East and West.
3. _____ in ivory has been banned since 1990.
4. Several countries have now set _____ for cod fishing.
5. The computer industry is almost entirely unregulated, governed only by the Darwinian laws of _____ economics.
6. Production is increasing faster than _____.
7. The nation's fuel _____ will not last forever.
8. Their customs union, known as Mercosur, took the final step last year toward eliminating most _____.
9. The government has imposed _____ on the export of timber.
10. Datapost offers a delivery _____ to over 160 countries.

Task 6. Study the collocations with the word "restriction". Translate the phrases *in italics* into Russian

COLLOCATIONS

VERBS

put/place restrictions on something

The authorities placed strict restrictions on diamond exports.

impose restrictions formal (=put restrictions on something)

Some countries have imposed restrictions on advertising aimed at children.

introduce restrictions

Nine other states now plan to introduce similar restrictions.

lift/remove restrictions

He promised to lift restrictions on press freedom.

tighten restrictions (=make them stricter)

The government recently tightened restrictions on police use of firearms.

relax/ease restrictions (=make them less strict)

There are restrictions on travel to Cuba by American citizens.

a restriction applies to somebody/something

These travel restrictions don't apply to tourists.

ADJECTIVES/NOUN + RESTRICTIONS

severe/strict restrictions

The regime had put severe restrictions upon the media.

tough restrictions (=strict)

He called for tougher restrictions on contributions to political parties.

petty restrictions (=that seem unreasonable and unnecessary)

The removal of petty restrictions has made it much easier to do business.

speed restrictions

Drivers are ignoring speed restrictions.

an age restriction

Employers can no longer place age restrictions on applicants.

trade restrictions (=on the sale of goods between countries)

Trade restrictions between the islands were removed.

import/export restrictions (=trade restrictions)

Import restrictions on manufactured goods have been lifted.

travel restrictions

The Home Secretary placed travel restrictions on supporters with convictions for violence.

planning restrictions (=legal restrictions on what buildings can be built somewhere)

There are government proposals to relax planning restrictions on green belt areas around cities.

parking restrictions

Are there parking restrictions in the city centre?

Task 7. Give English equivalents of the following economic terms:

альтернативные издержки –

спрос –

предложение –

квота –

торговые ограничения –

ограничения на импорт товаров –

ограничения на экспорт товаров –

сравнительное преимущество –

абсолютное преимущество –

платежный баланс

Task 8. Before reading about exceptions to free trade match up the half-sentences below defining the key terms.



- | | |
|---|---|
| <p>1 Free trade means imports and exports of goods and services</p> <p>2 Protectionism means restricting imports</p> <p>3 Trade barriers are</p> <p>4 A tariff is</p> <p>5 A quota is</p> <p>6 Absolute advantage means a country's ability to</p> <p>7 Comparative advantage means a country's ability to</p> <p>8 An infant industry is one that is</p> <p>9 A strategic industry is one that is</p> | <p>A a maximum quantity of goods of a specific kind that can be imported into a country.</p> <p>B a tax charged on imports.</p> <p>C by way of trade barriers such as tariffs and quotas.</p> <p>D government policies or regulations that restrict international trade.</p> <p>E in an early stage of development and which cannot survive competition from foreign companies.</p> <p>F particularly important to a country's economy.</p> <p>G produce goods at a lower cost than any other country.</p> <p>H produce particular goods more efficiently (using fewer resources and at a lower cost) than some other countries.</p> <p>I without any government restrictions.</p> |
|---|---|

MICHAEL KITSON

OK, so that's case number one. OK, that some people may lose out and we may be concerned about protecting them. Let's go back to our free trade example. Now we've got our one country specializing in computers and another country specializing in cloth. Now that cloth-producing country may say OK, that's our comparative advantage, cloth, but we don't want to remain cloth producers for the rest of our ... in the future, we want our country to develop and grow. We want to produce a wider range of goods and services, or goods and services that are higher value added. And it would generate higher wages and economic growth. We want to move out of cloth into something else. We want to move out of cloth into automobiles and perhaps into computing in the longer term. How are we going to do that with our comparative advantage just being cloth? We may need to protect certain sectors of our economy to let them grow.

There's a very good argument in economics called the infant industry argument. OK, we establish these industries, and they're new and young, they cannot compete with the bigger more established industries in the advanced countries. We need to leave them time to develop and grow, and then they can compete with other countries. So we need to protect those sectors, so they can grow and we can have a new comparative advantage in the future. So I think under those circumstances we can have arguments where you may want to not have unfettered free trade.

Now let's think about advanced countries. Advanced countries, arguably, mainly focus on free trade and the advantages of free trade, but

even here we can have arguments about why you want to, why you want to support or protect certain sectors. This is sometimes called strategic trade theory. OK, we can identify strategic sectors of the economy. Those sectors may benefit other parts of the economy. It's what economists call externalities. Externalities basically means, a positive externality, something in one part of the economy may have positive benefits elsewhere. OK, or those sectors may generate economies of scale, so as you protect them they become bigger and more competitive. Say, for instance, we say aerospace, it's crucial to have an aerospace industry. Why? Because the knowledge generated in aerospace will ... will go elsewhere, be porous. The ideas generated in aerospace will go into automotive, will go into electrical engineering, go into other sectors, so if we have a strong aerospace sector, it will benefit the rest of the economy. That may be an argument for protecting that sector, under certain circumstances.

Task 9. Answer the questions on the text above.

- 1 Why would the developing country not want to specialize only in cloth?
- 2 What would help or enable the country to move into new sectors?
- 3 What reasons does Kitson give for considering an industry or sector as strategic in an advanced country?
- 4 What example does he give of a strategic industry, and what are its advantages?

(From “English for Business Studies” by Ian MacKenzie, third edition)

Task 10. Before discussing arguments for and against free trade, match up these words and definitions.

copyright dumping generic subsidize trademark

- 1 a cheaper copy of a product that is not marked with the producer’s name
- 2 a name or a symbol showing that a product is made by a particular producer and which cannot be legally used by anyone else
- 3 selling unwanted goods very cheaply, usually in other countries
- 4 the legal right to control the production and selling of a book, play, film, photograph, piece of music, etc.
- 5 to pay part of the cost of something

Task 11. Read the text about the World Trade Organization.

The World Trade Organization – the WTO – is the international organization whose primary purpose is to open trade for the benefit of all.

The WTO provides a forum for negotiating agreements aimed at reducing obstacles to international trade and ensuring a level playing field for all, thus contributing to economic growth and development. The WTO also provides a legal and institutional framework for the implementation and monitoring of these agreements, as well as for settling disputes arising from their interpretation and application. The current body of trade agreements comprising the WTO consists of 16 different multilateral agreements (to which all WTO members are parties) and two different plurilateral agreements (to which only some WTO members are parties).

Over the past 60 years, the WTO, which was established in 1995, and its predecessor organization the GATT have helped to create a strong and prosperous international trading system, thereby contributing to unprecedented global economic growth. The WTO currently has 164 members, of which 117 are developing countries or separate customs territories. WTO activities are supported by a Secretariat of some 700 staff, led by the WTO Director-General. The Secretariat is located in Geneva, Switzerland, and has an annual budget of approximately CHF 200 million (\$180 million, €130 million). The three official languages of the WTO are English, French and Spanish.

Decisions in the WTO are generally taken by consensus of the entire membership. The highest institutional body is the Ministerial Conference, which meets roughly every two years. A General Council conducts the organization's business in the intervals between Ministerial Conferences. Both of these bodies comprise all members. Special-

ised subsidiary bodies (Councils, Committees, Sub-committees), also comprising all members, administer and monitor the implementation by members of the various WTO agreements.

More specifically, the WTO's main activities are:

- negotiating the reduction or elimination of obstacles to trade (import tariffs, other barriers to trade) and agreeing on rules governing the conduct of international trade (e.g. antidumping, subsidies, product standards, etc.)
- administering and monitoring the application of the WTO's agreed rules for trade in goods, trade in services, and trade-related intellectual property rights
- monitoring and reviewing the trade policies of our members, as well as ensuring transparency of regional and bilateral trade agreements
- settling disputes among our members regarding the interpretation and application of the agreements
- building capacity of developing country government officials in international trade matters
- assisting the process of accession of some 30 countries who are not yet members of the organization
- conducting economic research and collecting and disseminating trade data in support of the WTO's other main activities
- explaining to and educating the public about the WTO, its mission and its activities.

The WTO's founding and guiding principles remain the pursuit of open borders, the guarantee of most-favoured-nation principle and non-discriminatory treatment by and among members, and a commitment to transparency in the conduct of its activities. The opening of national markets to international trade, with justifiable exceptions or with adequate flexibilities, will encourage and contribute to sustainable development, raise people's welfare, reduce poverty, and foster peace and stability. At the same time, such market opening must be accompanied by sound domestic and international policies that contribute to economic growth and development according to each member's needs and aspirations.

(Source: https://www.wto.org/english/thewto_e/whatis_e/wto_dg_stat_e.htm)

Task 12. Although many economists favour free trade, there is also a lot of opposition. There have been huge and violent protests at meetings of the World Trade Organization (WTO).

- Classify the statements on the next page; which are in favour of, and which against, free trade and the policies of the WTO?
- Which set of arguments do you find the most convincing?

- A: Free trade and international supply chains lead to peace and stability.
- B: WTO policies prohibit developing countries from protecting infant industries until they are internationally competitive, although the rich countries that dominate international trade all did this.
- C: Free trade guarantees the largest possible foreign markets for producers and exporters.
- D: The WTO defends “Trade Related Intellectual Property” rights (TRIPs), granting pharmaceutical companies patents, copyrights and trademarks which deny poor countries access to lifesaving medicines and generic drugs.
- E: Free trade guarantees consumers the lowest possible prices.
- F: Lowering trade barriers also breaks down other barriers between peoples and nations.
- G: The price of exported goods does not reflect the environmental cost of transporting them.
- H: Instead of promoting internationally recognized labour and environmental standards, free trade makes it easier for production to go where the labour is cheapest and environmental costs are low.
- I: Free trade, comparative advantage and specialization always lead to economic growth and development.
- J: Total world trade in 2000 was 22 times higher than in 1950, and as a result people were much more prosperous.
- K: The WTO classifies most environmental, labour, health and safety protection laws as illegal “barriers to trade”; it has ruled against the US Clean Air Act and parts of the US Endangered Species Act.
- L: Free trade ensures supplies and a greater choice of components and raw materials for producers, and of products and services for consumers.
- M: The WTO has ruled that governments cannot take into account “non-commercial values” such as human rights, opposing child labour, etc.
- N:WTO policies allow rich countries to dump heavily subsidized industrially produced food in poor countries, which damages local production.

For							
Against							

(From “English for Business Studies” by Ian MacKenzie, third edition)

Task 13. Prepare a brief talk (or a written report) summarizing either the arguments in favour (for) of free trade, or those against. You can use your own opinions and examples as well as those expressed in the previous task.

Unit 2. Import and Export

Task 1. Before reading the text on import and export match up the words in column A with their definitions in column B.

A	B
1. Merchant	a) a person who has been given the authority to vote on behalf of a shareholder
2. Reseller	b) the exchange of goods, property, services, etc. for other goods without using money
3. Proxy	c) a person or business that buys and sells goods in large quantities, especially one who imports and exports goods
4. Distribution	d) the activity of making a product available to customers, for example by supplying it to shops/stores; the system of transporting and delivering a product to shops/stores or customers
5. Barter	e) a company that buys goods from manufacturers and sells them without making any changes to them
6. Transaction	f) money that is paid by a government or an organization to reduce the costs of services or of producing goods so that their prices can be kept low
7. Subsidy	g) a person or an organization that helps other people or organizations who are unable or unwilling to deal with each other directly to reach an agreement
8. Embargo	h) a piece of business that is done between people, especially an act of buying or selling
9. manufacturer	i) money that you have to pay to the government so that it can pay for public services

10. intermediary	j) a company that is paid to arrange for goods to be transported and often exported on behalf of others
11. Tax	k) the government department that gives permission for goods to be imported and charges taxes on them (import duties); the officials at an airport, etc. that work for this department
12. freight forwarder	l) an official order that prevents trade with another country
13. Customs	m) a person or company that produces goods in large quantities from raw materials or parts

Exporting is the act of producing goods or services in one country and selling or trading them to another country. The term *export* originates from the Latin words *ex* and *portare*, meaning to carry out. The counterpart to exporting is *importing* which is the acquisition and sale of goods from another country and selling them within the country. Although it is common to speak of a nation's exports or imports in the aggregate, the company that produces the good or service, as opposed to a national government, usually conducts exporting in terms of *logistics* and *sales transactions*. However, export and import levels may be highly influenced by government policies, such as offering *subsidies* that either restrict or encourage the sale of particular goods and services abroad. Certain exports, such as military technology, may be banned entirely, at least for certain recipients, in cases of *trade embargoes* or other government regulations (e.g., U.S. companies generally can't export to or import from Cuba). Exporting is just one method that companies use to establish their presence in economies outside their home country. Importing is the method used to acquire products not readily available from within the country or to acquire products at a less expensive cost than if it were produced in that country.

Countries may be in a favorable position *to export* for several reasons. A country may export goods if it is the world's sole supplier of a certain good, such as when it has access to natural resources others lack. Some countries are also able *to manufacture* products at a relatively lower cost than other countries, for example, when labor costs less. Other factors include the ability to produce superior quality goods or the ability *to produce* the goods in a season of the year when other countries need them.

METHODS OF EXPORTING

DIRECT EXPORTING

The typical exporting system is a company-owned export department, in which a *manufacturer* sells directly to companies or consumers in foreign countries. In this arrangement, the company has complete control over *the marketing and distribution* of its goods and services, distribution, sales, pricing, and other business choices. Most U.S. exporters, however, don't utilize this system. Many companies depend on one or several specialized export channels outside their organizations. Most companies choose direct and indirect routes. Direct exports are sold through foreign-based parties. Indirect exports are sold through home-based *proxies* or *resellers*. Both methods can be implemented through either *merchants* or *agents*. In these cases, merchants actually assume ownership of the goods, as opposed to agents, who only represent the manufacturer or owner. *Bartering* is another method that manufacturers may use to sell their goods abroad.

A direct merchant is an organization in a foreign country that buys goods in the United States, or another country, and then proceeds to sell the goods in their own country. The merchants usually offer complementary services to their buyers such as maintenance, parts sales, and technical support. A direct merchant often has a close relationship with the exporter, giving the merchant exclusive rights to sell and service the goods.

There are several different types of direct agents. Some direct agents, for example, are paid by U.S. firms on commission, have a contract, and usually do not sell competing products. The exporter trains the representative on the product and provides them with literature. Purchasing agents are similar to commission agents. They are sent to a foreign country by their company or homeland to purchase products for them. The agent is usually paid a fee or commission for this work. Purchasing agents are only in the target country for a short period of time and then leave.

INDIRECT EXPORTING

When a company uses a home-based merchant or agent to find and deliver goods to foreign buyers it utilizes indirect exporting. This method of exporting poses the least amount of risk and expense because it is relatively easy to start up and has a moderate up-front capital investment. Indirect agents act as *intermediaries* between the exporter and buyer and facilitate the flow of goods.

There are several different types of indirect agents. One is an export management company (EMC). EMCs usually represent several companies in one or more industries. The agent charges the domestic company a fee or commission and in return provides the manufacturer with access to foreign channels of distribution and knowledge of foreign markets. Another type of indirect agent is a Webb-Pomerene Association.

There are about forty such associations in the United States. These associations are composed of competing manufacturers for the purpose of exporting. The associations are exempt from U.S. antitrust laws relating to price setting, discounting, and customer information. Export trading companies (ETCs) are another type of indirect agent. These were created in 1982 by the U.S. government to help U.S. manufacturers compete with powerful Japanese conglomerates. These companies are similar to EMCs and Webb-Pomerene Associations but are on a larger scale. Export commission houses are another form of indirect agent. In this case, commission agents represent buyers in foreign markets. The foreign buyer places an order and the commission agent solicits bids from domestic manufacturers. The lowest bidder is usually receives the order and is compensated by the foreign buyer with a fee or commission. This is an advantage for the exporter because the payment is usually received immediately and it takes little effort to complete the sale. Other forms of indirect trading include foreign *freight forwarders*, which manage overseas shipments for a fee; brokers, which bring buyers and sellers together, but do not handle or distribute the goods; and export agents, who represent the manufacturer, and act under their own name.

BARRIERS TO EXPORTS

Barriers to the export and import of goods have been widely established by governments. These barriers serve a number of purposes such as protecting industries, national employment levels, and improving trade balances. The United States and many other nations have made efforts to lower trade barriers, although many countries still have an intricate network of barriers that greatly impact the world export market.

The two major classes of trade restrictions are tariff and nontariff. *Tariffs* are duties imposed on goods leaving or coming into the country. Among other uses, tariffs are used to penalize other countries for trade or political actions. Nontariff barriers include *quotas*, *taxes*, and *exchange rate controls*. These can be broken down into six major categories that include *specific trade limitations*, *customs and administrative entry restrictions*, *standards*, *government participation*, *import charges*, and *miscellaneous categories*. Many governments offer various global export initiatives to encourage free trade. The General Agreement on Tariffs and Trade (GATT), which was signed by the United States and the majority of developed and developing countries, calls for a decrease of both tariff and nontariff barriers worldwide. Other important developments include the North American Free Trade Agreement of 1993, and the European Union's gradual evolution toward economic unity. These agreements significantly reduce trade barriers within the affected regions. In the United States, most governments support specific industries or companies through financial aid, lower tax rates, loans, and grants.

(Source:<https://www.referenceforbusiness.com/management/Ex-Gov/Exporting-and-Importing.html>)

Task 2. Fill in the blanks with the words from Task 1. Use the words in the appropriate form, some of them can be used more than once.

1. There is an increase in online _____ between companies in Europe.
2. Faulty goods should be returned to the _____.
3. His father was a tea _____.
4. The computers are sold to the public by _____ and not by the _____ itself.
5. They have put a _____ on cigarettes.
6. The _____ often arranges insurance for the goods and completes the official procedures to allow the exporter to be paid.
7. The company acts as an _____ between buyers and growers.
8. The _____ sends the proof-of-delivery documents to the bank, which then pays us.
9. Internet sites such as eBay allow people to do business directly with one another rather than through an _____.
10. The government has put an _____ on oil exports.
11. You may appoint a person to act as your _____ at the meeting by completing the attached form.
12. The _____ have seized large quantities of cigarettes and tobacco.
13. The government gave a _____ on petrol for transport companies last year.
14. European _____ is handled from our centre in the Netherlands.
15. The two countries have agreed to exchange certain goods on a _____ system.

Task 3. Discuss these questions with your group-mate.

1. Why do you think governments sometimes use tariffs and quotas to restrict free trade with other countries?
2. Are trade restrictions a good thing or a bad thing in your opinion? Why?
3. Do you know whether your country uses tariffs or quotas on imports?
4. Do you think any country has a complete open economy?

Task 4. Answer this essay question: “Describe the trade partnerships that your country has with other nations”.

First do some research and find out what and how your country trades with others. Then use this plan to organize your answer. Write 200 – 250 words.

Essay about international trade

Introduction

Explain that you are going to write about your government's trade partnerships nowadays. Mention that historically these partnerships haven't been the same.

Paragraph 1

What absolute advantages does your country have (natural resources or strong industries)?

What are the main exports from your country (goods and services)?

Which countries do they go to?

How does this affect your country's international trading?

Paragraph 2

What are the main imports into your country, and where are they from?

Why are these imported?

Do other countries have an absolute or comparative advantage in these goods?

Paragraph 3

Are there any barriers to trade?

If there are, why do they exist?

Conclusion

Sum up your country's international trading partnerships in two sentences.

(From "Guide to Economics" by Lilia Raitskays, Stuart Cochrane)

Unit 3. Modes of Transport

Task 1. Before reading the text on the EU logistics market match up the words in column A with their definitions in column B.

A	B
1. Logistics	a) the activity of buying things that a company needs, such as materials, parts, equipment, services, etc.; the department that deals with this; procurement
2. supply chain	b) a person or group that is involved in and can be affected by a particular organization, project, system, etc., for example directors, employees, shareholders and customers
3. delivery	c) a building where large quantities of goods are stored, especially before they are sent to shops/stores to be sold
4. purchasing	d) the work of planning and organizing the supply of materials, goods and staff
5. warehouse	e) the act of taking goods, letters, etc. to the people they have been sent to
6. disposal	f) a company or business
7. enterprise	g) the act of getting rid of sth that you do not want or cannot keep
8. stakeholder	h) the whole series of processes, companies, places, etc. that are involved in making and selling a product. It includes the supply of raw materials and parts and the processes of manufacturing, storing, transporting and selling the product to the customer

Logistics is a fundamental part of *supply chain* management. It consists of the organisation and management of flows of goods related to *purchasing, production, warehousing, distribution and the disposal, reuse and exchange of products*, as well as the provision of added value services. These days, *enterprises* often *outsource* their logistics activities to *third party logistics providers* and it is estimated that long-term contractual relationships, contract logistics, constitute 16% of total global logistics, while express/courier/parcel service are key to the e-commerce *delivery* business.

A [recent study](#) on the EU logistics market estimated that the logistics operations (excluding in-house operations) amount to €878 billion (2012) in the EU. According to the [World Bank "Connected to Compete" logistics performance index](#), the EU logistics sector performs well on a global level, the global top largest logistics service providers are all based in Europe; six countries out of the global top-10 logistic performers are EU Member States. However, the performance varies across the Member States. While Germany has the world's highest ranking, the EU average is 3.56 (out of 5), with US at 3.92 and Japan at 3.91.

The Communication on the [Freight Transport Logistics Action Plan 2007](#) established a list of activities to improve the framework for transport logistics operations in the EU. Discussions with *stakeholders* and the [Logistics Conference 2013](#) identified that in the EU logistics costs represent about 10-15% of the final value of products. It is estimated that about half of these costs could be saved if obstacles were removed. These obstacles are in particular high administrative burden and inefficient transport chains, lack of transport infrastructure and the non-completion of the internal transport market.

(Source: https://ec.europa.eu/transport/themes/logistics-and-multimodal-transport/logistics_en)

Task 2. Fill in the blanks with the words from Task 1. Use the words in the appropriate form, some of them can be used more than once.

1. An increasing number of people are using the Internet for online _____.
2. The scheme encourages workers to become _____ (= to buy shares) in their own companies.
3. The software lets manufacturers share their _____ and inventory data with suppliers over the web.
4. The country has been selling off its state _____.
5. We aim to target a proportion of _____ towards local vendors.
6. Who is the oil company's majority _____ (= who has the largest number of shares)?
7. _____ of industrial waste is a serious problem.
8. The company provides an excellent service in the areas of _____ and distribution.
9. How do you turn a loss-making _____ into a profitable concern?
10. We have 30 000 square feet of _____ space.
11. The system allows us to monitor shipments as they move through the _____.
12. They offer guaranteed next-day _____ to any home in the UK.

Task 3. Match the actor (1-5) with its activities (a-e) and describe the supply chain in general.

1. supplier/Vendor	a) supplies materials and parts
2. producer	b) supplies finished goods
3. distributors: wholesalers	c) sell in large quantities
4. distributors: retailers	d) sell to the public
5. customers: consumers/businesses	e) buy materials, spare parts, finished goods

Note: The word **supplier** can be used to describe anyone in the chain who sells something to another person. So a distributor can refer to a producer as their supplier. In a similar way, anyone who buys from somebody earlier in the chain is their **customer**.

Study the collocations with the word “consumer”. Translate the phrases *in italics* into Russian.

COLLOCATIONS

CONSUMER + NOUN

consumer goods/products (=things that people buy for their own use)

Our demand for consumer goods increases all the time.

consumer demand (=the demand for things to buy)

Consumer demand decreased as a result of the recession.

consumer spending (also consumer expenditure formal)

Higher taxes will reduce consumer spending.

a consumer group (=an organization that protects consumers' rights)

There have been complaints from consumer groups about the high prices charged by some companies.

consumer prices

Consumer prices rose 3.26% in December.

consumer choice

Competition between businesses leads to more consumer choice.

the consumer market (=the people who buy consumer goods)

Our advertising is aimed at teenagers because they are our main consumer market.

a consumer society (=a society of people who want to buy a lot of things)

In the west, we live in a consumer society.

consumer durables British English (=things you buy that are expected to last, such as cars, televisions, or furniture)

Ownership of consumer durables is a reflection of standards of living.

consumer debt (=money people owe because they buy too much)

the growth in consumer debt

a consumer boom (=a time when people spend a lot more money on buying things than usual)

the consumer boom of the 1980s in Britain

ADJECTIVES

the biggest/largest consumer of something

The US is the world's biggest oil consumer.

the average consumer

The average consumer has become more price conscious.

a domestic consumer (=one that buys in the country where something is produced)

Demand from domestic consumers is increasing.

Task 4. Watch the video “International Trade and Supply Chain” by IMF and make up five questions on its contents. Discuss these questions with your group-mate.

Global trade in the 21st century often includes and relies on international supply chains. Companies split the production of goods and services among many countries, creating supply chains that reduce overall costs.

https://www.youtube.com/watch?v=Bblo8_B32Co

Study the collocations with the noun “supply”. Translate the phrases in italics into Russian.

COLLOCATIONS

ADJECTIVES

a good supply

In hot countries, always carry a good supply of water.

a plentiful/abundant supply (formal):

There was a plentiful supply of books and magazines to read.

an adequate supply

The larger cities usually have more modern health facilities and an adequate supply of medicines.

a constant/steady/regular supply

For dairy farming, a constant supply of lush grass is essential.

an endless/inexhaustible supply (=one that does not end, or seems not to end)

He has an endless supply of jokes.

a ready supply (=one that is easily available)

The early settlers also found a ready supply of flints in the chalk cliffs.

a small/limited supply

There is a limited supply of land for building.

a dwindling supply (=one that is getting smaller)

We cannot rely on the dwindling supplies of crude oil and natural gas.

a fresh supply

A fresh supply of fuel was needed.

VERBS

use up/exhaust a supply

The diver had nearly used up his supply of oxygen.

From Longman Business Dictionary

sup·ply¹ /sə'plai/ **verb** (past tense and past participle **supplied**) [**transitive**]

1 to provide goods or services to customers, especially regularly and over a long period of time.

In certain circumstances they will charge an additional amount when supplying agricultural goods and services.

supply something to somebody

The company supplies products and services to the energy industry.

supply somebody with something

The computer giant has agreed to supply Mitsubishi with mainframe and minicomputers.

2 to give someone something they want or need

Several pharmaceutical companies are supplying additional data and making recommendations on labeling.

Financing was supplied by a syndicate of international banks.

supply somebody with something

All employees were supplied with protective clothing

supply noun (plural supplies)

1 [**countable**] an amount of something that is available to be sold, bought, used etc

The quality of the local labour supply has helped to keep his company growing.

One-quarter of the nation's soil supply is shipped via the pipeline.

Coal inventories at the end of March were 390,000 metric tons, a 14-day supply.

During times of rapid growth demand for aircraft maintenance resources also tends to outstrip supply.

2 be in short supply if something is in short supply, very little of it is available

Pricing information is in short supply because computer makers don't like to talk about the latest trends.

The building projects are behind schedule and construction materials in desperately short supply.

3 water/gas/electricity etc supply a system that provides water, gas etc

The public water supply company said the charge was related to its environmental testing laboratory.

4 [**uncountable**] the act of supplying something

supply of

There were some difficulties in the supply of raw materials.

Task 5. Match the pictures of transport and handling equipment (a-f) with the words (1-6).



a _____



b _____



c _____



d _____



e _____



f _____

1. swap-body
2. container ship
3. grapple lift
4. road-railer trailer
5. river barge
6. LGV (large goods vehicle)

(From “English for Logistics” by Marion Grussendorf)

Task 6. Match the different types of freight traffic (1-6) with the definitions (a-f).

1. multimodal
 2. piggyback
 3. intermodal
 4. unaccompanied
 5. block train
 6. single-wagon
- a) The driver does not stay with his road vehicle during transport by rail or ferry.
 - b) Goods are transported in the same loading unit or vehicle using different modes of transport. The handling of the freight itself is not necessary when changing modes.
 - c) A single shipper uses a whole train which is run directly from the loading point to the destination. No assembling and disassembling is required.
 - d) Carriage of goods by at least two different modes of transport, e.g. shipping by motor lorry and aircraft.

- e) Train is formed out of individual wagons or sets of wagons which have different origins and different destinations.
- f) Combines road and rail transport: whole motor lorries, trailers or swap-bodies are carried by rail.

(From “English for Logistics” by Marion Grussendorf)

Task 7. Two employees of a forwarding company (Hao and Ying) are comparing transport modes for a shipment from western China to Shanghai. Read the conversation and fill in the table below.

Shipping options			
Speed in days			
Cost			
Flexibility			



Hao Well, basically we have three shipping options: we can use inland waterways, road, or rail.

Ying Right. Let's start with the river barge. How long would it take to ship the consignment by barge?

Hao Normally about six days, but it often takes longer if the weather's bad.

Ying And what about cost and flexibility?

Hao It's cheap – it's actually the cheapest of all the transport options. It's not very flexible though, mainly because there are only infrequent sailings. There are barges to Shanghai twice a week.

Ying OK, let's look at road transport. It would only take four days to ship by truck, but the cost would be about 50% higher than by barge.

Hao Yes, but wouldn't it be much easier?

Ying That's true. Let's see how this compares with rail. Rail would definitely be faster than the truck option if we use the express service – that takes three days.

Hao But it would also be more expensive than shipping by road – transport costs are about 40% higher. And the system isn't very flexible. Sometimes it is only possible to book space on the express train a few weeks in advance. And then perhaps we'd have to use the standard train, which is much slower.

Ying So, I think we need to check with our customer first and find out what's most important to them.

(From "English for Logistics" by Marion Grussendorf)

Pair Work

Task 8. Compare different transport modes using the words in the box.

Adjectives	Transport modes
slow/fast	Road
expensive /cheap	River
Safe	Rail
Suitable	Air
Reliable	Pipeline
environmentally friendly	Sea

Example: *I think shipping goods by rail is faster than sea transport.*

Useful words and phrases to express your opinion:

How to express your opinion?

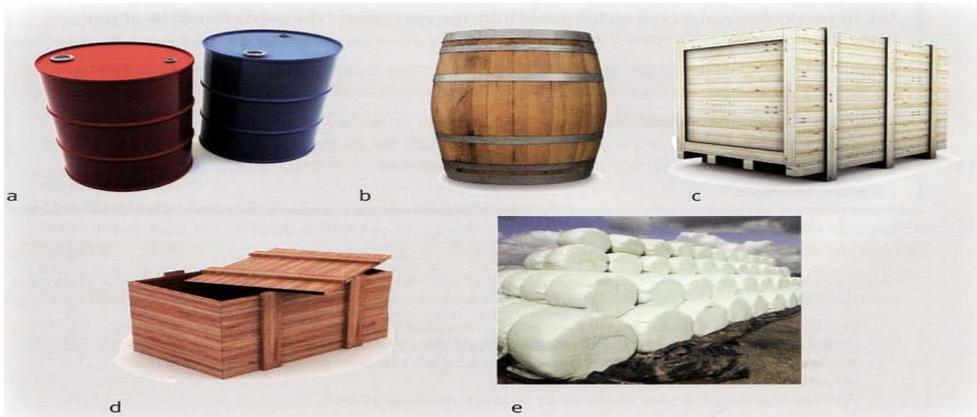
- I think...
- I feel ...
- In my opinion, ...
- I strongly believe that...
- It seems to me that...
- As far as I'm concened,..
- If you ask me...
- I'd say that...
- The point is...
- As I see it,..
- In my view, ...
- From my point of view...
- I am of the opinion that...
- In my experience...
- My personal view is that...
- The thing is that...
- Personally, I think...
- I have a point to make here.
- To be honest,...
- I'd like to point out that...



Mey

Task 9. Match the words with the pictures.

1. bale 2. chest 3. barrel / cask 4. drum 5. crate



(From "English for Logistics" by Marion Grussendorf)

Task 10. Match the items in Task 9 with their definitions.

- a) Large cylindrical container with a flat bottom and top. It is made of wood and is used for liquids.
- b) Wooden box made of wooden slats. It can be open or closed and is used for packing goods.
- c) Large package of presspacked goods (often raw material), which is tightly bound, wrapped, and banded.
- d) Sturdy box with a lid which is made of metal and often used for storage.
- e) Cylindrical metal container for liquids.

Unit 4. Incoterms

Match up the words in column A with their definitions in column B before reading the text on Incoterms.

A	B
1. ICC	a) a load of goods that are sent from one place to another
2. Insurance	b) International Chamber of Commerce
3. Shipment	c) the amount of money that you need in order to buy, make or do smth; the amount of money that is paid to produce smth; the price that smb pays for goods they are going to sell
4. freight	d) a company that carries goods or passengers from one place to another, especially by air:
5. cost	e) goods that are transported by ships, planes, trains or lorries/trucks; the system of transporting goods in this way; the amount charged to transport a load of goods by ship, plane, train or lorry/truck
6. carrier	f) an arrangement with a company in which you pay them regular amounts of money or make a single payment and they agree to pay the costs, for example if you lose or damage smth

What are Incoterms® rules?

The Incoterms® rules are the world's essential terms of trade for the sale of goods. Whether you are filing a purchase order, packaging and labelling a shipment for freight transport, or preparing a certificate of origin at a port, the Incoterms® rules are there to guide you. The Incoterms® rules provide specific guidance to individuals participating in the import and export of global trade on a daily basis.

Who publishes the Incoterms® rules?

Since its founding in 1919, ICC has been committed to the facilitation of international trade.

Different practices and legal interpretations between traders around the world necessitated a common set of rules and guidelines. As a response, ICC published the first Incoterms® rules in 1936. We have been maintaining and developing them ever since. The world business organization was pleased to announce the publication of Incoterms® 2020, as ICC celebrated its Centenary in 2019. The newest edition of the Incoterms® rules will help prepare business for the next century of global trade.

The 2020 edition is available in no fewer than 29 languages – from Estonian and German to Pashto and Spanish. Check with the ICC local representative in your country for further information.

Why use Incoterms® rules in international trade?

Although other clauses for global trade exist around the world, such as the Harmonised Tariff Schedule of the United States, Incoterms® rules are global in their reach. Similarly, Incoterms® rules do not include trade terms codified for national purposes, such as the “less than truckload shipping” (LTL) rule of the United States. Unlike national trade policies, Incoterms® rules are universal, providing clarity and predictability to business.

What does “Incoterms®” stand for?

“Incoterms®” is an acronym standing for international commercial terms. “Incoterms®” is a trademark of the International Chamber of Commerce, registered in several countries.

The Incoterms® rules feature abbreviations for terms, like FOB (“Free on Board”), DAP (“Delivered at Place”) EXW (“Ex Works”), CIP (“Carriage and Insurance Paid To”), which all have very precise meanings for the sale of goods around the world.

These terms hold universal meaning for buyers and sellers around the world. If you are a financial analyst in the City of London, then you might associate the acronym “FCA” with the United Kingdom’s Financial Conduct Authority. However, for importers and exporters around the world, FCA is the initials used for “Free Carrier,” or the seller’s obligation to deliver the goods to the carrier nominated by the buyer at the seller’s premises or another named place.

(Source: <https://iccwbo.org/resources-for-business/incoterms-rules/incoterms-2020/>)

An overview of Incoterms® 2020 for 11 Terms, 7 for any mode of transport.

EXW – Ex-Works or Ex-Warehouse

- 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.).
- 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.

FCA – Free Carrier

- 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.

FAS – Free Alongside Ship

- 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.

FOB – Free On Board

- 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 risk of loss of or damage to the goods passes when the products are on board the vessel. The buyer bears all costs from that moment onwards.

CFR – Cost and Freight

- 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 board the vessel.
- The seller must contract for and pay the costs and freight necessary to bring the goods to the named port of destination.

CIF – Cost, Insurance and Freight

- 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.
- 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.

CPT – Carriage Paid To

- 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).
- The seller must contract for and pay the costs of carriage necessary to bring the goods to the named place of destination.

CIP – Carriage and Insurance Paid To

- 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.

DAP – Delivered At Place

- 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.
- The seller bears all risks involved in bringing the goods to the named place.

DPU – Delivered At Place Unloaded (replaces Incoterm® 2010 DAT)

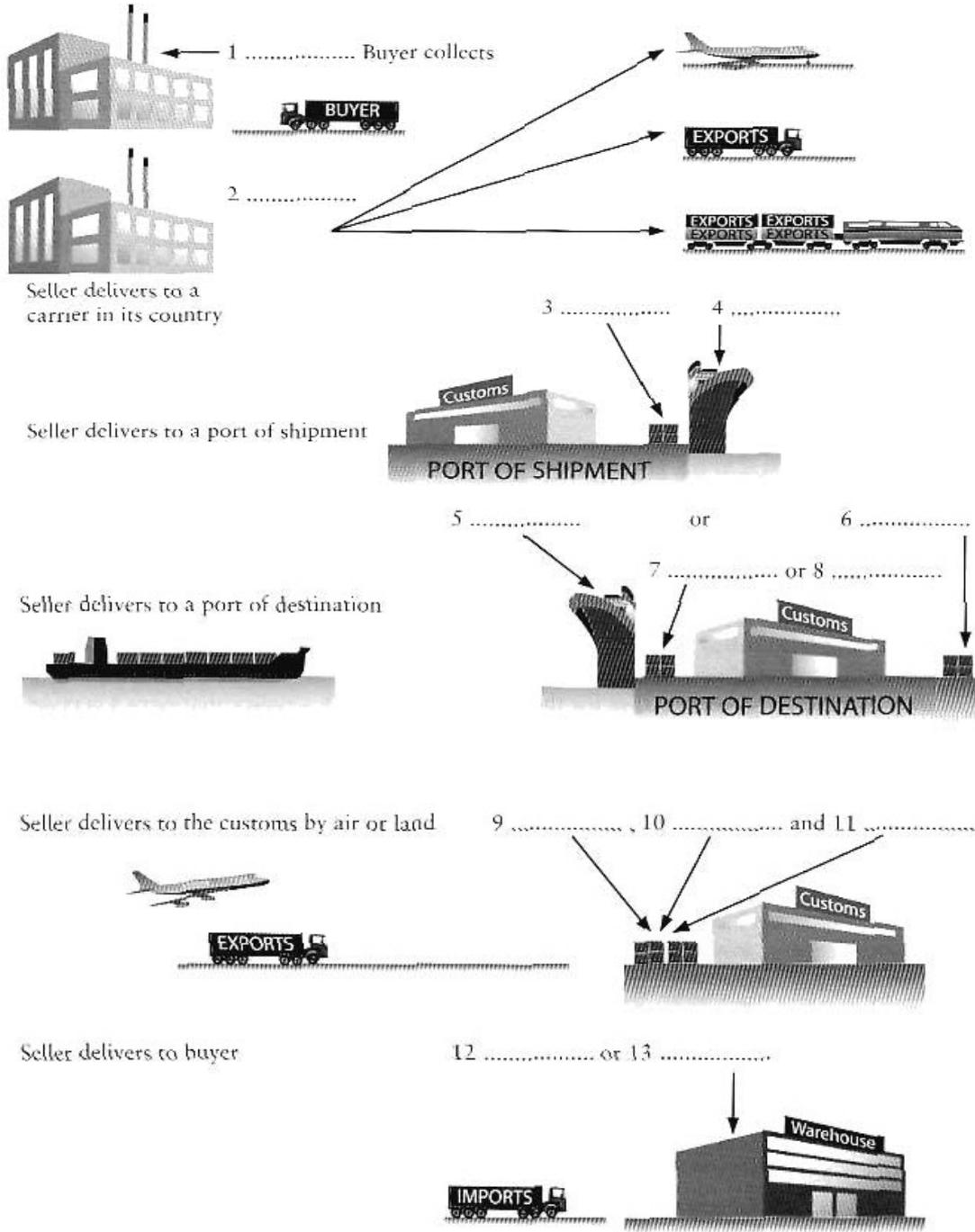
- DPU replaces the former Incoterm® DAT (Delivered At Terminal). The seller delivers when the goods, once unloaded are placed at the disposal of the buyer at a named place of destination.
- The seller bears all risks involved in bringing the goods to, and unloading them at the named place of destination.

DDP – Delivered Duty Paid

- 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.
- 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.

(Source: <https://incodocs.com/blog/incoterms-2020-explained-the-complete-guide/>)

Task 1. Label the diagram using abbreviations for Incoterms.



(From "Professional English in Use. Finance" by Ian MacKenzie)

Unit 5. Documentation and Finance

Export documentation is essential to get products shipped along the import export supply chain. There are many important sales and shipping documents that must be used. It may seem confusing at first, but importers and exporters must understand who creates each document and how they are used. In this article we explain the main export documentation types involved, and when they are required.

What types of Export Documentation are required for global trade shipments?

Exporters must provide compliant shipping documentation to get products cleared through customs and shipped through to final destinations. Global trade involves *commercial invoices, packing lists, declarations, certifications and Bills of Lading* to name a few.

How are shipping documents used throughout the shipping process?

The Enquiry Process

The enquiry process starts with the buyer asking about the seller's product details and pricing. Some Importers and Exporters find each other on trade websites such as Alibaba and GlobalSources then send new product enquiries.

Quotation Document

The exporter will send a detailed quotation document for the products offered for sale. This document will include *product specifications, pricing, currency, packing sizes, Incoterm®*, *payment details, port of loading, port of discharge and shipping method*. Popular shipping methods include FCL, LCL, Breakbulk, Air, Courier.

The Ordering Process

When the buyer is ready to purchase products, they will have to create detailed Purchase Order documents. These documents are used to confirm exact details of the goods to be supplied.

Purchase Order Document

The buyer will send an official Purchase Order document to the supplier. This will confirm all product and pricing details, generally as stated in the supplier's Quotation.

Proforma Invoice Document

The seller will send an official Proforma Invoice document to reconfirm the details of the goods to be supplied.

Order Confirmation Document

In some cases the supplier may also issue an additional Order Confirmation document. This is used to re-confirm the details of goods that have been ordered.

The Shipping Process

After the goods have been ordered and produced, the exporter will package the goods and arrange the export process. The exporter will create the following shipping documents.

Shipper's Letter of Instruction (SLI)

A Shipper's Letter of Instruction (SLI), or Interim Receipt is a very important legal document. It is the shipper's detailed document that gives full instructions to the agent that is arranging the export shipment (this is usually the freight forwarding company). This

document will state all specific instructions so the agent can correctly arrange the logistics of the cargo.

Verified Gross Mass (VGM) Declaration

A Verified Gross Mass document is only required if the goods are being shipped as a full container (FCL cargo). It is a very important document that states the shipper's verified gross mass of cargo. Shippers must ensure that shipping containers are correctly weighed and verified within important weight limitations.

Bill of Lading Document (B/L or BoL)

A Bill of Lading document is the most important document involved in the supply chain. It is a legal transport document that is issued by the carrier of the goods. When the goods are loaded on board the vessel for export, the shipping line will issue a Bill of Lading to the shipper (exporter) to confirm proof of shipment. The shipper will send a copy of the Bill of Lading and other shipping documents to the importer.

Commercial Invoice Document

The Commercial Invoice confirms all of the details of the goods that have been shipped. This includes shipper & consignee's details, product information, pricing, currency and Incoterm®.

Packing List Document

A Packing List is a detailed document stating how all of the products have been packaged inside the shipment. The document includes packaging types, quantities, sizes and weights of all packages included inside the shipment. Depending on the method of shipment, a seafreight packing list or an airfreight packing list can be created.

Packing Declaration ISPM15 Document

An export packing declaration states the type of packing materials that were used to pack the goods inside the shipment. It's purpose is to ensure that any timber packaging that has been used is ISPM15 compliant. This is to protect the spread of insects and diseases that can be hiding away in timber packing materials such as pallets, crates and dunnages.

Certificate of Origin (COO) or Declaration of Origin (DOO)

The Certificate of Origin is the manufacturer's declaration stating the country of origin where the goods have been manufactured. It is usually only required if the country of export and country of import have a current Free Trade Agreement in place. The manufacturer can provide a Declaration of Origin document, and get this approved by their local Chamber of Commerce. The importer will use this in the customs clearance process to reduce or eliminate import duties payable.

Arrival Documentation Process

As the shipment is arriving into the country of import the shipping line or freight forwarder will send any applicable documents to the importer. These can include customs clearance documents, arrival notices and invoices for seafreight and local handling charges. Note that the International seafreight or airfreight will be payable by the consignee/importer for Incoterms® FOB and before.

(Source: <https://incodocs.com/blog/shipping-document-process-overview-export-import/>)

Task 1. Complete this list of documents used in international trade with words from the box.

approved • authority • required • commercial • indicating • draft • receipt • conditions
• carriage • hazardous

1 Commercial invoice

A document that contains specific information regarding the goods shipped and the _____ agreed between buyer and seller.

2 Certificate of origin

Document used in foreign trade which states where the goods were produced. It is often _____ by customs authorities.

3 Packing list

A document which specifies the contents of any form of packaging, e.g. boxes, containers, cartons, without _____ the value of the goods shipped.

4 Air waybill

A contract between airline and shipper. It is a shipping document which states the terms and conditions of _____ and is also a receipt for the consignment.

5 Consular invoice

A special kind of invoice sometimes required by the importing country. It needs to be _____ by an embassy.

6 Pro forma invoice

A _____ invoice which the seller prepares before the actual shipment takes place.

7 Export licence

A document which is granted by a government _____ and states that specified goods can be exported.

8 Customs invoice

A specific document required by customs in some countries e.g. US when importing goods. It includes more details than a _____ invoice.

9 Dangerous goods declaration

Certificate prepared by the shipper/consignor which states that _____ goods are handled according to international shipping regulations.

10 Bill of lading

A contract between carrier and shipper which specifies the goods to be shipped and the delivery terms. It is also a _____ of shipment and accompanies the goods until they reach their destination.

Task 2. Match the payment methods (1-6) with their definitions (a-f).

1. Advance payment
2. Cash on delivery
3. Open account
4. Documents against payment
5. Documentary credit
6. Bank guarantee

- a Customer pays immediately on receiving the goods. This service is usually provided by the post office.
- b Used to cover financial risk in international transactions e.g. if a buyer does not pay.
- c The exporter supplies the goods and the importer/customer pays for them at an agreed date in the future.
- d Involves the buyer's and the seller's bank. It is a promise made by the opening bank that payment will be made on receiving documents that comply with the terms agreed.
- e Also called cash against documents (CAD). It means that the exporter has full control over the documents until payment has been made by the importer.
- f Customer/importer has to pay for the goods before they are shipped.



(From "English for Logistics" by Marion Grussendorf)

Appendix 1. Shipping documents

QUOTATION

Seller ABC Exports 4300 Longbeach Blvd Longbeach, California, 90807 United States +121388447711 Randy Clarke Company Tax ID: 93377112 info@abcexports.com		Pages 1 of 1			
		Quote Number QUO-9166	Date 22 Apr 2021		
		Buyer Reference B3382			
Buyer XYZ Imports 410 Queen Street Brisbane, Queensland, 4814 Australia +61404822536 Bob Jones					
Method of Dispatch Sea	Type of Shipment FCL	Terms / Method of Payment 30% DEPOSIT, BALANCE ON BILL OF LADING			
Port of Loading Long Beach	Port of Discharge Brisbane				
Product Code	Description of Goods	Unit Quantity	Unit Type	Price	Amount
B-STOOL	BAR STOOL ALUMINIUM 500 X 100 X 100MM STAINLESS STEEL	1,200	EACH	19.80	23,760.00
B-TABLE	BAR TABLE ALUMINIUM 1000 X 600 X 400MM STAINLESS STEEL	250	EACH	42.00	10,500.00
Total This Page		1,450			34,260.00
Consignment Total		1,450			34,260.00
Additional Info Products will be packaged in export approved packaging.		TOTAL:		\$34,260.00	
		Incoterms® 2020 FOB LONGBEACH		Currency USD	
		Signatory Company ABC Exports			
		Name of Authorized Signatory Randy Clarke			
		Signature <div style="text-align: center;"><i>Randy Clarke</i></div>			

SHIPPER'S LETTER OF INSTRUCTION

Shipper ABC Exports 4300 Longbeach Blvd Longbeach, California, 90807 United States +121388447711 Randy Clarke		Pages 1 of 1			
		Reference 177338	Buyer Reference X8166	Export Declaration Number 3771882	
Consignee XYZ Imports 410 Queen Street Brisbane, Queensland, 4814 Australia +61404822536 Bob Jones		Forwarding Agent DE Forwarding 2140 Brisbane Road Brisbane, Queensland, 4000 Australia +6630274685 Darren Smith			
Notify Party (If not Consignee)					
Method of Dispatch Sea	Type of Shipment FCL	Country of Origin of Goods United States	Country of Final Destination Australia		
Vessel / Aircraft EMMA MAERSK	Voyage No 0015	Place of Receipt			
Port of Loading Long Beach	Date of Departure 29 Apr 2021	Freight Charges Collect	Document Instructions Express Release/Waybill		
Port of Discharge Brisbane	Final Destination BRISBANE, AUSTRALIA	Incoterms® 2020 FOB LONGBEACH	Declared Value USD \$ 32150		
FORWARDER TO ARRANGE					
		Yes	No	Yes	No
Certificate of Origin		X	Export Declaration Number		X
Cartage / Pickup		X	Insurance Amount 32150		X
Marks and Numbers	Kind & No of Packages	Description of Goods		Gross Weight (kg)	Measurements (m³)
XYZ IMPORTS X8166	PALLETS X 16	BAR STOOLS, BAR FURNITURE		11,690	26.8
Does this shipment contain HAZARDOUS / DANGEROUS goods? If you answered YES, please also enclose your dangerous goods paperwork.		No	Is this shipment on Letter of Credit? If you answered YES, please also enclose your Letter of Credit paperwork.		No
Special Instructions					
Terms and conditions here..			Place and Date of Issue LONGBEACH 22 Apr 2021		
			Signatory Company ABC Exports		
			Name of Authorized Signatory Randy Clarke		
			Signature <div style="text-align: right;"><i>Randy Clarke</i></div>		

BILL OF LADING NOT NEGOTIABLE UNLESS CONSIGNED 'TO ORDER'				
Shipper HEBEI GUANGDE IMP&EXP CO., LTD 1000 CHINA BUSINESS CENTER, 200000 SHANGHAI ROAD SHANGHAI CHINA		Bill of Lading No. MASTER HBL: 5071000000	Export Entry No.	
Consignee (If 'To Order' so indicate) COMPLETE IMPORTS 11/401 BENTLEY ROAD TOWNSVILLE AUSTRALIA		EXPRESS EXPRESS BILL OF LADING		
Notify Party (No claim shall attach for failure to notify) SAME AS CONSIGNEE				
Precarriage	Place of Acceptance SHANGHAI, CHINA			
Vessel Voy. No. PAPUAN CHIEF / 1601S	Port of Loading SHANGHAI, CHINA			
Port of Discharge TOWNSVILLE, AUSTRALIA	Place of Delivery (if on carriage) TOWNSVILLE, AUSTRALIA	Freight Payable at TOWNSVILLE, AUSTRALIA	No. of Original Bills of Lading 0 (ZERO)	
Details of Cargo as declared by Shipper				
Marks & Numbers COMPLETE IMPORTS TOWNSVILLE	No. of Pkgs 1 x 20GP CONTAINER STC 249 Package(s) CINEMA CHAIR ALUMINUM FRAME SCAFFOLDING TARPULIN MEGABIN PLASTIC BOX LOONG DANCE PROPS 249PKGS ON 174PKGS	Description of Goods	Gross Weight 5477.300 KG	Cubic Measure 28.970 M3
Container Seal GESU3721957 5831279	Type Weight(KG) Volume(M3) 20GP 5477.300 28.970	Packages Mode 249 CY/CY*	*Shipper Load Count and Sealed	
INCOTERM: FCA CONSOL REF: C00941281 SHIPPED ON BOARD		14-Dec-15		
Note: The Merchant's attention is called to the fact that according to Clauses 10, 11 and 12 of this Bill of Lading, the liability of the Carriers is, in most cases, limited in respect of loss or damage to the goods and delay.		Excess Value Declaration: Refer to Clause 11 (4) & (5) on reverse side.		
Release Agent: HONGKONG INTERNATIONAL PTY LTD 404 BRIDGE ROAD SYDNEY AUSTRALIA TOWNSVILLE 662 4600 AUSTRALIA Phone: +61 2 92 4700-6666 Fax: +61 2 92 4774-6666		RECEIVED by the Carrier the Goods as specified above in apparent good order and condition unless otherwise stated, to be transported to such place as agreed, authorised or permitted herein and subject to all the terms and conditions appearing on the front and reverse of this Bill of Lading to which the Merchant agrees by accepting the Bill of Lading, any local privileges and customs notwithstanding. The particulars given above as stated by the shipper and the weight, measure, quantity, condition, contents and value of the Goods are unknown to the Carrier. In WITNESS whereof one (1) original Bill of Lading has been signed if not otherwise stated above, the same being accomplished the other(s), if any, to be void, if required by the Carrier one (1) original Bill of Lading must be surrendered duly endorsed in exchange for the Goods or delivery order. For and on behalf of		
Place of Acceptance SHANGHAI, CHINA	Place of Delivery TOWNSVILLE, AUSTRALIA	Signature as Carrier	Place and Date of Issue 14-DEC-15 SHANGHAI, CHINA	

(Source: <https://incodocs.com/blog/bill-of-lading-in-international-trade-shipments/>)

PACKING LIST

1	Exporter ABC Exports 4300 Longbeach Blvd Longbeach, California, 90807 United States +121388447711 Randy Clarke Company Tax ID: 93377112 info@abcexports.com		Pages 1 of 1	4																																																		
			Export Invoice Number & Date 3017T 14 Jan 2021	Bill of Lading Number																																																		
			Reference	Buyer Reference G871																																																		
2	Consignee Global Imports 410 Queen Street Brisbane, Queensland, 4000 Australia +61497336120 John Smith	Buyer (if not Consignee)																																																				
3	Method of Dispatch Sea	Type of Shipment FCL	Country Of Origin of Goods United States	Country of Final Destination Australia																																																		
	Vessel / Aircraft EMMA MAERSK	Voyage No V001S	Packing Information PRODUCTS PACKED ONTO 16 PALLETS																																																			
	Port of Loading Long Beach	Date of Departure 14 Jan 2021																																																				
	Port of Discharge Brisbane	Final Destination BRISBANE, AUSTRALIA																																																				
5	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 10%;">Product Code</th> <th style="width: 40%;">Description of Goods</th> <th style="width: 10%;">Unit Quantity</th> <th style="width: 10%;">Kind & No of Packages</th> <th style="width: 10%;">Net Weight of Package (Kg)</th> <th style="width: 10%;">Gross Weight of Package (Kg)</th> <th style="width: 10%;">Measurements of Package (m³)</th> </tr> </thead> <tbody> <tr> <td>B-STOOL</td> <td>BAR STOOL ALUMINIUM 500 X 100 X 100MM STAINLESS STEEL</td> <td style="text-align: right;">1,450</td> <td>PALLET X 12.00</td> <td style="text-align: right;">3,900.00</td> <td style="text-align: right;">4,050.00</td> <td style="text-align: right;">18.80</td> </tr> <tr> <td>B-TABLE</td> <td>BAR TABLE ALUMINIUM 1000 X 600 X 400MM STAINLESS STEEL</td> <td style="text-align: right;">400</td> <td>PALLET X 3.00</td> <td style="text-align: right;">660.00</td> <td style="text-align: right;">720.00</td> <td style="text-align: right;">4.90</td> </tr> <tr> <td>B-TABLE</td> <td>BAR TABLE ALUMINIUM 1000 X 600 X 400MM STAINLESS STEEL</td> <td style="text-align: right;">50</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>OTTO-L</td> <td>OTTOMAN LEATHER VINTAGE</td> <td style="text-align: right;">20</td> <td>PALLET X 1.00</td> <td style="text-align: right;">220.00</td> <td style="text-align: right;">240.00</td> <td style="text-align: right;">1.60</td> </tr> <tr> <td colspan="2" style="text-align: right;">Total This Page</td> <td style="text-align: right;">1,920</td> <td style="text-align: right;">16</td> <td style="text-align: right;">4,780</td> <td style="text-align: right;">5,010</td> <td style="text-align: right;">25.3</td> </tr> <tr> <td colspan="2" style="text-align: right;">Consignment Total</td> <td style="text-align: right;">1,920</td> <td style="text-align: right;">16</td> <td style="text-align: right;">4,780</td> <td style="text-align: right;">5,010</td> <td style="text-align: right;">25.3</td> </tr> </tbody> </table>					Product Code	Description of Goods	Unit Quantity	Kind & No of Packages	Net Weight of Package (Kg)	Gross Weight of Package (Kg)	Measurements of Package (m ³)	B-STOOL	BAR STOOL ALUMINIUM 500 X 100 X 100MM STAINLESS STEEL	1,450	PALLET X 12.00	3,900.00	4,050.00	18.80	B-TABLE	BAR TABLE ALUMINIUM 1000 X 600 X 400MM STAINLESS STEEL	400	PALLET X 3.00	660.00	720.00	4.90	B-TABLE	BAR TABLE ALUMINIUM 1000 X 600 X 400MM STAINLESS STEEL	50					OTTO-L	OTTOMAN LEATHER VINTAGE	20	PALLET X 1.00	220.00	240.00	1.60	Total This Page		1,920	16	4,780	5,010	25.3	Consignment Total		1,920	16	4,780	5,010	25.3
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4	Additional Info			6																																																		
	Signatory Company ABC EXPORTS																																																					
	Name of Authorized Signatory RANDY CLARKE																																																					
	Signature <div style="text-align: center; font-family: cursive; font-size: 1.2em;">Randy Clarke</div>																																																					

PROFORMA INVOICE

Seller Shanghai Exports A998 China Business Centre 188 Renmin Lu Road Shanghai, Shandong, 266033 China +8618552294471 Lindy Zheng				Pages 1 of 1	
Invoice Number 234		Date 30 Jan 2018			
Buyer XYZ Imports 15 St Margarets Lane New York, New York, 10033 United States +1404845957 Randy Clarke		Delivery Date			
Method of Dispatch Sea		Type of Shipment FCL		Terms / Method of Payment 30% DEPOSIT, 70% BALANCE BEFORE SHIPMENT.	
Port of Loading China Shanghai		Port of Discharge United States of America Brooklyn/New York			
Product Code	Description of Goods	Unit Quantity	Unit Type	Price	Amount
BIKE-M450G	MOUNTAIN BIKE, ALUMINIUM, 15 INCH - GREEN	500	EACH	92.40	46200.00
BIKE-M450B	MOUNTAIN BIKE, ALUMINIUM, 15 INCH - BLUE	50	EACH	92.50	4625.00
Total This Page		550			50825.00
Consignment Total		550			50825.00
Additional Information ETD 22ND FEBRUARY		MOULD CHARGES		900.00	
		Invoice Total (Incoterms® 2010) FOB SHANGHAI USD		551725.00	
Bank Details Beneficiary's Name: Shanghai Exports Beneficiary Bank Name: HSBC Hong Kong Swift Code: HSBC33XXX Bank Account No.: XXXX.XXXX.XXXX		Place and Date of issue SHANGHAI 26 Oct 2018			
		Signatory Company SHANGHAI EXPORTS			
		Name of Authorized Signatory LINDY ZHENG			
		Signature 			

Pre Shipment

COMMERCIAL INVOICE

Exporter Shanghai Exports A998 China Business Centre 188 Renmin Lu Road Shanghai, Shandong, 266033 China +8618552294471 Lindy Zheng				Pages 1 of 1		
Invoice Number & Date 234 30 Jan 2018		Bill of Lading Number				
Reference		Buyer Reference				
Consignee XYZ Imports 15 St Margarets Lane New York, New York, 10033 United States +1404845957 Randy Clarke		Buyer (if not Consignee)				
Method of Dispatch Sea		Type of Shipment FCL		Country Of Origin of Goods China		
				Country of Final Destination United States		
Vessel / Aircraft MAERSK PHOENIX		Voyage No 160W		Terms / Method of Payment 30% DEPOSIT, 70% BALANCE BEFORE SHIPMENT.		
Port of Loading China Shanghai		Date of Departure 26 Oct 2018				
Port of Discharge United States of America Brooklyn/New York		Final Destination LONG BEACH		Marine Cover Policy No		
				Letter of Credit No		
Product Code	Description of Goods	HS Code	Unit Quantity	Unit Type	Price	Amount
BIKE-M450G	MOUNTAIN BIKE, ALUMINIUM, 15 INCH - GREEN	8712.00.00	480	EACH	92.40	44352.00
BIKE-M450B	MOUNTAIN BIKE, ALUMINIUM, 15 INCH - BLUE	8712.00.00	50	EACH	92.50	4625.00
Total This Page			530			48977.00
Consignment Total			530			48977.00
Additional Information		MOULD CHARGES		900.00		
		Invoice Total (Incoterms® 2010) FOB SHANGHAI USD		549877.00		
Bank Details		Place and Date of issue SHANGHAI 30 Jan 2018				
		Signatory Company SHANGHAI EXPORTS				
		Name of Authorized Signatory LINDY ZHENG				
		Signature 				

Post Shipment

(Source: <https://incodocs.com/blog/difference-proforma-invoice-commercial-invoice/>)

Appendix 2. Official Names of Countries

Country	Name	Official name
SU	USSR	Union of Soviet Socialist Republics
DE	Germany	The Federal Republic of Germany
DD	East Germany	Germany Democratic Republic
YU	Yugoslavia	Socialist Federal Republic of Yugoslavia
CS	Czechoslovakia	Czechoslovak Republic
GB	United Kingdom	The United Kingdom of Great Britain and Northern Ireland
AF	Afghanistan	The Islamic Republic of Afghanistan
AL	Albania	The Republic of Albania
DZ	Algeria	The People's Democratic Republic of Algeria
AD	Andorra	The Principality of Andorra
AO	Angola	The Republic of Angola
AG	Antigua and Barbuda	Antigua and Barbuda
AR	Argentina	The Argentine Republic
AM	Armenia	The Republic of Armenia
AU	Australia	The Commonwealth of Australia
AT	Austria	The Republic of Austria
AZ	Azerbaijan	The Republic of Azerbaijan
BS	The Bahamas	The Commonwealth of The Bahamas
BH	Bahrain	The Kingdom of Bahrain
BD	Bangladesh	The People's Republic of Bangladesh
BB	Barbados	Barbados
BY	Belarus	The Republic of Belarus
BE	Belgium	The Kingdom of Belgium
BZ	Belize	Belize
BJ	Benin	The Republic of Benin
BT	Bhutan	The Kingdom of Bhutan
BO	Bolivia	The Plurinational State of Bolivia
BA	Bosnia and Herzegovina	Bosnia and Herzegovina
BW	Botswana	The Republic of Botswana
BR	Brazil	The Federative Republic of Brazil
BN	Brunei	Brunei Darussalam
BG	Bulgaria	The Republic of Bulgaria
BF	Burkina Faso	Burkina Faso
MM	Myanmar (Burma)	The Republic of the Union of Myanmar
BI	Burundi	The Republic of Burundi
KH	Cambodia	The Kingdom of Cambodia
CM	Cameroon	The Republic of Cameroon
CA	Canada	Canada
CV	Cape Verde	The Republic of Cabo Verde
CF	Central African Republic	The Central African Republic
TD	Chad	The Republic of Chad
CL	Chile	The Republic of Chile
CN	China	The People's Republic of China
CO	Colombia	The Republic of Colombia
KM	Comoros	The Union of the Comoros
CG	Congo	The Republic of the Congo

CD	Congo (Democratic Republic)	The Democratic Republic of the Congo
CR	Costa Rica	The Republic of Costa Rica
HR	Croatia	The Republic of Croatia
CU	Cuba	The Republic of Cuba
CY	Cyprus	The Republic of Cyprus
CZ	Czechia	The Czech Republic
DK	Denmark	The Kingdom of Denmark
DJ	Djibouti	The Republic of Djibouti
DM	Dominica	The Commonwealth of Dominica
DO	Dominican Republic	The Dominican Republic
TL	East Timor	The Democratic Republic of Timor-Leste
EC	Ecuador	The Republic of Ecuador
EG	Egypt	The Arab Republic of Egypt
SV	El Salvador	The Republic of El Salvador
GQ	Equatorial Guinea	The Republic of Equatorial Guinea
ER	Eritrea	The State of Eritrea
EE	Estonia	The Republic of Estonia
ET	Ethiopia	The Federal Democratic Republic of Ethiopia
FJ	Fiji	The Republic of Fiji
FI	Finland	The Republic of Finland
FR	France	The French Republic
GA	Gabon	The Gabonese Republic
GM	The Gambia	The Republic of The Gambia
GE	Georgia	Georgia
GH	Ghana	The Republic of Ghana
GR	Greece	The Hellenic Republic
GD	Grenada	Grenada
GT	Guatemala	The Republic of Guatemala
GN	Guinea	The Republic of Guinea
GW	Guinea-Bissau	The Republic of Guinea-Bissau
GY	Guyana	The Co-operative Republic of Guyana
HT	Haiti	The Republic of Haiti
HN	Honduras	The Republic of Honduras
HU	Hungary	Hungary
IS	Iceland	The Republic of Iceland
IN	India	The Republic of India
ID	Indonesia	The Republic of Indonesia
IR	Iran	The Islamic Republic of Iran
IQ	Iraq	The Republic of Iraq
IE	Ireland	Ireland
IL	Israel	The State of Israel
IT	Italy	The Italian Republic
CI	Ivory Coast	The Republic of Côte D'Ivoire
JM	Jamaica	Jamaica
JP	Japan	Japan
JO	Jordan	The Hashemite Kingdom of Jordan
KZ	Kazakhstan	The Republic of Kazakhstan
KE	Kenya	The Republic of Kenya
KI	Kiribati	The Republic of Kiribati
KP	North Korea	The Democratic People's Republic of Korea
KR	South Korea	The Republic of Korea

XK	Kosovo	The Republic of Kosovo
KW	Kuwait	The State of Kuwait
KG	Kyrgyzstan	The Kyrgyz Republic
LA	Laos	The Lao People's Democratic Republic
LV	Latvia	The Republic of Latvia
LB	Lebanon	The Lebanese Republic
LS	Lesotho	The Kingdom of Lesotho
LR	Liberia	The Republic of Liberia
LY	Libya	Libya
LI	Liechtenstein	The Principality of Liechtenstein
LT	Lithuania	The Republic of Lithuania
LU	Luxembourg	The Grand Duchy of Luxembourg
MK	North Macedonia	Republic of North Macedonia
MG	Madagascar	The Republic of Madagascar
MW	Malawi	The Republic of Malawi
MY	Malaysia	Malaysia
MV	Maldives	The Republic of Maldives
ML	Mali	The Republic of Mali
MT	Malta	The Republic of Malta
MH	Marshall Islands	The Republic of the Marshall Islands
MR	Mauritania	The Islamic Republic of Mauritania
MU	Mauritius	The Republic of Mauritius
MX	Mexico	The United Mexican States
FM	Micronesia	The Federated States of Micronesia
MD	Moldova	The Republic of Moldova
MC	Monaco	The Principality of Monaco
MN	Mongolia	Mongolia
ME	Montenegro	Montenegro
MA	Morocco	The Kingdom of Morocco
MZ	Mozambique	The Republic of Mozambique
NA	Namibia	The Republic of Namibia
NR	Nauru	The Republic of Nauru
NP	Nepal	The Federal Democratic Republic of Nepal
NL	Netherlands	The Kingdom of the Netherlands
NZ	New Zealand	New Zealand
NI	Nicaragua	The Republic of Nicaragua
NE	Niger	The Republic of Niger
NG	Nigeria	The Federal Republic of Nigeria
NO	Norway	The Kingdom of Norway
OM	Oman	The Sultanate of Oman
PK	Pakistan	The Islamic Republic of Pakistan
PW	Palau	The Republic of Palau
PA	Panama	The Republic of Panama
PG	Papua New Guinea	The Independent State of Papua New Guinea
PY	Paraguay	The Republic of Paraguay
PE	Peru	The Republic of Peru
PH	Philippines	The Republic of the Philippines
PL	Poland	The Republic of Poland
PT	Portugal	The Portuguese Republic
QA	Qatar	The State of Qatar
RO	Romania	Romania

RU	Russia	The Russian Federation
RW	Rwanda	The Republic of Rwanda
KN	St Kitts and Nevis	The Federation of Saint Christopher and Nevis
LC	St Lucia	Saint Lucia
VC	St Vincent	Saint Vincent and the Grenadines
WS	Samoa	The Independent State of Samoa
SM	San Marino	The Republic of San Marino
ST	Sao Tome and Principe	The Democratic Republic of Sao Tome and Principe
SA	Saudi Arabia	The Kingdom of Saudi Arabia
SN	Senegal	The Republic of Senegal
RS	Serbia	The Republic of Serbia
SC	Seychelles	The Republic of Seychelles
SL	Sierra Leone	The Republic of Sierra Leone
SG	Singapore	The Republic of Singapore
SK	Slovakia	The Slovak Republic
SI	Slovenia	The Republic of Slovenia
SB	Solomon Islands	Solomon Islands
SO	Somalia	Federal Republic of Somalia
ZA	South Africa	The Republic of South Africa
SS	South Sudan	The Republic of South Sudan
ES	Spain	The Kingdom of Spain
LK	Sri Lanka	The Democratic Socialist Republic of Sri Lanka
SD	Sudan	The Republic of the Sudan
SR	Suriname	The Republic of Suriname
SZ	Eswatini	Kingdom of Eswatini
SE	Sweden	The Kingdom of Sweden
CH	Switzerland	The Swiss Confederation
SY	Syria	The Syrian Arab Republic
TJ	Tajikistan	The Republic of Tajikistan
TZ	Tanzania	The United Republic of Tanzania
TH	Thailand	The Kingdom of Thailand
TG	Togo	The Togolese Republic
TO	Tonga	The Kingdom of Tonga
TT	Trinidad and Tobago	The Republic of Trinidad and Tobago
TN	Tunisia	The Tunisian Republic
TR	Turkey	The Republic of Turkey
TM	Turkmenistan	Turkmenistan
TV	Tuvalu	Tuvalu
UG	Uganda	The Republic of Uganda
UA	Ukraine	Ukraine
AE	United Arab Emirates	The United Arab Emirates
US	United States	The United States of America
UY	Uruguay	The Oriental Republic of Uruguay
UZ	Uzbekistan	The Republic of Uzbekistan
VU	Vanuatu	The Republic of Vanuatu
VA	Vatican City	Vatican City State
VE	Venezuela	The Bolivarian Republic of Venezuela
VN	Vietnam	The Socialist Republic of Vietnam
YE	Yemen	The Republic of Yemen
ZM	Zambia	The Republic of Zambia
ZW	Zimbabwe	The Republic of Zimbabwe

Unit 6. What is Customs?

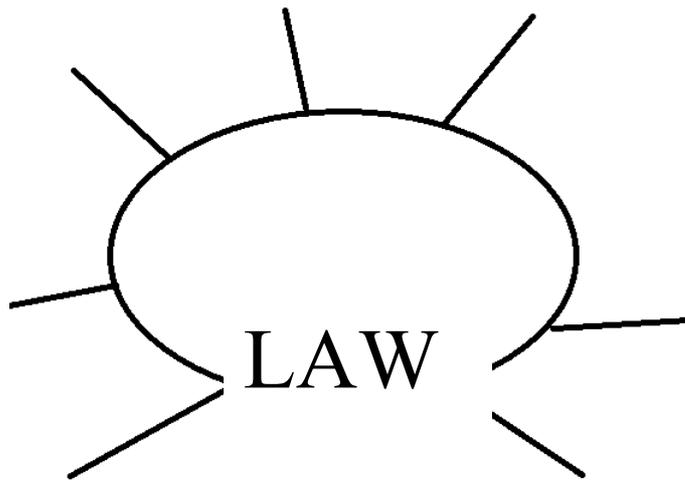
I. LEGAL MATTERS.

In Customs Service general knowledge of the Law and legal terms is essential.

1. LAW AND ORDER

1) What is Law? What associations do you have when you hear about the Law?

Fill in the chart:



2) Consider the following definitions of Law:

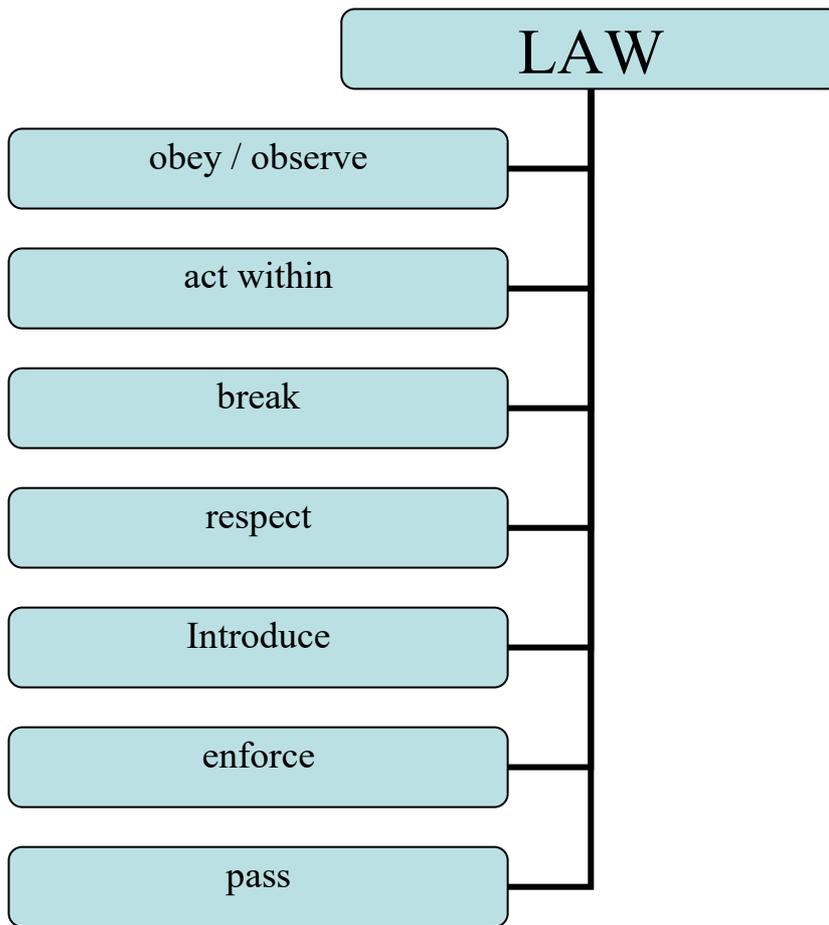
1) **ПРАВО** – *commercial law; criminal law; international law*

! Don't confuse with RIGHT (“право”) e.g. *human rights; to have no right to do sth*

2) **СУД** – *to go to law (against sb); to be at law with sb; t*

3) **ЗАКОН** – *laws of nature; business law; law **on** citizenship; law **on** universal education; law **on** public health*

3) Look at the following collocations with the word LAW. Use the dictionary to check their meaning:



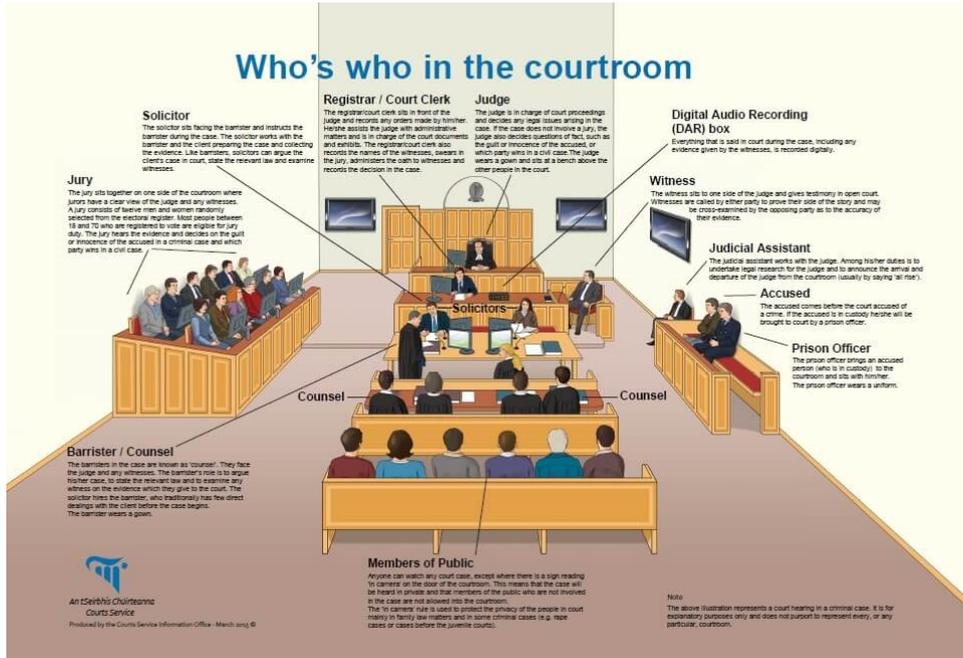
4) Give an example with each collocation. Use the following resource to help you – woordhunt.ru

Let's pass on over to some legal institutions. Mind the highlighted phrases.

A The Police

The police do a number of things. When someone commits a crime, they must investigate it. If they find that some person is responsible for the crime, they will arrest him/her. Later they will question this person, and if they are sure that the person has broken the law, he/she will be charged with some crime. Then this person will go to the court for trial.

B The Court



Taken from: <https://www.courts.ie/view/document/2edbb0bb-2c6c-4cf9-96f9-828280ff625f/Who%27s%20Who%20in%20the%20Criminal%20Court.pdf/pdf>

In court the person is now called the defendant (accused). The prosecutor must now prove that the person is guilty. The jury listens to the evidence and then brings in a verdict of guilty / not guilty (innocent).

C Punishment

If the defendant is convicted of the crime the judge will pass the sentence. It may be a fine, an imprisonment, a suspended sentence. The prisoner then may be released on parole or on bail.

5) Here are some exercises:

Fill in the gaps with suitable words from A, B, C.

1. I have never _____ the law or _____ any crime.
2. If you park illegally, you will have to pay a _____.
3. The jury will decide if the _____ is _____ or guilty.
4. If the _____ is guilty of murder, the _____ will be 10 years in prison.
5. The police _____ the crime and finally _____ two men.
6. The _____ was presented to the jury.
7. The arrested man was _____ with the crime and went to the _____ for trial.

Read the following message from the newspaper and say what the police would do in Russia:

Two fifteen-year-old boys broke into a house in the middle of the day when the owner was out, and took money and jewellery worth about £900. The owner reported the crime to the police when she returned home at 6 p.m.

Answer the questions:

1. Will the police investigate the crime?
2. How will they investigate?
3. Will the police catch these two boys?
4. What crime the boys will be charged with?
5. Can the boys go to prison?
6. What will the sentence be?

And these are possible answers based on the law in the UK.

- 1 Yes
- 2 Visit the people who were broken into and take fingerprints if possible.
- 3 Probably not
- 4 burglary
- 5 No, not at 15.
- 6 Probably a suspended sentence (= the boys are free but if they commit another crime in the next year or two years, they will receive a much tougher punishment) unless the boys already have a record for burglary. In this case, they could be sent to a centre for young offenders.

2. CRIME

1) Study the table. Find explanation of the crimes in the English-English dictionary.

Crime	Criminal	Verb
theft	thief	steal
robbery	robber	rob
shoplifting	shoplifter	shoplift
murder	murderer	murder
rape	rapist	rape
burglary	burglar	burgle (break into)
arson	arsonist	set fire to
smuggling	smuggler	smuggle

2) Now find the missing words in the dictionary yourself.

<i>crime</i>	<i>criminal</i>	<i>verb</i>	<i>definition</i>
terrorism
blackmail
drug-trafficking
forgery
assault	assault
pickpocketing
mugging

3) Organise the words in the box into three groups – crimes, people, places.

murder	thief	prison	barrister	robbery	
burglar	cell	criminal	court	rape	shoplifting
manslaughter	judge	prisoner	jury	police station	

4) Write a short newspaper article with the following title. Try to use as many words about crime and punishment as possible:

Local girl's evidence gets mugger two years prison

3. BUREAUCRACY

What is bureaucracy?

1

a: a body of nonelected government officials

b: an administrative policy-making group

(Merriam-Webster dictionary <https://www.merriam-webster.com/dictionary/bureaucracy>)

For many people it's a negative word because in many cases it means unnecessary rules, long waits, lots of documents and forms.

Words and phrases to consider in Customs Service:

Passport

Identity card – a card with your name, date of birth and photo to show who you are. Great Britain is one of the few countries where people still do not have identity cards.

Driving license – the official document which permits you to drive on public roads.

Visa – this gives you permission to enter, pass through or leave a country.

Birth certificate – gives facts about your birth.

Officials often **check** your documents. For example the police may check your driving license. Customs officials check passports, identity cards and visas/ your visa may **expire** (*formal*) or **run out** (*informal*). You will have to **obtain** or **renew** it if you want to stay in the country. It is also possible to obtain or renew a passport, a membership card for a club, etc.

In some situations you also need to **fill in** or **complete** forms – for example **landing card** (a form that you fill in when entering another country), **immigration form** or **citizenship application**.

Here are some formal phrases that one can find in forms. Try to guess their meaning or use a dictionary to help you.

Date of birth

Country of origin

Marital status

Date of arrival

Date of departure

Expiry date

Signature

Stamp (to be stamped)

1) Work in pairs. Answer some questions please. Use as many words and phrases as possible:

a) What do you need to do to obtain a visa?

b) What lines do you need to fill in when completing a landing form?

c) If your driving license expires, what should you do?

2) Imagine you are checking someone's documents at the border. What questions are you going to ask this person? Use as many words and phrases as possible

***SUGGESTED TASK:**

Typical prefixes, roots and suffixes in English.

In many texts you will find words that look familiar but their meaning may seem unknown.

For example:

employ / un – employ – ment / employ – er ... etc.

Therefore, it's recommended to revise the meaning of typical prefixes, roots and suffixes in English.

COMMON SUFFIXES IN ENGLISH	
SUFFIX	EXAMPLE
able	comfort <u>able</u>
ible	irresist <u>ible</u>
age	short <u>age</u>
al	environment <u>al</u>
ance	appear <u>ance</u>
ence	intellig <u>ence</u>
ant	immigr <u>ant</u>
ent	stud <u>ent</u>
ation	exam <u>ination</u>
ee	employ <u>ee</u>
en	sharpen <u>en</u>
er	baker <u>er</u>
ese	Chin <u>ese</u>
ess	actr <u>ess</u>
ful	usef <u>ul</u>
hood	childh <u>ood</u>
ian	politici <u>an</u>
ical	mathemat <u>ical</u>
ify	simpl <u>ify</u>
ish	Engl <u>ish</u>
ist	scienti <u>st</u>
ion	exhibi <u>tion</u>
ive	effecti <u>ve</u>
ise	moderni <u>se</u>

less		hope <u>less</u>
like		child <u>like</u>
ly		quick <u>ly</u>
ment		excite <u>ment</u>
ness		sad <u>ness</u>
ology		bio <u>logy</u>
or		act <u>or</u>
ous		religi <u>ous</u>
ship		member <u>ship</u>
wards		back <u>wards</u>
wise		clock <u>wise</u>
y		cloud <u>y</u>

Taken from: <https://www.tolearnenglish.com/exercises/exercise-english-2/exercise-english-1455.php>

Exercises:

https://www.english-grammar.at/online_exercises/prefixes-suffixes/prefixes-suffixes-index.htm

Prefixes and suffixes:

Use prefixes UN- IN- DIS- IL- IM- IR- to complete the following words:

- Happy
- Correct
- Legible
- Pack
- Patient
- Regular
- Friendly
- Lock
- Polite
- Visible
- Employed
- Agree
- Legal
- Possible
- Honest

Appear

Now make up a noun from the given words.

Educate

Discuss

Dark

Spell

Arrange

Manage

Improve

Elect

Similar

Hesitate

Govern

Careless

Use suffixes -OUS , -AL , -Y , -IVE , -ABLE , -FUL , -LESS to make adjectives:

Danger

Create

Dirt

Drink

Music

Fame

Politics

Wash

Home

Comfort

Economy

Sun

Roots:

Many roots come from Greek and Latin.

(<https://www.readingrockets.org/article/root-words-roots-and-affixes>).

Here are some:

Latin Root	Definition	Examples
aud	to hear	audience, audition
bene	good	benefactor, benevolent
cent	one hundred	century, percent
contra/counter	against	contradict, encounter
dict	to say	dictation, dictator
form	shape	conform, reform
fort	strength	fortitude, fortress
ject	throw	projection, rejection
jud	judge	judicial, prejudice
mal	bad	malevolent, malefactor
mit	to send	transmit, admit
multi	many	multimedia, multiple
port	to carry	portable, transportation
scrib/scribe	to write	inscription, prescribe
spect	to look	inspection, spectator
struct	to build	destruction, restructure
vid/vis	to see	video, televise

Greek Root	Definition	Examples
auto	self	autobiography, automobile
bio	life	biology, biography
dys	bad; hard; unlucky	dysfunctional, dyslexic
graph	writing	graphic, phonograph
hetero	different	heteronym, heterogeneous
homo	same	homonym, homogenous

hydr	water	hydration, dehydrate
micro	small	microbe, microscope
mis/miso	hate	misanthrope, misogyny
mono	one	monologue, monotonous
morph	form; shape	morphology, morphing
phon	sound	phone, symphony
photo/phos	light	photograph, phosphorous
pseudo	false	pseudonym, pseudoscience
psycho	soul; spirit	psychology, psychic
scope	viewing instrument	microscope, telescope
techno	art; science; skill	technique, technological
tele	far off	television, telephone
therm	heat	thermal, thermometer

II. INTRODUCTION TO CUSTOMS

What is customs (plural)?

1 – money paid to the government when you take particular goods from one country to another.

2 – the place at a port, airport, or border where travelers' bags are examined for illegal or taxable goods.

3 – the government department that deals with taxes on goods coming in- to and leaving a country.

4 – the place at an airport, port, or border where goods that people bring into a country are examined to make sure they are legal and whether any tax should be paid on them

(Cambridge Dictionary)

1) Which of the definitions is the main? Why? Give reasons.

2) Consider the words from the text below. If necessary use a dictionary. Which of these words are closely related to the customs? Which are not so closely?

Excise.

To enable

To clear goods

To evolve

Confusing

Domestic goods

VAT

Consignee

3) You are going to read the text about customs. Look at the table. What do you already know about customs? What do you want to learn about them from the text?

The last column you will fill in when doing ex. 6).

KNOW	WANT	LEARNT

TOPIC TEXT 1

CUSTOMS

Use of the term Customs can be confusing. Customs (the institution) collect Customs (duties) on goods which enter the Customs territory, at Customs (the location), which is often at the border (also called Customs) with the help (in some cases), of Customs brokers. An individual or firm licensed by customs authorities can perform the functions of a broker, organizing entrance and clearance of imported goods through customs. Most often a broker represents the importer in dealings with the customs authorities facilitating the trade of merchandise for a consignee or shipper.

Customs duties are in the Customs tariff. In many countries, the Customs institution has nothing to do with the setting of tariffs – at most, they provide budget-makers with statistical data to enable simulations. Customs may also collect revenue

other than tariff revenue (for example, VAT, or sales tax, or excise, or any other tax collected on imported or exported goods). Over the years, Customs has also collected domestic taxes (excise on domestic goods, VAT), and has thus expanded into the fiscal area.

The place where duty is collected is usually known as Customs (the Customs house). This was traditionally at the point of entry into the territory, and became synonymous with border crossing. However, over the years, goods were cleared inside the territory, so Customs may operate well outside the border area. In effect, the concept of border has evolved from a geographical notion to a functional one.

What makes things more complicated is that there can be several Customs territories, i.e. places with individual customs regulations, within the sovereignty of one state or within an economic and political union. For instance, there are border checks between the Schengen Area portions of the EU customs territory and those portions in the Common Travel Area formed by the United Kingdom, Crown Dependencies, and Ireland. Breakaway provinces may have their own Customs tariffs and regimes.

Besides, some parts of the country may be excluded from the Customs territory (such as free trade zones). They are also called free ports. These are areas within which goods may be landed, handled, and re-exported freely. The purpose is to remove obstacles to trade and to permit quick turnaround of ships and planes. Only when the goods are moved to consumers within the country in which the zone is located do they become subject to tariffs and customs regulation. Free-trade zones are found around major seaports, international airports, and national frontiers.

The same Customs territory may apply to several countries. In this case states form a Customs union which is an international association organized to eliminate customs restrictions on goods exchanged between member nations and to establish a uniform tariff policy toward nonmember nations. For instance, the Russian Federation is a member of the Customs Union of Russia, Belarus and Kazakhstan. It came into effect on January 1, 2010. As a result, customs clearance of goods originating in any of these three states, along with goods that have been imported into one of these three states from other countries and released for free circulation, may be transferred between the three states without undergoing customs clearance and customs control procedures. The member states continued with economic integration and removed all customs borders between each other after July 2011.

(From: Сборник текстов для чтения и заданий по английскому языку для студентов, обучающихся по направлению подготовки «Таможенное дело»: практикум / сост. Н.В. Ваганова, В.Л. Лунина, В.В. Малова. – Нижний Новгород: Изд-во ННГУ, 2015.– стр.4-5).

4) Answer the questions please.

- How many meanings does the term 'Customs' have?
- Do customs collect taxes?
- Are Customs located only at the border of a state?
- What is a Customs Union?
- What relations exist between the members of the Customs Union?

5) Read the text once again and write out words and phrases (5-7), that you consider essential for the topic "Customs".

**Suggested words: duty, tax, import, export, to clear (clearance), goods, customs tariff, customs regime, customs union.

6) Now let's return to the table in ex. 3). Write the facts that you have learned from the text.

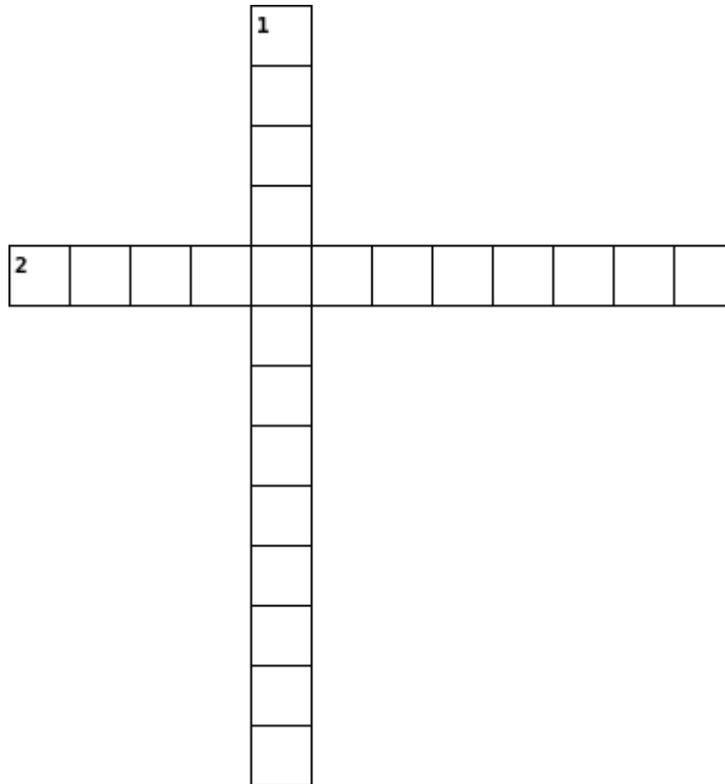
7) Using a dictionary find definitions of the following word combinations. What is the difference between them?

1) customs control	
2) customs procedure	
3) customs value	
4) customs code	
5) customs duty	
6) customs area	
7) customs clearance	
8) customs warehouse	
9) customs classification	

8) Using an automated crossword puzzle maker (e.g. <https://crosswordlabs.com/>) arrange a crossword of 5-6 words from the list above. Try to paraphrase the definition in your own words.

Remember – all words have ‘customs’ before them

For example:



Across

2. tax on the importation or exportation

Down

1. how much the product costs according to the customs

9) What is EXPORTATION and IMPORTATION?

Can you explain what these terms mean?

EXPORTATION – is ...

IMPORTATION – is ...

Read the text and find the definitions. Do they match yours? Why? Why not?

TOPIC TEXT 2

EXPORTATION AND IMPORTATION OF GOODS

Customs play an essential role in all international trade operations. As a fact, its goal is to control the regulations of foreign trade. Exportation is when you take goods out of the customs territory, while importation implies bringing goods into the customs territory.

The goods that circulate or stay at one place, are subject to the application of different customs system plans. These customs plans will allow determining the itinerary of the merchandise and the customs duties that will be applied. Some merchandises will be liable to customs duties, others are on suspension.

The general plan consists of exporting or importing merchandises with the intention of leaving them in a foreign country. In this framework, customs duties are waived; the payment of VAT is done at the importing country. Sometimes goods are placed to the customs warehouse. It allows the storing of foreign merchandises after having been imported from a third country. It helps to stock the merchandise and to sell it progressively. There is a suspension of customs duties and VAT until it leaves the warehouse.

Customs procedures consist of presenting the merchandises at the customs office and allotting customs duties. The customs administration only permits certain persons to perform the customs clearance, mostly the merchandise holder or the professional declarant – an agent or a broker.

When importing, regardless of the means of transport, a summary declaration of the merchandise must be presented (the manifest of air or sea transportation, the routing sheet, the section of the carnet TIR for road transportation). After that the goods can be unloaded (placed in storage) and placed under customs procedures. When exporting, the declaration of the merchandises must be registered at the arrival of these at the assigned place or at the customs service office. The customs handling procedures are performed by registering the export declaration in its detailed or simplified form.

After the goods have been presented to customs, the merchandises are either cleared or they will be forwarded to a storage customs clearance area. Nowadays in many countries customs clearance procedures involve special tools meant to facilitate customs formalities for the operators, allowing them to clear customs online. This tele-service is utilized by operators for imports as well as for exports.

Customs duties are determined depending on the customs value. The elements needed to determine their taxation are: the value, tariff classification and origin. The imported or exported merchandises are classified according to their international no-

menclature of the “harmonized commodity description and coding system” (code of 12 digit numbers + 1 letter). This is going to establish the duty fees, the VAT taxes and any other additional taxes, the quota application, the standards and sanitary controls. The origin refers to the country from which the merchandise is considered to have originated, it is not to be confused with the country where it is coming from. The country of origin is the country where the merchandise was manufactured.

(From: Сборник текстов для чтения и заданий по английскому языку для студентов, обучающихся по направлению подготовки «Таможенное дело»: практикум / сост. Н.В. Ваганова, В.Л. Лунина, В.В. Малова. – Нижний Новгород: Изд-во ННГУ, 2015.– стр.7-8).

10) Read the underlined words and phrases once again. Work in pairs. Ask each other the meaning of these words and phrases.

11) Exercise. Fill in the gaps with underlined words.

- The main goal of the customs is to control _____ (регулирование международной торговли).
- Many goods are _____ to excise (подпадают под).
- The customs uses different _____ to achieve its goals. (таможенные планы)
- The goods _____ (направляются)

12) Using underlined words and phrases make up 3 sentences for you group-mates to translate (Work in pairs or in small groups).

CHECK YOURSELF 1

Using the words and phrases from parts I and II translate the following sentences into English:

1. Товары в магазинах беспошлинной торговли не облагаются акцизами и налогами. Таможенное законодательство разрешает ввоз таких товаров без оплаты пошлины.
2. Ввозимый товар оценивается по его стоимости и количеству. Если таможенный офицер что-то подозревает (to suspect), то товар могут задержать на таможенном складе.
3. Страны, которые входят в таможенные союзы, допускают свободную циркуляцию товара в пределах таможенной территории. У них общий таможенный тариф и режим. Свободные порты и торговые зоны исключаются из таможенной территории.
4. Растаможка груза не обязательно происходит при пересечении границы. В любом случае (anyway) вам нужно заполнить декларацию, а некоторые товары подпадают под лицензирование.
5. Для того чтобы бороться с нарушением таможенного законодательства, офицеры таможни должны следовать таможенному кодексу.

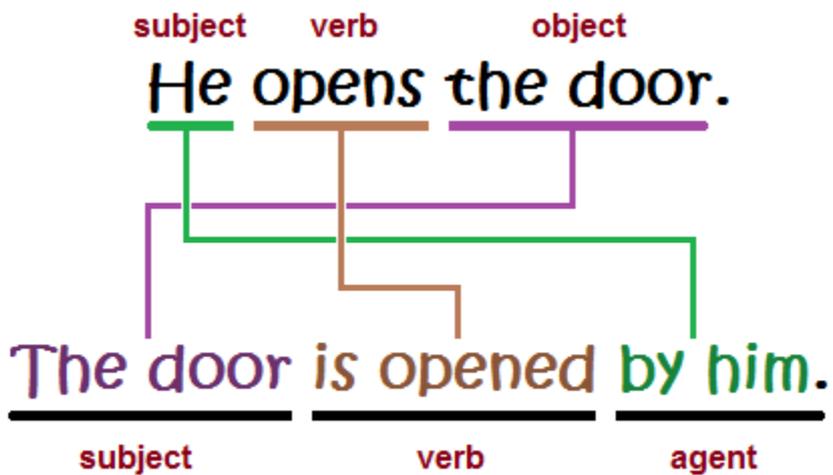
Unit 7. What Customs do

I. CUSTOMS AND LAW VIOLATIONS

1. GRAMMAR POINT

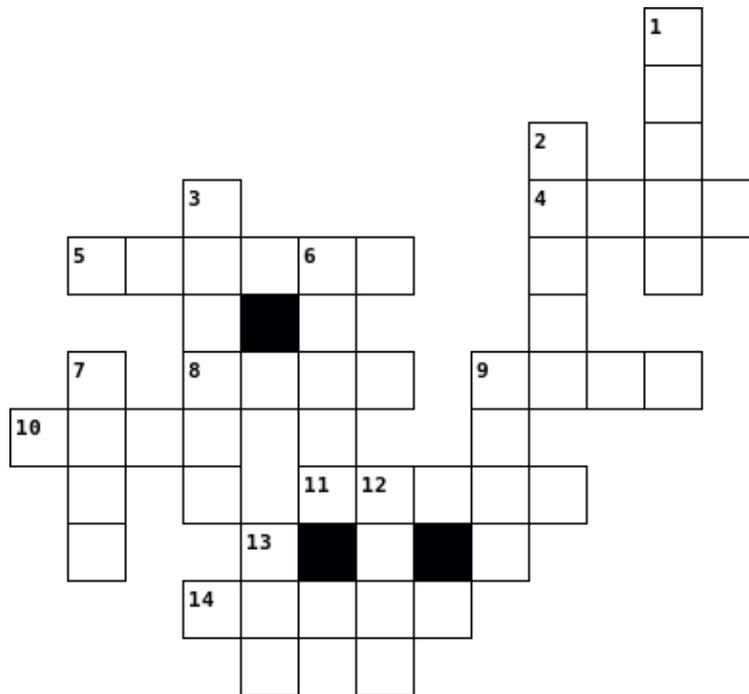
As you have noticed, Passive Voice constructions are widely used when people speak about Law and Customs.

You remember general rules of how Active Voice transforms into Passive Voice in Present Simple:



(Taken from: https://vocabularybooster.ru/uploads/5/2/0/5/52055501/843928_orig.png)

1) Exercise. Solve the crossword puzzle using the third form of these irregular verbs:



2)
Present
ond col-
transfor-

- Across
- 4. read
 - 5. chosen
 - 8. grown
 - 9. felt
 - 10. taken
 - 11. thought
 - 14. built

Here are some other
Continuous, and
Study the ex-
umn which tense it
mation from Active

- Down
- 1. spoken
 - 2. written
 - 3. forgotten
 - 6. shot
 - 7. made
 - 9. found
 - 12. held
 - 13. bought

schemes for Past Simple,
Present Perfect.
amples and write in the sec-
is. Draw a sceme fpr the
to Passive for each tense.

Example	Tense
This house was built 100 years ago	
My car is being repaired now. It's in the garage.	
The shirts have been ironed	
We weren't invited to the party.	
I'm at home today. My office is being painted .	
When was the telephone invented ?	
My key has been stolen .	
Has this shirt been washed ?	
Don't walk this side of the street. The houses are being built these.	

3) Exercise. Put the verbs into the correct form – active or passive.

STUDIO: Here is the local news for today, Friday the 23rd of November. Last night in Cowford, many trees (1) **were blown** (blow) down in the storm. One tree (2) _____ (fall)

across the main road into Cowford. It damaged the telephone lines. The tree (3) _____ (take) away by the fire service during the night. Heavy rain also (4) _____ (cause) problems on the roads. Some roads (5) _____ (cover) by half a metre of water. Many motorists (6) _____ (leave) their cars and (7) _____ (walk) home. Now, over to our reporter, Carol Black.

CAROL: The situation this morning is better and nearly back to normal. I can see the telephone engineers at work. The broken lines (8) _____ (repair) at the moment, so people will soon be able to use their phones again. There is no water on the roads – it (9) _____ (disappear). And the last few cars (10) _____ just (remove) by the emergency services.

STUDIO: Thank you, Carol. And some football news. We (11) just _____ (hear) that Cowford Town are the champions for the fourth time. A few minutes ago the referee (12) _____ (blow) his whistle at the end of the game against Grimetown United. Our reporter at the match, Kevin Anderton, (13) _____ (wait) to talk to us at the stadium. Kevin, (14)

_____ it a good game?

KEVIN: Yes, excellent, but unfortunately a bit rough. Cowford's star player, Tony Ancock, (15) _____ (send) off because he (16) _____ (kick) one of the Grimetown players. And the Grimetown goalkeeper (17) _____ (hurt) when he (18) _____ (crash) into one of the goalposts. He (19) _____ (carry) off the field with leg injuries, so both teams (20) _____ (play) with ten men for the last few minutes.

STUDIO: Is he all right?

KEVIN: Well, we don't know. He (21) _____ (take) to hospital right now. The manager (22) _____ (think) it's serious.

STUDIO: Oh dear. That's a bad end for Grimetown. What (23) _____ (happen) now in the stadium?

KEVIN: The Cowford players (24) _____ (give) the Champions Cup. And now back to the studio.

(Taken from: H.Naylor & R. Murphy Essential Grammar in Use. Supplementary Exercises, 2007, p. 41)

2. SMUGGLING AND SMUGGLING METHODS

1) Read the text and find a definition to smuggling and commercial fraud. Tell the class.

Commercial fraud is

Smuggling is ...

2) Read the text once again and give brief answers to the questions:

- Why does smuggling occur?
- What goods are smuggled and why?

TOPIC TEXT 3

FRAUD AND SMUGGLING

Unfortunately, in many cases Customs officers have to deal with crime.

The majority of cases are connected with commercial fraud and smuggling.

Commercial fraud can be identified as any offence against rules and regulations which Customs are responsible for enforcing. Commercial fraud is committed in order to avoid payment of duties and taxes on the movement of goods. It can also be committed to avoid any prohibition or restrictions applicable to commercial goods.

Smuggling, on the other hand, is defined as illegal transportation of objects (and even people) across an international border.

It can also be a form of illicit (=illegal) trade that shifts licit goods from the market. It happens when an authentic thing (e.g., a high luxury bag) is bought in a low-tax country and illegally resold in a country with higher prices.

The exact scale of smuggling stays unknown, but the consequences may be as follows: once the products are smuggled at low prices into the market, the same product sold at the original price becomes less attractive and generates large losses for both law-abiding companies and governments. This is in fact closely related to other forms of illicit trade such as drugs, arms and human trafficking.

There are various motivations to smuggle. First of all financial reasons. The participation in illegal trade, such as in the drug trade, in illegal migration, tax evasion, getting contraband in or out of the country brings high profits. Examples of non-financial motivations include bringing banned items past a security checkpoint (such as airline security).

Smuggling has a long history. In England smuggling first became a recognized problem in the 13th century, following the creation of a national customs collection system by Edward I in 1275. Medieval smuggling focused on the export of highly taxed export goods – notably wool and hides. Merchants, however, sometimes smuggled other goods to evade prohibitions or embargoes on particular trades.

In England wool was smuggled to the continent in the 17th century, under the pressure of high excise taxes. The high rates of duty on tea, wine and spirits, coming in from mainland Europe at this time made the import of such goods and the evasion of the duty a highly profitable business for impoverished fishermen and seafarers. In certain parts of the country the smuggling industry was for many communities more economically significant than legal activities such as farming and fishing.

Smuggling does not only generate large losses in tax revenue worldwide, but also, undermining the rule of law, fuels corruption and other crimes.

In this respect, customs officers and administrators are of paramount importance, as they are one of the most responsible actors to fight crime across the globe.

The main areas of smuggling of goods are tobacco, alcohol and pharmaceuticals.

Tobacco: The illicit trade in tobacco products is perhaps the most well-documented sector in the shadow economy. It costs approximately USD 40.5 billion in tax revenue. The term refers to any practice prohibited by law which relates to shipment, receipt, possession, distribution, sale, or purchase of tobacco products.

Alcohol: The illicit trade in alcohol represents a significant percentage of worldwide consumption with a sharp 25.5% of total world consumption. The amount of unrecorded alcohol is said to increase by 2% in 2020, generating over USD 19.4 billion in sales.

Pharmaceuticals: The illicit trade in pharmaceuticals includes sale, theft, fraud, the use of unregistered and unlicensed drugs. The term also includes their illicit diversion and trafficking. Its worldwide sales are said to amount between USD 75 to 200 billion each year.

Cultural goods: The illegal trafficking in cultural goods refers to the items being of importance for archeology, prehistory, history, literature, art or science. Its share represents between USD 3.4 and 6.3 billion of illicit trade every year.

(Adapted from: “Definition and impact of smuggling of goods”

<https://illicittrade.org/smuggling-of-goods> / Сборник текстов для чтения и заданий по английскому языку для студентов, обучающихся по направлению подготовки «Таможенное дело»: практикум / сост. Н.В. Ваганова, В.Л. Лунина, В.В. Малова. – Нижний Новгород: Изд-во ННГУ, 2015.– стр.12).

3) Look through the text again and find as many examples of Passive Voice constructions as possible. List them below:

...are connected with...

...

4) In small group discuss how the governments can stop or limit smuggling. You can use the following ideas or suggest your own.

1. Adopting very strict anti-smuggling laws;
2. Lowering rates of duty on tobacco, wine, spirits and other goods that are subject to duties and excise.
3. ...

5) Encyclopedia Britannica defines smuggling as “conveyance of things by stealth, particularly the clandestine movement of goods to evade customs duties or import or export restrictions.”

It also says that “Methods of smuggling change little; all are variants of two main techniques: the undetected running of cargoes across frontiers and the concealment of goods in unlikely places on ships or cars, in baggage or cargo, or on the person.”

Taken from: <https://www.britannica.com/topic/smuggling>

Can you suggest any other ways of smuggling goods? Think.

Use phrases to express your opinion.

1. *I suppose, it could be...*
2. *In my view, people may...*
3. ...

Now read an extract from the text “**GOODS AND SMUGGLING METHODS**” and check what has been mentioned and what has not.

In smuggling, concealment can involve concealing the smuggled goods, or go as far as hiding the whole transport. Avoiding border checks, such as by small ships, private airplanes, through overland smuggling routes, smuggling tunnels and even small submersibles. In many parts of the world, particularly the Gulf of Mexico, the smuggling vessel of choice is the go-fast boat.

Submitting to border checks with the goods or people hidden in a vehicle or between (other) merchandise, or the goods hidden in luggage, in or under clothes, inside the body, many smugglers fly on regularly scheduled airlines. A large number of suspected smugglers are caught each year by customs worldwide. Goods and people are also smuggled across seas hidden in containers, and overland hidden in cars, trucks, and trains.

(Taken from: Сборник текстов для чтения и заданий по английскому языку для студентов, обучающихся по направлению подготовки «Таможенное дело»: практикум / сост. Н.В. Ваганова, В.Л. Лунина, В.В. Малова. – Нижний Новгород: Изд-во ННГУ, 2015.– стр.13-14).

6) Watch the video “How marijuana is smuggled across the Mexican border” and then say what methods smugglers use (<https://www.youtube.com/watch?v=0ZDSW12-V5A>)



7) Watch the video once again and write out some phrases that officers use to describe the situation. Share your list with other people ones. How many matches do you have in class? What will be the complete list of useful words and phrases?

8) Look on the Internet and other sources what weird ways and methods of smuggling is used over the world. Tell the class.

Use the words and phrases that were given in “TOPIC TEXT 3”, video and exercise 5.

II. CUSTOMS AND CROSSING THE BORDER

1. CUSTOMS DECLARTIONS

1) Study the three declaration forms. You will need a dictionary in some cases. Say:

- What is different and what is common in these declarations?
- To what countries do these declarations belong? Why can you say so?
- Which of these declarations is easier to fill in? Why?

You may tell the class or work in groups of three

Declaration 1 (Note: All forms will be forwarded to the group in PDF by your teacher).

Incoming passenger card • Australia		PLEASE X AND ANSWER EVERY QUESTION – IF UNSURE, Yes X	
PLEASE COMPLETE IN ENGLISH WITH A BLUE OR BLACK PEN		Are you bringing into Australia:	
▶ Family/surname		1. Goods that may be prohibited or subject to restrictions, such as medicines, steroids, illegal pornography, firearms, weapons or illicit drugs?	Yes <input type="checkbox"/> No <input type="checkbox"/>
▶ Given names		2. More than 2250mL of alcoholic beverages or 25 cigarettes or 25g of tobacco products?	Yes <input type="checkbox"/> No <input type="checkbox"/>
▶ Passport number		3. Goods obtained overseas or purchased duty and/or tax free in Australia with a combined total price of more than AUD\$900, including gifts?	Yes <input type="checkbox"/> No <input type="checkbox"/>
◆ Flight number or name of ship		4. Goods/samples for business/commercial use?	Yes <input type="checkbox"/> No <input type="checkbox"/>
▶ Intended address in Australia		5. AUD\$10,000 or more in Australian or foreign currency equivalent?	Yes <input type="checkbox"/> No <input type="checkbox"/>
	State	Note: If a customs or police officer asks, you must report travellers cheques, cheques, money orders or other bearer negotiable instruments of any amount.	
▶ Do you intend to live in Australia for the next 12 months?	Yes <input type="checkbox"/> No <input type="checkbox"/>	6. Meat, poultry, fish, seafood, eggs, dairy, fruit, vegetables?	Yes <input type="checkbox"/> No <input type="checkbox"/>
▶ If you are NOT an Australian citizen:		7. Grains, seeds, bulbs, straw, nuts, plants, parts of plants, traditional medicines or herbs, wooden articles?	Yes <input type="checkbox"/> No <input type="checkbox"/>
Do you have tuberculosis?	Yes <input type="checkbox"/> No <input type="checkbox"/>	8. Animals, parts of animals, animal products including equipment, pet food, eggs, biologicals, specimens, birds, fish, insects, shells, bee products?	Yes <input type="checkbox"/> No <input type="checkbox"/>
Do you have any criminal conviction/s?	Yes <input type="checkbox"/> No <input type="checkbox"/>	9. Soil, items with soil attached or used in freshwater areas e.g. sports/recreational equipment, shoes?	Yes <input type="checkbox"/> No <input type="checkbox"/>
		10. Have you been in contact with farms, farm animals, wilderness areas or freshwater streams/lakes etc in the past 30 days?	Yes <input type="checkbox"/> No <input type="checkbox"/>
		11. Were you in Africa, South/Central America or the Caribbean in the last 6 days?	Yes <input type="checkbox"/> No <input type="checkbox"/>
DECLARATION		YOUR SIGNATURE	
The information I have given is true, correct and complete. I understand failure to answer any questions may have serious consequences.		Day Month Year	
		TURN OVER THE CARD →	
		English	

YOUR CONTACT DETAILS IN AUSTRALIA		EMERGENCY CONTACT DETAILS (FAMILY OR FRIEND)	
Phone ()		Name	
E-mail		E-mail, Phone OR Mail address	
Address OR	State		
PLEASE COMPLETE IN ENGLISH		PLEASE X AND ANSWER A OR B OR C	
▶ In which country did you board this flight or ship?		A Migrating permanently to Australia	B Visitor or temporary entrant
◆ What is your usual occupation?		▶ Your intended length of stay in Australia	Years Months Days
▶ Nationality as shown on passport		▶ Your country of residence	OR
▶ Date of birth	Day Month Year	▶ Your main reason for travel (X one only)	
		Convention/conference <input type="checkbox"/> 1	Visiting friends or relatives <input type="checkbox"/> 3
		Business <input type="checkbox"/> 2	Employment <input type="checkbox"/> 4
		Education <input type="checkbox"/> 5	Holiday <input type="checkbox"/> 7
		Exhibition <input type="checkbox"/> 6	Other <input type="checkbox"/> 8
Information sought on this form is required to administer immigration, customs, quarantine, statistical, health, wildlife and other currency laws of Australia and its collection is authorised by legislation. It will be disclosed only to agencies administering these areas and authorised or required to receive it under Australian law. Form 1442i Privacy notice is available from the department's website www.border.gov.au/allforms/		07161501	
		© Commonwealth of Australia 2017 15 (Design date 07/17)	

Declaration 2

PASSENGER CUSTOMS DECLARATION

Basic document

* To be filled by persons over 16
 * To answer mark a cross in the appropriate box below
 * Keep for the whole duration of your stay temporary abroad\ in the country and submit to the customs on your way back

entry exit

1. Information on traveler:

family name	first name	second name
Country of permanent residence	nationality/citizenship	Series no. document establishing one's identity
Arrived from (country of departure)	Leaving for (country of destination)	

With me I have children under age Yes No Number _____

With me or to me goods or transportation are carried which are due to be declared

2. Information of goods and transportation modes of carriage:

2.1. Accompanied <input type="checkbox"/> Yes <input type="checkbox"/> No	2.2. Unaccompanied <input type="checkbox"/> Yes <input type="checkbox"/> No	2.3. Goods, delivered by <input type="checkbox"/> Yes <input type="checkbox"/> No
luggage pieces _____	luggage pieces _____	carrier pieces _____

3. Information on merchandise and vehicles:

3.1. Currency of state members of the Customs union, foreign currency, traveller cheques not exceeding an equivalent of \$10000 US Yes No
 (to be filled optional)

Description	Total sum	
	In figures	In words

3.2. Currency of state members of the Customs union, foreign currency, traveller cheques over an equivalent of \$10000 US circulating notes, (bank) cheque, securities to bearer

3.3. Information on transport unit

Yes No

Yes No

Registration no. _____	Moment of release _____	Body no. or identification number _____	
Model _____			
Engine volume (in cub cent) _____	Chassis no. _____	Customs value _____	
Direction of transportation:	<input type="checkbox"/> importation	<input type="checkbox"/> temporary importation	
	<input type="checkbox"/> exportation	<input type="checkbox"/> reexportation	
Taken off the registration at the country of previous registration		<input type="checkbox"/> Yes	<input type="checkbox"/> No

3.4. Goods, forbidden of limited

Yes No

3.5. Indivisible goods over 35 kilos, goods with total weight over 50 kilos and/or total customs value over €1500

Yes No

PASSENGER CUSTOMS DECLARATION

Additional document «Cash and (or) monetary instruments declaration form»

To be filled by persons over 16 entering of leaving customs territory of the customs union:
- cash (Banknotes, coins, except coins made of precious metal), traveler cheques over cheques over an equivalent of \$10000 US;
- other monetary instruments in document form (bill of exchange, (bank) cheques, securities to bearer)
Filling the document a person has to mention every cash, traveler's cheques and monetary instrument movement

Type of declaration	entering customs territory of the customs union	leaving customs territory of the customs union
----------------------------	---	--

1. Information on traveler

family name (last name)	first name	second name
date and place of birth (dd/mm/yyyy)	nationality/citizenship	country of permanent residence
document establishing one's identity	series, no	date and place of issue
address of permanent residence	address of registration at the customs territory	number and date of visa issuing (document certifying right to stay at the territory of the customs) union

2. Information on cash and monetary instruments**2.1 Cash and traveller cheques**

	<i>Amount</i>	<i>Currency</i>
Banknote, coins		
Traveller cheque		

2.2. Monetary instruments except traveller cheque (bill of exchange, (bank) cheques, securities to beare and other)

<i>Type of instruments</i>	<i>Issuing authority</i>	<i>Date of issue</i>	<i>Identification number (if any)</i>	<i>Amount</i>	<i>Value</i>

3. Details of owner of cash and (or) monetary instruments

declarant

other natural person

other person

3.1. Details of owner of cash and (or) monetary instruments if different than the declarant

Last name, first name for natural person/ Name of other person	
Residence address for natural person/ Residence address (legal address) for other persons	

4. Origin of cash and (or) monetary instruments

wage, income from business of natural person

dividends and other income from business capital participation

income from movables and immovable realization

voluntary transfers from natural or legal persons (financial aid, grants etc.)

pension, scholarship, hardship allowance, alimony

income from movable lease and land

borrowing costs

inheritance

other _____

5. Intended use of cash and (or) monetary instruments

current expenses (purchase of goods and services)

investments including purchase of immovable

voluntary transfers for benefit of natural persons (financial aid etc.)

voluntary transfers for benefit of legal persons (charity, donations)

other _____

6. Transport information (means of transport) on cash and (or) monetary instruments

Country of departure		Country of destination				
Date of departure		Date of arrival				
Transit countries						
Means of transport declarant used to enter/leave territory of the customs union	air	rail	sea	road	other	

I am aware that giving false information in the Customs declaration shall render myself liable under acting legislation of the state member of the customs union	Signature _____
	Date « ____ » _____

For office use only



Seal

Declaration 3



Bringing your personal belongings to the United Kingdom from outside the European Community

C 3

(If you are :

- * bringing in private motor vehicles, use Form C104A (if permanently imported on transfer of your home to the EC) or C104F (if temporarily imported) or C179B (if previously exported from the EC); or
- * bringing in pets, use Form C5; or
- * furnishing a secondary home, use Form C33

Note A secondary home is a home which you own or rent and use only occasionally, ie. it is **not** where you usually live.)

This form is for you to declare your belongings to Customs and to claim any duty and tax free reliefs that may apply. The reliefs are explained in Customs Notice 3 - 'Bringing your belongings and private motor vehicle into the United Kingdom from outside the European Community'.

If you want a copy of this notice or more information, ask your local Excise and Inland Customs Advice Centre (look in your phone book under 'Customs and Excise', but not our VAT Offices). If you are phoning from abroad, we have an 'international' Advice Centre based in London which you can contact, tel. no. 00 44 171 202 4227.

This form and Notice 3 are also available on the Customs Internet website: <http://www.hmce.gov.uk>
Look under "information for the public-information".

Please complete these details:

	Please use BLOCK LETTERS		
Personal details	Surname	Forename(s)	Date of your arrival in the UK day month year
	Packing details * Packages include cases, cartons, tea chests and the like. * You must attach a complete detailed packing list to this form; & * number and sign each page of the list.		Total number of packages containing your belongings.
	Please answer questions on page 2 and complete parts A and B on pages 3 & 4. ➔		
Request to clear When your belongings arrive in the UK you, or your agent, should complete this part.	Ship's name or aircraft flight number		Bill of lading or airway bill number
	Place of loading abroad		Container number(s)
	Place of import	Date of import	Place for examination
	I request clearance of the goods mentioned above.		
Signature (importer or agent) Date			

For official use

Duty and tax relief

If you are :

- * returning to or transferring your **normal home** to the **EC**, complete **section 1**
- * coming to the **EC** as a temporary visitor, complete **section 2**

Please tick correct box and answer all questions unless directed otherwise.

Section 1 Returning to, or transferring your normal home to, the EC.

At the time of coming to the UK :

- a. Have you had your **normal home** outside the **EC** ?
 (Note: your 'normal home' is not necessarily the country in which you were born or hold citizenship - see the definition on the right of this page)
- No go to b
 Yes * in which country ?
 * how long have you lived there ?
 * what is the date of moving ?
 * how many persons are moving ?
 * how many are under age 17 ?
- b. Are you returning to the **EC** after a temporary visit outside ?
- No go to c
 Yes how long was your visit ?
 * list in part B all goods purchased or obtained during the visit.
- c. Are you moving your **normal home** to the **EC** on marriage ?
 (If you have lived outside the **EC** for less than 12 months, all goods eg purchases or gifts, obtained outside the **EC** must be listed in part B).
- No go to d
 Yes please give date of marriage and go to Part A
 (if your marriage has already taken place, please attach a copy of the marriage certificate)
- d. If you are moving your **normal home** from outside the **EC**, do your **belongings** include any goods which you have possessed and used for less than 6 months ?
 (If you have lived outside the **EC** for less than 12 months all goods eg purchases or gifts obtained outside the **EC** must be listed in part B).
- No go to e
 Yes list these goods in part B and go to e
- e. Do your **belongings** include any goods obtained under a tax-free scheme and on which duty and / or tax remain unpaid ?
- No go to Part A
 Yes list these goods in part B, and answer the following:
 when you took delivery of the goods, were you:-
- i) a **diplomat**? NO YES
- ii) a member of an officially recognised international organisation? NO YES
- iii) a member of NATO forces or civilian component? NO YES
- and are you able to provide evidence of this? NO YES
- Now go to Part A

Section 2 Coming to the EC as a temporary visitor.

- g. In which country is your **normal home** ?
- h. Are you coming to the **EC** as a **student** ?
 (if you have any goods which are not for use in your studies or for furnishing your accommodation you must list them in part B)
- No go to j
 Yes please attach a copy of the letter of acceptance.
- j. Do you intend to keep your **belongings** in the **EC** for more than 6 months in a 12 month period ?
- No go to part A
 Yes list these goods in part B and go to part A

Meaning of words in italics

Relief is freedom from paying duty and tax when you meet the relevant conditions explained in Customs Notice 3.

Your **normal home** is where you usually live - that means where you spend 185 days or more in a period of 12 months because of your work and personal connections . But if you have no work connections or your work and personal connections are in different countries, then you usually live where your personal connections are. (However if you are a UK citizen and you are working outside the EC, your normal home can be where you are working so long as you have lived there for 185 days or more in a period of 12 months). As an example, if you are a UK citizen returning with your family after working in the USA for 5 years, your normal home is the USA.

The **UK** is England, Scotland, Wales, Northern Ireland (but not the Channel Islands).

The **EC** is the European Community: Austria, Belgium, Denmark, Finland, France, Germany, Greece, the Irish Republic, Italy, Luxembourg, the Netherlands, Portugal, Spain, Sweden, the UK. Although they have close links with the EC, the following are regarded as outside the EC for tax purposes:
 the Åland Islands, Andorra, the Canary Islands, the Channel Islands, French Guiana, Guadeloupe, Martinique, Mount Athos, Reunion, San Marino and Turkey.

Your **belongings** are the goods kept by you or your immediate family for household or personal use.

A **diplomat** includes anyone who works in UK or foreign Embassies, Consuls or High Commissions, or in association with these. Also Foreign and Commonwealth Office staff, or staff working in their support.

A **temporary visitor** is a person who usually lives outside the EC (or a UK citizen who is working outside the EC for 185 days or more in a period of 12 months) who has no intention of moving his normal home to the EC.

A **student** is a person accepted to attend a school or college or university in the EC for full-time study. Your normal home must be outside the EC and you must not intend to make the EC your normal home.

Part A You must list the following goods below, even if they are already specified on a packing list :

Type of goods	Description of goods	Quantity eg Number of bottles	Country where obtained and if duty / tax free	Price paid	Present or value	How long have you had these ?	Marks or description of packages in which packed
Tobacco products Cigarettes, cigarillos, cigars, other tobacco	If none, write "NONE".						
Spirits <i>(including liqueurs)</i> Put - brand name - strength - bottle size - quantity remaining	If none, write "NONE".						
Wine Put - type - bottle size - quantity remaining	If none, write "NONE".						
Perfume / Toilet Water Put - type - bottle size - quantity remaining	If none, write "NONE".						
Tools of trade	If none, write "NONE".						
Goods for commercial use <i>(including goods intended for sale in the UK)</i>	If none, write "NONE".						
Prohibited and restricted goods See the list below before completing.	If none, write "NONE".						

If you have used all the space, add continuation sheet(s). Please number and sign each sheet.

Prohibited and restricted goods include :

- Controlled drugs such as opium, heroin, cocaine, morphine, cannabis, amphetamines and lysergide (LSD).
- Firearms *(including gas pistols, electric shock batons, stun guns and similar weapons)*, ammunition and explosives *(including flares incorporating a barrel)*.
- Indecent or obscene video cassettes, films, books, magazines and other articles.
- Horror comics.
- Flick knives, butterfly knives and certain other offensive weapons and some martial arts weapons.
- Counterfeit currency.
- Radio transmitters *(walkie-talkies, Citizen Band Radios, cordless telephones etc.)* not approved for use in the UK.
- Meat and poultry; many other animal products.
- Plants and plant produce including trees and shrubs, potatoes and certain other vegetables, fruit, bulbs and seeds.
- Animals and birds, whether alive or dead *(e.g. stuffed)*, parts and articles derived from protected species including furskins, ivory, reptile leather and goods made from them.

Complete this Part if required by Section 1 or 2 on page 2.

Part B Other goods which may be liable to import charges and not already listed in Part A.

Description of goods If you have no goods to list, please write 'NONE'	Quantity	Country where obtained and if duty / tax free	Date obtained	Price paid	Present or value	Period of use	Marks or description of packages in which packed

If you have used all the space, add continuation sheet(s). Please number and sign each sheet.

Warning	Imports are examined by Customs and there are heavy penalties for making false declarations including possible forfeiture of goods.
<p>Declaration</p> <p>This must be signed by the importer of the goods and NOT by an agent.</p>	<p>I declare that :-</p> <ul style="list-style-type: none"> * I have read the notes on this form. * All the answers given on this form, the packing list and on the continuation sheet(s) numbered are true and complete. * I am personally aware of what is contained in the packages totalled on the first page, and as specified on the attached packing list. <p>Signature Date</p> <p>Address in the UK</p> <p>.....</p> <p>Telephone number</p>
What to do next	When you have completed this form, send it with any continuation sheet(s), packing list, relevant invoices and the keys for any locked packages to the agent, airline or shipping company that is clearing your belongings through UK Customs. Faxed copies will be acceptable for Customs purposes if it is difficult to get the originals to your agent.

2) Make up a list of prohibited things to be brought into all countries. Use the information from the declarations above.

3) Can you find proper equivalents to these phrases in Russian to describe the work of Customs officers?

Russian	English
Предметы, подлежащие декларированию	
Товары сельского хозяйства	
Быть запрещённым к ввозу	
Товар сверх установленных лимитов	
Предметы, подлежащие изъятию	
Личные вещи	
Страна прибытия	

4) Compare your variants with those of other people. Which ones are the most appropriate? Work first in small groups, then all together. Select best variants. Write them on the board and/or in your copybooks.

5) After you have decided upon these phrases, make up 3 to 5 sentences in Russian for your groupmates to translate in chain one by one. You choose the next person to speak. The first one to read his or her sentence is the last to translate someone else's sentence. It's recommended to have one to three rounds of translation in class.

2. CROSSING THE BORDER

1) Have you ever travelled abroad? Were you asked any questions at Customs and Border control points?

Make a list of typical questions that might be asked while crossing the border.

Question

1 _____

Question

2 _____

....

2) Now read this text "The 5 Most Common Airport Customs Questions" from trip-savvy.com and say if you have made a match with the questions listed here.

TOPIC TEXT 4. QUESTIONS AT THE BORDER

International travel can leave modern-day adventurers with positive memories and increased knowledge of their world. Along the way, many pick up souvenirs, gifts, and other items that remind them of their favorite destinations. Regardless of what travelers bring home or choose to leave behind, everyone still has to answer to customs officers upon arrival into their destination country.

No traveler enjoys clearing customs: In addition to filling out the standard form on the incoming aircraft or vessel, travelers may be asked to recall everything they picked up and packed on their travel. In the United States, the pass-through customs is often followed by passing immediately through a Transportation Security Administration (TSA) checkpoint.

When prepared for and done correctly, passing through customs can be a relatively quick and easy process. Here are five common questions every traveler should always plan on being asked by a customs officer upon arrival.

01 of 05

What Is the Purpose of Your Trip?

In nearly every situation, this is often the first question travelers will be asked by a customs officer. This is often the first of the most common customs question because the purpose of a trip could change the type of visa required for entering the country, or subject travelers to different regulations.

As a matter of best practice, always be honest with customs officials about the purpose of a trip. A dishonest answer could result in detention or even expulsion from a foreign country. To be safe, be sure to look up visa requirements before your arrival to ensure a smooth transition at customs.

02 of 05

How Long Do You Intend to Stay?

This common customs question has less to do with a traveler's vacation plans, and everything to do with national security. Customs and border protection officers often ask about the length of stay to assess if travelers qualify to enter the country, and if the visa they are holding is appropriate for their stay. While some countries allow for a 90-day stay with an on-arrival visa, others require travelers to apply for their visa well in advance.

Depending on the planned length of visit, savvy travelers should be prepared to explain the length of their visit. Short-term stays of less than a week and long-term visits of more than a month usually receive a follow-up from the customs officer about their activities during their visit. Smart travelers should always prepare to answer truthfully about their activities while traveling.

Where Will You Be Staying?

Unlike the first two questions, customs officers often ask about housing arrangements to ensure a traveler is not a security risk. Travelers giving very generic answers including "at a hostel," "with a friend," or "at an Airbnb" may raise red flags for officers. As a result, travelers may get even more questions about their visit and could be detained until their travel plans are verified.

Smart travelers prepare an answer to this customs question with the name of the hotel they are staying at or the address of the friends, family members, or Airbnb property they will be staying with. In addition, those who are planning to stay in a hotel or hostel should always keep the confirmation of travel plans available. Having detailed stay information on hand can help travelers clear customs faster and with less frustration.

What Is Your Occupation?

This common customs question has less to do with a fascination with global occupations, and more to do with analyzing risk. When a customs officer asks about a traveler's occupation, it is not only an indicator of their financial capacities while in a given country, but also a behavior analysis tip. Travelers who cannot give an answer quickly or directly may be directed to additional questioning by customs.

Smart travelers answer the occupation question directly and quickly. However, be prepared to back up those answers with additional proof. Certain occupations (like "journalist" and "law enforcement") could result in follow-up questions.

Do You Have Anything to Declare?

Depending on where a traveler is entering, certain items may be restricted or prohibited at your destination. When entering the United States, baked and prepared goods can be brought back without inspection. However, meats, fruits, and vegetables may be subject to closer inspection or confiscation.

Some embargoed goods may also not be brought back, depending on the country. For travel into the U.S., this includes many items originating from Cuba, Burma, Iran, or Sudan. Always keep a list of your items purchased on your person when going through the checkpoint, and be sure to declare all goods purchased abroad that you are bringing back with you.

(Taken from: <https://www.tripsavvy.com/common-customs-questions-you-may-face-3259886>)

3) Write out the names of the countries, that you have encountered in the text. Are you sure you can correctly pronounce all of them?

Here's a list of countries, nationalities and languages from

<https://www.vocabulary.cl/Basic/Nationalities.htm>

List of Countries, Nationalities and their Languages

Below is a list of countries with the appropriate nationality. The Language that appears is the main language that is spoken in the country. We have not included all the languages that they may speak in that country.

Country	Nationality (Adjective)	Nationality (Noun)	Language
Afghanistan	Afghan	an Afghan	Dari (Persian) – Pashto
Albania	Albanian	an Albanian	Albanian
Algeria	Algerian	an Algerian	Arabic
Argentina	Argentine Argentinian	an Argentine an Argentinian	Spanish
Australia	Australian	an Australian	English
Austria	Austrian	an Austrian	German
Bangladesh	Bangladeshi	a Bangladeshi	Bengali
Belgium	Belgian	a Belgian	French / Flemish
Bolivia	Bolivian	a Bolivian	Spanish
Botswana	Batswana	a Botswanan	English, Setswana
Brazil	Brazilian	a Brazilian	Portuguese
Bulgaria	Bulgarian	a Bulgarian	Bulgarian
Cambodia	Cambodian	a Cambodian	Cambodian
Cameroon	Cameroonian	a Cameroonian	French / English
Canada	Canadian	a Canadian	English / French
Chile	Chilean	a Chilean	Spanish
China	Chinese	a Chinese person	Chinese
Colombia *	Colombian	a Colombian	Spanish
Costa Rica	Costa Rican	a Costa Rican	Spanish
Croatia	Croatian	a Croat	Croatian
Cuba	Cuban	a Cuban	Spanish
Czech Republic	Czech	a Czech person	Czech
Denmark	Danish	a Dane	Danish
Dominican Republic	Dominican	a Dominican	Spanish
Ecuador	Ecuadorian	an Ecuadorian	Spanish
Egypt	Egyptian	an Egyptian	Arabic
El Salvador	Salvadorian	a Salvadoran	Spanish
England	English	an Englishman an Englishwoman	English
Estonia	Estonian	an Estonian	Estonian

Ethiopia	Ethiopian	an Ethiopian	Amharic
Fiji	Fijian	a Fijian	English, Fijian
Finland	Finnish	a Finn	Finnish
France	French	a Frenchman a Frenchwoman	French
Germany	German	a German	German
Ghana	Ghanaian	a Ghanaian	English
Greece	Greek	a Greek	Greek
Guatemala	Guatemalan	a Guatemalan	Spanish
Haiti	Haitian	a Haitian	French / Creole
Honduras	Honduran	a Honduran	Spanish
Hungary	Hungarian	a Hungarian	Hungarian
Iceland	Icelandic	an Icelander	Icelandic
India	Indian	an Indian	Hindi / English
Indonesia	Indonesian	an Indonesian	Indonesian
Iran	Iranian	an Iranian	Persian
Iraq	Iraqi	an Iraqi	Arabic, Kurdish
Ireland	Irish	an Irishman an Irishwoman	Irish / English
Israel	Israeli	an Israeli	Hebrew
Italy	Italian	an Italian	Italian
Jamaica	Jamaican	a Jamaican	English
Japan	Japanese	a Japanese person	Japanese
Jordan	Jordanian	a Jordanian	Arabic
Kenya	Kenyan	a Kenyan	Swahili
Kuwait	Kuwaiti	a Kuwaiti	Arabic
Laos	Lao	a Laotian	Laotian
Latvia	Latvian	a Latvian	Latvian
Lebanon	Lebanese	a Lebanese	Arabic
Libya	Libyan	a Libyan	Arabic
Lithuania	Lithuanian	a Lithuanian	Lithuanian
Madagascar	Malagasy	a Malagasy	Malagasy / French
Malaysia	Malaysian	a Malaysian	Malay / Malaysian
Mali	Malian	a Malian	French
Malta	Maltese	a Maltese	English, Maltese
Mexico	Mexican	a Mexican	Spanish
Mongolia	Mongolian	a Mongolian	Mongolian
Morocco	Moroccan	a Moroccan	Arabic / French
Mozambique	Mozambican	a Mozambican	Portuguese
Namibia	Namibian	a Namibian	English
Nepal	Nepalese	a Nepalese	Nepali, English
Netherlands	Dutch	a Dutchman a Dutchwoman	Dutch
New Zealand	New Zealand	a New Zealander	English / Maori
Nicaragua	Nicaraguan	a Nicaraguan	Spanish

Nigeria	Nigerian	a Nigerian	English
Norway	Norwegian	a Norwegian	Norwegian
Pakistan	Pakistani	a Pakistani	Urdu, English
Panama	Panamanian	a Panamanian	Spanish
Paraguay	Paraguayan	a Paraguayan	Spanish
Peru	Peruvian	a Peruvian	Spanish
Philippines	Philippine	a Filipino	Tagalog / Filipino
Poland	Polish	a Pole	Polish
Portugal	Portuguese	a Portuguese person	Portuguese
Romania	Romanian	a Romanian	Romanian
Russia	Russian	a Russian	Russian
Saudi Arabia	Saudi	a Saudi (Arabian)	Arabic
Scotland	Scottish	a Scot	English
Senegal	Senegalese	a Senegalese person	French
Serbia	Serbian	a Serbian	Serbian
Singapore	Singaporean	a Singaporean	English, Malay, Mandarin, Tamil
Slovakia	Slovak	a Slovak	Slovak
South Africa	South African	a South African	Afrikaans, English, + 9 more
South Korea	Korean	a Korean	Korean
Spain	Spanish	a Spaniard	Spanish
Sri Lanka	Sri Lankan	a Sri Lankan	Sinhala, Tamil
Sudan	Sudanese	a Sudanese person	Arabic, English
Sweden	Swedish	a Swede	Swedish
Switzerland	Swiss	a Swiss person	German, French, Italian, Romansh
Syria	Syrian	a Syrian	Arabic
Taiwan	Taiwanese	a Taiwanese person	Chinese
Tajikistan	Tajikistani	a Tajikistani	Tajik (Persian)
Thailand	Thai	a Thai person	Thai
Tonga	Tongan	a Tongan	English, Tongan
Tunisia	Tunisian	a Tunisian	Arabic
Turkey	Turkish	a Turk	Turkish
Ukraine	Ukrainian	a Ukranian	Ukrainian
United Arab Emirates	Emirati	an Emirati	Arabic
(The) United Kingdom	British	a Brit	English
(The) United States	American **	an American	English
Uruguay	Uruguayan	a Uruguayan	Spanish
Venezuela	Venezuelan	a Venezuelan	Spanish
Vietnam	Vietnamese	a Vietnamese person	Vietnamese
Wales	Welsh	a Welshman a Welshwoman	Welsh / English
Zambia	Zambian	a Zambian	English
Zimbabwe	Zimbabwean	a Zimbabwean	16 languages

4) It's also a good idea to learn how the countries are pronounced by watching tutorial videos on YouTube like "Countries & Nationalities in English"

<https://www.youtube.com/watch?v=ZwSmUux1ZSg&t=9s>



5) Look through the table above and choose ones that were not on the video and you are not sure about their pronunciation.

Which ones will be there on your list?

1. _____
2. _____

6) What are other ways of finding information about the pronunciation of other countries, except YouTube?

We recommend to use online dictionaries like

<https://www.collinsdictionary.com/dictionary/english> for example.

To practice the names of countries, nationalities and languages it's suggested to try these online games:

1 – <https://www.vocabulary.cl/english-games/nationality.htm> (nationalities)



2 – <https://www.vocabulary.cl/english-games/languages.htm> (languages)



3 – <https://www.englishclub.com/vocabulary/world-countries-nationality-quiz.php> (countries and nationalities)



7) We know that the USA has rather high requirements for admission to the country. Do you know them? What do you need to do before going to the US? At the airport?

Fill in this KWL chart before watching two videos from U.S. Customs and Border Protection. You will fill columns KNOW and WANT now and discuss it in class, then watch the videos and fill the last columns.

Don't forget that WANT column is about what you expect to see in the videos:

KNOW	WANT	LEARNT
------	------	--------

The videos:

Know Before You Visit

<https://www.cbp.gov/newsroom/video-gallery/video-library/know-you-visit>



You've Arrived

<https://www.cbp.gov/newsroom/video-gallery/2015/01/youve-arrived>



8) Watch the videos once again and write out words and phrases from these videos that will help you describe the process of entering the USA.

Suggested list:

Video 1 Know Before You Visit

- your trip is booked
- ESTA (Electronic System for Travel Authorization)
- restricted items
- arrival game plan
- to select the appropriate line
- US citizens / Lawful residents / Visitors
- Passport and a CBP declaration form
- to verify your identity
- to have something / nothing to declare
- To ask questions / search your luggage

Video2 You've Arrived

- To reach final destination
- To safeguard
- First line of defense
- To confirm immigration status
- To inspect baggage / personal items
- Automated Passport Control kiosks
- A completed declaration form
- To have fingerprints / photos taken
- Fines, penalties, seizure of items
- Further inspection of your baggage (in the secondary area)
- Agriculture specialist
- Duty Cashier
- Connecting flight

9) Exercise.

Fill in the gaps with phrases from the lists above:

If you want to visit the USA, you must follow some rules to cross the border. Even if you are having a _____ flight in the US, you will have to _____ identity and have _____ taken.

On arrival it's important to have a _____. First of all, you need to select _____. One direction is for US _____ and _____, the other is for _____.

You will need to show the customs officer your _____ and a completed _____. Today you may also _____ status using APC, or _____ kiosks.

In any case Customs officers will inspect _____. If you have any undeclared or _____ items you may face _____, _____ and _____ of these items.

If the officer suspects something he will conduct further _____.

It may seem amazing but _____ specialists also work here, because Customs service is the first line _____. It _____ the country from unwanted diseases and drugs.

The officers also _____ some _____. If you have nothing to _____, go through the "green corridor" and enjoy your trip.

10) Speaking activity:

Divide into two groups. A will tell B how to get admitted into the USA from Russia and vice versa.

Then discuss which story was easier to compose and tell. Why?

CHECK YOURSELF 2

Translate these sentences into English:

1. Вы везете с собой предметы, подлежащие декларированию?
2. Сэр, я боюсь, что срок действия вашего паспорта истёк.
3. Простите, но ваше поведение вызывает подозрения. Вам следует пройти дополнительную проверку.
4. Товары сельского хозяйства, а также продукты (еда) запрещены к ввозу в эту страну.
5. На какой срок вы собираетесь оставаться в нашей стране? Где вы будете проживать?
6. У вас отсутствует декларация на эту вещь. Вы нарушаете закон нашей страны о контрабанде.
7. Вы можете провозить не более 35 кг багажа. За багаж сверх установленных лимитов вы обязаны заплатить пошлину.
8. Граждане страны и резиденты проходят таможенный контроль без личного досмотра.
9. Эти предметы запрещены к провозу на международных рейсах, только на внутренних. Мне придется изъять их.
10. Какова цель вашего визита в нашу страну?

Imagine your friend is going to visit some foreign country for the first time. What pieces of advice will you give to him (her)?

What will you say about:

- **Preparing for the trip?**
- **Filling in declarations?**
- **Going through Customs and Border control?**

Unit 8. How Customs Officers Work

I. DIALOGUES AT THE BORDER

1. DIALOGUE ABOUT VIOLATIONS

1) Read the dialogue. What way of crossing the border is described? What is special about it?

- Please show me your identification papers or other documents which entitle you to cross the sea border.
- Here they are on your request: identity card, passport and sailor's book.
- Is it your first time in Russia?
- No, this is my second visit in Russia. My first cruise was two years ago.
- Please tell me the name of the ship and the period of calling at a harbour in St. Petersburg.
- I entered the port in St. Petersburg on the under Denmark colours in October 2019.
- Do you have a camera with you on the ship?
- Yes, I do. Why?
- The coast guard informed me that you had been taking pictures from the deck during the course.
- Really I took some photographs with my camera while sailing to St. Petersburg.
- Have you got a Russian border authorities' permission to take photographs at our ports?
- No, I haven't. But as an amateur photographer I always take pictures of new trade ports.
- I want to inform you that you trespassed against the regulations concerning taking photographs of port objects in St. Petersburg without permission.
- I was not informed about the ban of taking pictures without permission.
- How many shots did you take? And what kind of objects did you photograph? Show them, please.
- I took four photographs: a lighthouse, the ferry and two ships. When I was entering St. Petersburg trade port I took a photo of some ship construction in the dock. That's all.
- What was the purpose of taking photographs in the port?
- I'm very fond of photography. I'm particularly interested in sea-motives.
- Considering the fact that you took photographs of the port without permission I have to call in question your camera and the film.
- Am I to understand it as sequestration?

- The explanatory proceeding will make it clear whether your camera is to be sequestered or just examined. The Captain of the ship is requested to witness at making a report on questioning your camera in your cabin.
- I think I can agree to it.
- So let's go to your cabin, if you have no objections. Please hand me your camera. Don't try to pull the card out of the camera.
- OK
- Please sign the report on examining the camera. If there are any remarks concerning my duty, write them down in the report.
- No remarks.
- Here is the receipt on your camera.
- What am I to do now?
- Collect your documents and come with me to the office to make some written explanation.
- Will I have to submit to a strip search?
- Yes, you will. We have to make a report on it too.

(Adapted from: Stepanovienė, Aušra
ENGLISH FOR BORDER GUARDS: mokomasis leidinys. – Vilnius:
Mykolo Romerio universiteto Leidybos centras, 2011. , p. 6)

2. GRAMMAR POINT 2

1) Look through the dialogue again and write out the phrases that make the speech of the officer sound polite.

2) Do you know any other ways to make speech even more correct?

Let's have a look at **modal verbs** and revise some of their meanings.

For requests, offers, permissions and invitations we use CAN, COULD and WOULD.

Watch the video about it at

<https://learnenglishteens.britishcouncil.org/grammar/intermediate-grammar/can-could-would-invitations-offers-requests-permission> and point out their meanings according to the text below the video.



3) What meanings do these examples have? What modal verbs are given there? Is it possible not to use them?

Can you wait a moment, please?
or Could you wait a moment, please?

Do you think you could take me to the station?
(in a shop) Can I have these postcards, please?

Do you mind if I use your phone?' 'Sure. Go ahead.'
'Is it all right if I come in?'

Would you like a cup of coffee?' 'Yes, please.'
'Would you like to eat with us tonight?'

4) Exercises:

Check your grammar: matching – invitations, offers and requests Match the two sentence halves and write a – h next to the number 1 – 8.

1.....	Would you like to come for lunch this weekend?	a.	Oh, yes, please! Could you?
2.....	Can you help me with this table a moment?	b.	Well, actually, my mum's not feeling well. Maybe another time.
3.....	Could you tell me where the nearest bank is, please?	c.	I suppose so. But I need it back before Friday.
4.....	Would you like me to ask my brother?	d.	Yes, of course. Here you go.
5.....	Can I come round to your house later?	e.	Yes, sure. Where do you want to put it?
6.....	Could you lend me £20, please?	f.	I'm sorry, I'm not from around here.
7.....	Can I get you a cup of tea?	g.	No, I'm OK, thanks, I've just had one.
8.....	Would you mind passing me that menu, please?	h.	Oh, I'd love to, thank you.

Write the words in the correct order to make sentences.

1. have some I Can water ?

.....

2. coffee Would like ? you a

.....

3. How ? I help can you

.....

4. do Could a favour me ? you

.....

5. giving a you me mind Would hand?

.....

6. up please? me Can pick you later,

.....

7. explain you Could this, please ?

.....

8. come for you round to like Would dinner?

.....

(Taken from: Can, could and would for invitations, offers, requests and permission
https://learnenglishteens.britishcouncil.org/sites/teens/files/gs_can_could_would_-_exercises_0.pdf)

5) You definitely remember HAVE TO, MUST and SHOULD for obligation and advice from the previous English course

(<https://learnenglishteens.britishcouncil.org/grammar/beginner-grammar/have-must-should-obligation-advice>)



Let's have a look at some more examples of these verbs. Are you able to translate them all properly?

You can't turn right here. You have to turn left.
 I have to wear glasses for reading.
 Last week Tina broke her arm and had to go to hospital.
 Karen doesn't have to work Saturdays.

I haven't spoken to Sue for ages. I must phone her. / I have to phone her.
 (= I say this is necessary)
 Mark is a really nice person. You must meet him. / You have to meet him.
 (I recommend this)

Jane has to travel a lot for her work.
 I have to work from 8.30 to 5.30 every day

You must keep this a secret. You mustn't tell anyone.
 I promised I would be on time. I mustn't be late.
 You don't have to tell Tom what happened. I can tell him myself.
 I don't have to be at the meeting, but I think I'll go anyway

That man on the motorbike should be wearing a helmet.
 I'm feeling sick. I shouldn't have eaten so much
 You look tired. You should go to bed now.

6) Exercises:

Put the phrases in the correct groups.

drive on the right side of the road in the UK – everyone drives on the left!	call the emergency services if you just have a cold.	arrive at the airport early in case there are delays.
be seventeen to drive a car in the UK.	complete a lot of exams, study and training to be a doctor.	always get enough sleep before driving a car.
use your mobile phone during an exam.	rest and drink lots of liquids if you have a cold.	show your passport or identity card to get on a plane.

You have to ...	You mustn't ...	You should ...

Correct the mistakes and write these sentences on the line below.

1. You must to see the Chrysler Building when you're in New York.
.....
2. Do I should call him?
.....
3. You haven't to wear uniform in the sixth form.
.....
4. We don't must make any noise; my grandfather's sleeping.
.....
5. You really should to go and see a doctor about that.
.....
6. He doesn't should talk to people like that.
.....
7. Why we always have to come to the same café?
.....
8. Must you to make that terrible noise all the time?
.....

(Taken from: Have to, must and should for obligation and advice
https://learnenglishteens.britishcouncil.org/sites/teens/files/gs_must_have_to_should_-_exercises_2.pdf)

7) Now can you use modal verbs for a Customs officer's polite speech? Translate please:

1. Предъявите ваши документы, пожалуйста.
2. Позвольте досмотреть ваш багаж.
3. Мне придется направить вас на дополнительную проверку.
4. Вы не могли бы показать содержимое камеры телефона?
5. Вы не должны были делать фотографии в торговом порту.
6. Вы обязаны иметь разрешение, чтобы провезти этот товар.
7. Мне жаль, но мне придется изъять этот предмет.
8. Я попрошу вас следовать за мной в отдел вторичной проверки.
9. Вам придётся заплатить штраф.
10. Вы можете объяснить, как произошло это нарушение?

3. DIALOGUE WHEN CROSSING THE BORDER

1) Rearrange these sentences in the correct way:

1. Slow / please / down
.....
2. to enter / Following / Russia / Russian / are not / regulations / you / allowed
.....
3. you / Did / unattended / leave your / at any time / luggage/?
.....
4. return ticket / see / May I / your / ?
.....
5. this / take / Can you / camera / out?
.....
6. take off / to me / your / coat / and /give / Can you / it / please?
.....
7. hasn't / Passport / finished yet / control
.....
8. on the nearest / must / Russia / You / plane / leave
.....
9. conveyor belt / Put / luggage / on / the / please /
your
.....
10. the / Join / please / queue
.....
11. undergo / control / must / You / passport
.....
12. down / please / Calm
.....
13. Did anybody / any objects / the flight / give / before / you
.....
14. shoes / Take off / your / please
.....

Adapted from: Stepanovienė, Aušra
ENGLISH FOR BORDER GUARDS: mokomasis leidinys. – Vilnius:
Mykolo Romerio universiteto Leidybos centras, 2011. , p. 10)

- 2) Now you have a number of phrases from Unit 3 and Topic text 4 to use. But what do usually travelers answer? Read the dialogue and say if the traveler was correct?

Customs Officer: Hello, madam. Is this suitcase yours?

Passenger: Yes. Are you going to examine my things?

CO: Let us see. Have you looked through these lists? The Prohibited Articles and the Duty-Free Quota lists.

P: Yes. They are not very clear, but I believe I have nothing to declare.

CO: Let us check the form. Madam Anna Ovsyanina. What's the aim of your visit?

P: I am going to a friend. We haven't seen each other for 5 years!

CO: So, it's a personal visit. Can you give your friend's name and address?

P: Why, yes. Haven't I put that in the form? Oli Grey, Farmerville. I don't remember the details but I have them in my notebook and I have her mobile number.

C: How long will you stay with your friend, madam?

P: About a month, I believe. I am going to have my 56th birthday soon and I always celebrate it with family.

CO: Well, will you please open your suitcases, madam?

P: Yes, of course, here you are.

CO: What are these things?

P: Oh, nothing. It's a present to my friend.

CO: A sausage?

P: The best sausage in our city! It is even exported, you know. Oli loves it.

CO: I am sorry, madam. It isn't vacuum packed. It must be forfeited.

P: Oh, how disappointing!

CO: Now, I see you have too much cosmetics.

P: Is it prohibited? It is for my personal use. I have to stay there for a month!

CO: Well, and the books. They'll have to be looked through, madam. Can you put them aside, please.

P: What? Are you going to read them all?

CO: No, our interpreter will just skip through them. That's all.

P: Are they liable to duty too? Am I liable to pay duty on them?

CO: No, they are not. Well, the examination is over, madam.

P: Yes, thank you.

CO: When you bring the receipt, I'll stamp your documents.

(Taken from: Сборник текстов для чтения и заданий по английскому языку для студентов, обучающихся по направлению подготовки «Таможенное дело»: практикум / сост. Н.В. Ваганова, В.Л. Лунина, В.В. Малова. – Нижний Новгород: Изд-во ННГУ, 2015.– стр.21-22)

- 3) What problems did the traveler have? What are other problems the traveler may have while crossing the border?

- 4) Read the text below. Say how to avoid these ways “to get flagged” at the border?

10 SURPRISING WAYS TO GET FLAGGED AT CUSTOMS**Spending Lots of Money**

You may not have expected a math quiz to be part of your vacation, but when you return to the U.S., be prepared to add up how much money you spent shopping on your trip. There is a limit to the amount travelers can spend duty-free, and it depends on the countries visited and the length of stay. The Customs and Border Protection (CBP) website states that vacationers returning from certain countries can bring back up to \$800 worth of goods without having to pay taxes (with the exception of Caribbean countries and U.S. territories). For travelers returning from a foreign country in which they spent less than 48 hours (with the exception of Mexico), the duty-free exemption is only \$200.

Visiting Certain Countries

If you've ever watched the quality reality-television show *Locked Up Abroad*, you'll know that some countries are more notorious for drug smuggling than others. So it makes sense that customs officers pay extra attention to travelers returning from those countries. For example, when I flew back from Panama, my flight was met by about 20 CBP officers who watched everyone get off the plane and then brought drug-sniffing dogs to the luggage claim to check bags.

Another SmarterTravel staff member says, "Coming back into the U.S. through Amsterdam's Schiphol Airport, my traveling partner and I got very briefly detained by customs, but it was scary nevertheless. I believe it's because we were two college students returning from a few weeks in Europe, and she had traveled to Southeast Asia shortly before that. After a brief discussion, my roommate was waved through; however, I was the one led to a small room and asked many, many questions about where I had been, how long I had been there, was I bringing back contraband, did anyone else pack my bags or fill out my customs forms, etc.? My passport and luggage tags were inspected, and then I was asked the same questions over again, in a different order. After what felt like a very long time, I was merely let go, with no further explanation."

Using a Cell Phone or Camera

No matter how excited you are to Instagram your arrival back into the United States, put the camera away until you're through customs. CBP forbids the use of cameras (including cell phone cameras) in the customs processing areas. And if you use your cell phone while in the area, it can be confiscated and not returned.

Visiting a Farm

On the customs declaration form for returning to the U.S., you'll have to indicate whether or not you visited a farm or were in close proximity to livestock on your trip. Check "yes," and you'll be pulled aside for a separate screening and usually have your shoes (the ones you wore on the farm) sprayed with a disinfectant. This is to avoid the spread of foot-and-mouth disease, but it may cost you extra time and make getting

through customs a hassle. The upside? Sometimes the agricultural inspection line is shorter than the general customs line, so you may get through quickly even if you have to spend some time getting your shoes cleaned. While this delay might cost you a bit of time, we'd never recommend lying about where you've been on your trip.

Having Passport Stamps from Certain Countries

If you have passport stamps from certain countries (even from a trip you took years ago), you may run into trouble at customs at home or abroad. For example, trying to enter certain Middle Eastern countries with an Israeli passport stamp in your passport can cause trouble—so much so that Israel began a pilot program this year through which visitors get a separate entry card rather than a physical mark on their passport. Likewise, having a stamp in your passport from Cuba will likely raise some eyebrows at the American border.

Traveling with a Pet

Animals are subject to inspection upon arrival in the United States, so traveling with a pet is a sure way to be flagged at customs. Be sure to check the requirements about the vaccinations or health certificates your pet may need, as well as the rules about which animals are not allowed in the country, before you fly.

Carrying Fruit in Your Bag

You may know better than to bring fruit into the U.S., but be careful about what was in your bag during your vacation or in the days before your return trip. The well-trained customs dogs can sniff out the lingering aroma of fruit—even if you used your purse to carry an orange a week before your flight. You won't get in trouble, but you might get delayed and/or searched.

Wearing Hiking Boots

For nations concerned about biosecurity (specifically, keeping non-endemic species from invading), hiking boots are a big risk, as they could be contaminated with soil, seeds, or water from a hike in another country. If you're traveling to Australia or New Zealand, for example, you'll need to declare your hiking boots, and you may have to wait while they are cleaned or even have to throw them away.

Not Knowing Where You're Staying

Planning to be spontaneous and book a last-minute hotel in the U.S. when you land? Forget the exact address of the friend you're staying with? Prepare for some extra scrutiny from the CBP. The customs declaration form requires that every traveler arriving in the U.S. indicate where he or she will be staying; if you don't know, CBP agents might deny you entry into the country.

Bringing In Food (Even An In-Flight Snack)

Brought a snack on the plane but forgot to eat it, or saved some of your in-flight meal for later? Better declare it or throw it away before you disembark your flight—because failing to declare a food item can result in a minimum \$300 fine. This goes beyond fresh food—processed food must be declared too. Odds are you'll get to keep the pre-

packaged candy you bought as a souvenir and you'll have to toss that fresh food. But the important thing is that you declare all food items so that the customs officer can make that call.

(Taken from: 10 Surprising Ways To Get Flagged At Customs, <https://www.smartertravel.com/10-surprising-ways-to-get-flagged-at-customs/>)

5) Translate these sentences into English. They are based on the text above.

1. Если вы тратите слишком много денег в поездке, то можете попасть под проверку таможи. Если стоимость ввозимых товаров превышают определенную сумму, вы обязаны будете заплатить пошлину.
2. Если вы посещали определённые страны, вас могут задержать и устроить дополнительную проверку. В некоторых случаях даже личный досмотр, потому что из этих стран часто везут контрабанду.
3. Если на вас туристические ботинки, либо вы недавно были на ферме или за городом, вас попросят пройти дополнительную проверку. Специалист по сельскому хозяйству осмотрит ваш багаж и личные вещи.
4. Если в вашем паспорте есть визы или отметки о посещении определенных стран, вам откажут в переходе границ некоторых государств. Например, страны ближнего востока не пропускают людей со штампом Израиля в паспорте.
5. Если вы путешествуете с домашним питомцем, следует иметь с собой все справки о его здоровье и вакцинациях. Без справок животных не пропустят, потому что на них могут быть паразиты, вредители и инфекционные болезни.
6. Проверка документов подтвердит ваш иммиграционный статус. Вас спросят, где вы будете жить. Если вы ответите что-то не то, вас досмотрят и возьмут отпечатки пальцев.

6) Now work in pairs. Practice these dialogues in turns. Use phrases from dialogues above.

A. You are a Border Guard. You suspect a car traveler of smuggling.	A. You are a car traveler. You conceal alcohol in your car. You are not going to hide it if asked.
B. You are a Border Guard. You suspect a traveler of being on the list of undesirable people.	B. You are a traveler. You are on the list of undesirable people. You want to get into the country!
C. You are a Border Guard. You suspect a traveler of espionage, because he/she was taking photos of staff rooms in the airport.	C. You are a traveler. You like to take rare photos. You collect them. Sometimes you take too many of them.

<p>D. You are a Border Guard. You are asking the traveler typical questions. Something seems suspicious to you and you send him/her to extra questioning.</p>	<p>D. You are a traveler. You're going to enter some country. You have a visa, but don't know where to live (hotel? hostel? Airbnb?) and don't have a return ticket.</p>
<p>E. You are a Border Guard. You have stopped a truck. Ask the driver typical questions. Perhaps not all of his/her documents are all right. Check everything.</p>	<p>E. You are a driver. Your truck is full of goods. You have a carnet TIR, a routing sheet, but no declaration of the merchandise. Finally you find it.</p>
<p>F. You are a Border Guard. You see a person who is going through the customs with too many things in his/her pockets. The documents are all right. But you suspect him/her of smuggling. What should you do?</p>	<p>F. You are a traveler. You return from one eastern country. You bought some drug for your friend. You put many things in your pockets so that the Border Guard will not see it.</p>
<p>G. You are a Border Guard. The traveler has a lot of food with him/her, but your country has strict sanitary control. Ask the traveler about things. What will you leave? What will you confiscate and why?</p>	<p>G. You are a traveler. You have a lot of food with you:</p>

CHECK YOURSELF 3

Translate these sentences into English:

1. Ввоз алкоголя и табака облагаются акцизом.
2. Вы делали фотографии в приграничной зоне. Вы нарушили законодательство и будете задержаны.
3. Ваша виза истекает в следующем году.
4. Граждане страны проходят по зеленому коридору, а негражданам нужно предоставить декларацию.
5. Оружие и боеприпасы запрещены к вывозу из страны.
6. Пройдите на дополнительную проверку, пожалуйста.
7. Вас могут подвергнуть личному досмотру, если ваше поведение будет подозрительным.
8. Могу я посмотреть документы на машину, сэр?
9. Вы будете проживать в гостинице? Могу я посмотреть документы на бронирование?
10. Какова цель вашего визита в нашу страну? Чем вы занимаетесь в обычной жизни?
11. Мне придется изъять ваши электронные устройства. Получите квитанцию на них, пожалуйста.
12. Вот ваш протокол допроса и осмотра багажа. – У меня есть замечания по процедуре. – Пожалуйста, напишите их на протоколе. Затем подпишите.

Make up dialogues with a partner. Take turns to be a Customs officer and a traveler.

A. You are a Customs Officer. You check the passengers.	A. You are a traveler. You're a US citizen returning home.
B. You are a Customs Officer. You ask a passenger about prohibited items. You explain why you are asking that.	B. You are a traveler. You've arrived to Australia for a Biology conference.
C. You are a Customs Officer. You check the luggage of a passenger for exceed goods – cigarettes, alcohol, etc.	C. You are a traveler. You have 1,2 liters of spirit with you for your friends.

Unit 9. Your Documents for the Customs

I. TYPES OF PASSPORTS

1) Wikipedia says that passport is a travel document, usually issued by a country's government to its citizens, that certifies the identity and nationality of its holder primarily for the purpose of international travel.

What types of passports do you know? Fill in the table below:

Type of Passport	Brief description
Regular Passport	...
...	...

2) Now let's read text and learn about passports.

TOPIC TEXT 6

Types of Passports

In the USA:

- **Fee Passports:** The majority of U.S. passports fall under this category. Fee passport books are blue and alternately referred to as "regular" or "tourist" passports. These books are normally valid for 10 years (when issued to persons 16 and older) or five years (when issued to those under 16). Validity may be limited, however, if the applicant cannot provide sufficient documentation, has a history of lost/stolen passports, or is indebted to the U.S. government
- **Special Issuance Passports:** These passports are issued to U.S. government employees and, when appropriate, to their dependents, when traveling abroad at government expense. In limited circumstances, they may also be issued to non-personal services contractors. They are not valid for personal travel. Special issuance passports are valid for a maximum of five years. There are four types of special issuance passports.

Diplomatic – Black diplomatic passports are issued to Foreign Service Officers and other persons with diplomatic or comparable status.

Official – Maroon official passports are issued to other

officials or employees of the U.S. government proceeding abroad in the discharge of official duties, and to military personnel when required by the country of destination.

Service -Gray service passports are issued on a limited basis to non-personal services (third party) contractors traveling to support the U.S. government whose travel cannot be accomplished using a regular passport.

No-Fee Regular – Blue no-fee regular passports are issued to, among others, certain categories of employees of the Department of Defense, American National Red Cross, and Peace Corps volunteers assigned overseas.

(Taken from: U.S. PASSPORTS & INTERNATIONAL TRAVEL
<https://py.usembassy.gov/wp-content/uploads/sites/274/2017/05/CAHeader-TYPES-OF-PASSPORTS-Nov-22-2016.pdf>)

In Canada:

- Regular passport
We issue regular (blue) passports to Canadian citizens for casual travel, such as vacations, business trips.
The regular passport has 36 pages. The validity depends on the age of the passport holder: adults age 16 years or older can choose a 5-year or 10-year passport, children aged 0 to 15 years are issued passports for a maximum of 5 years
- Diplomatic passport
We issue diplomatic passports to diplomats
high-ranking Government of Canada officials
representatives and delegates of the Government of Canada.
You can use diplomatic passports for travel to a post abroad / international governmental organizations and conferences of a diplomatic nature.
The issuing office decides the validity period.
- Special passport
We issue special passports to
Senators
Members of Parliament
people employed by the Government of Canada who are in a non-diplomatic capacity and travelling to a post abroad /on an official mission.
The issuing office decides the validity period

- Temporary passport
 Certain Canadian government offices abroad may issue temporary passports to Canadian citizens with an urgent and proven need for a passport / for use while waiting to receive a regular, special or diplomatic passport.
 The issuing office decides how long the passport is valid, to a maximum of 1 year.
 (Taken from: Types of passports and travel documents
<https://www.canada.ca/en/immigration-refugees-citizenship/services/canadian-passports/travel-documents-non-canadians/document-types.html>)

Other types of passports:

- Passport Card
 The passport card (in the USA) is a variation of the regular passport. It has the same requirements and can be used for the same purposes. However, there are restrictions on the type of travel and destinations for which the passport card can be used. This type of passport is limited to land and sea travel to Bermuda, Canada, the Caribbean region, and Mexico.
 (Taken from: U.S. Passport Service Guide)
<https://www.us-passport-service-guide.com/types-of-passports.html>)
- Collective Passport
 A collective passport may be issued to a group, such as schoolchildren, travelling abroad together. However, children are typically encouraged to travel on their own passports.
- Family Passport
 Family passports are issued to one member of the family but may be used for all family members for travelling purposes. However, the official passport bearer must be travelling as well. Family passports are quite rare these days.
- Emergency Passport
 Emergency passports are issued when your passport is stolen or lost and you do not have time to replace it.
 This passport type is usually valid for about a year, and emergency passport holders are encouraged to replace them with regular passports at their earliest convenience.
- Refugee Travel Document
 When a person seeks asylum from their home country, they are often unable to obtain a passport, and passports cannot be issued to non-citizens. For people seeking asylum, refugee travel documents work as a type of passport that will allow international travel.

Which type of passport best suits your needs? Do you have one or more of the above forms of identification for travel purposes? Tell us about it in the comments below.

(Taken from: What Type of Passport Is Best?
<https://www.legallanguage.com/legal-articles/types-of-passports/>)

There are some more special travel documents:

Laissez-passer / leser'pa:sei / (French for "let pass")

A document which is not a passport, but which serves the function of a passport. Laissez-passer

is issued by international organizations to their officers and employees for official travel. is a travel document issued by a national government or certain international organizations, such as the United Nations, European Union and the International Committee of the Red Cross (ICRC).

3) Complete and update your table from task 1). Share new knowledge with the group.

4) In class choose one card from the pile that your teacher will provide you with. Work in pairs. Tell your partner about the passport on your card. You may have 2-4 rounds.

Temporary passport	Emergency passport
Ordinary / Regular passport	Family passport
Special passport	Refugee Travel Document
Diplomatic passport	Collective passport

5) Work on your own. Find on the Internet how different types of passports look like. Share your impression. Which design seems better to you?

6) What else do you need to cross the border, except the passport? Definitely, a visa. Different countries require different visas or may require none. You have heard about Schengen visas or perhaps even have obtained one for travelling. Watch the video and say what you have learnt about Schengen visa.

Before you watch the video, consider the following words. How can you translate them?

Visa

Reason for a trip

Duration of a trip

To apply for...

Application (accepted, rejected)

Temporary period

To be permitted

To be obtained

To provide evidence of...

Residence permission

Embassy

Schengen Visa Types – Everything You Need To Know

https://www.youtube.com/watch?v=Ldt4s5McN_g



7) Make up a list of actions that one should do to obtain a visa. Use the words from the list above.

1. To obtain a visa you should apply for...
2. ...

8) Which type of visa is the hardest to obtain? There are many visa types. Consider them when doing task 10

Visas differ in:

- type of visa – tourist, business, work, private, family member, transit visa, i.e., according to the purpose of visit to Russia (there are also some other types of visa which are required for very specific cases and not for all foreign nationals, e.g., visas for diplomats, sailors and students, for humanitarian and religious purposes, etc.)

- period of validity of visa, i.e. the maximum permitted period of stay in Russia (for how many days and in what period one can legally stay in the country)
- number of entries – single-entry, double-entry and multiple-entry, i.e. the number of permitted entries to Russia within the period of validity of a visa
- other numerous parameters, e.g., the form of a Visa Invitation (original, photocopy, electronic form), visa processing time, etc.

(Taken from: Russian Visa Types <https://www.visahouse.com/en/information/visatypes/>).

9) Why can one get a visa denial?

Look through the following 12 reasons, rank them from the least to the most significant.

What makes an Embassy or Consulate reject providing you a Schengen Visa? This is the question many people make anytime they are about to apply for such a visa. The fact is that whenever a Schengen visa or any visa gets rejected, there is something UNSATISFACTORY as regards of that visa application.

Many visa applicants get confused and unable to exactly understand the reason for their visa refusal. That is why the article will focus on presenting the common known reasons for such refusal.

A visa application might be considered unsuccessful if the consular officer fails to get from the candidate all the needed information about him/her. Lacking to possess such information, the consular officer will be incapable to decide if the candidate qualifies to be given a visa. On the other hand, sometimes the consular might get information from the applicant that is unacceptable or beyond the fixed procedures. Sometimes the candidate is prone of illegitimate and/or dishonest activities. In all of the aforementioned cases the officer is led to DENY offering a visa to the applicant.

LEARN which are the Most Common Reasons For Failed Schengen Visa Applications, in order to avoid being amongst those who perform them:

1. Past or Current Criminal Actions

The past and current circumstances and actions of the applicant matter a lot in the decision of the consular officer in issuing a Schengen visa. In such cases, the refusal might occur because the applicant is considered a threat to the public policy, internal security or public wealth of Schengen Area (i.e. terrorism, drug abuse, child abuse, addiction, other serious crimes).

2. False Travel Document

There is a common destiny for all the individuals (applicants) who attempt to present false travel documents to the embassy or consulate, trying to misrepresent their identity,

using fake identity – and that is an absolute visa denial and other accompanying unfavorable consequences.

3. Insufficient Explanation For The Purpose And Circumstances Of The Planned Stay

Another motive to lead the consular office to deny your Schengen Visa is failing to have the needed justification for your purpose and conditions of the planned travel and stay. Such are the cases of:

- Failing to present an employment and professional qualification that matches with the presented financial situation
- Incapacity to provide documents that support the purpose of travel and stay in the Schengen Area
- Missing to apply for a visa period in conformity with the presented travel itinerary and holiday right or revenue situation
- The inability to offer unchanging declarations about the purpose of travel and stay

4. Damaged Passport

A reason for a visa refusal could be presenting a passport that is not kept in a good condition. Such case can be when passport pages are detaching or missing, when the cover of the passport is damaged and so on.

5. Passport Invalidity

Alternative motive to lead the consular officer denying your visa application is presenting a passport that is not acceptable for the Embassy or Consulate. Such cases are classified the following:

- Presenting a passport that does not have a valid period less than three (3) remaining months after the return from the visit in the Schengen Area
- Presenting a passport that does not possess two different blank visa pages
- Presenting a Travel Document Booklet instead of a valid passport
- Presenting a valid passport that is older than ten (10) years

6. Lack To Proof The Travel Itinerary

An additional reason for Schengen Visa application fail, is lacking to present the proper plan of your travel within the Schengen Area. Such cases include:

- Applying at the wrong Embassy of the Schengen Area (not being able to determine the main destination of your visit in the Schengen Area)
- Not being able to prove having a booked accommodation for each destination and each night to spend in the Schengen Area
- Not being able to provide booked flight ticket for each applicant (when a group of travelers)
- Not being able to provide travel tickets for each destination to be toured in the Schengen Area.

Learn [How to get a Flight Itinerary for Schengen Visa Application](#) without paying any money towards the actual cost of the full airline ticket.

7. Invalid Letter of Reference

Further evidenced reason for a failed Schengen Visa application is providing a formal letter of reference that is not authenticated by the author. Such cases involve:

- Lacking to offer a formal letter that has an original letterhead with the address and contact details of the company or the author issuing it
- Lacking to present a formal letter issued not later than three (3) last months from the application date
- Missing to have the stamp and signature of the author on the formal letter
- Other

8. Insufficient Means Of Subsistence

One of the reasons the embassy or consulate of the Schengen country might refuse to give you a visa, is lacking or insufficient proof of means of existence for the duration of stay in Schengen Area, nor for the return to home country. Such cases might involve:

- Failing to offer financial statements not older than one (1) month from the application date
- Lacking to enjoy a current account statement (presenting credit card statements in its place)

- Missing to possess enough funds in financial statements presented
 - Presenting a traveler's cheque that does not have the candidate's name
- Learn more about [how to prove having the sufficient means of subsistence](#).

9. Unacceptable Birth Or Marriage Certificate

Additional cause for a failed Schengen Visa application is not being able to offer birth or marriage certificates that are accepted (not authenticated) by the embassy or consulate. Such cases include:

- Failing to offer a certificate endorsed by official authorities, i.e. Ministry Interior
- Failing to offer a certificate in non English language translated by the authorized translator
- Lacking to prove a civil certificate (offering a religious document instead)
- Not being able to offer a certificate showing both parents of the child
- Not being able to offer certificate that matches with the names of the parties presented on the submitted passports
- Not being able to offer a document of the legal sole custody order for the child (if a single parent)
- Not being able to offer the legal adoption documents for the adoptive child (for EU Spouse application)

10. Invalid Travel Insurance

The other reason that might lead to a Schengen Visa application fail, is the inability to present the appropriate travel insurance coverage for the duration of stay in the [Schengen Area](#). Such cases might involve:

- Failing to provide a travel insurance cover in the anticipated amount
- Lacking to provide a travel insurance that does not cover the return of the candidate in home country
- The inability to provide a travel insurance whose policy is valid all over the Schengen Area
- The incapacity to show a travel insurance that covers the entire days of the trip in the Schengen Area

Learn more about [Schengen travel insurance requirements](#).

11. Lacking to present a Proof of Accommodation

An additional factor that might lead for your visa to be refused is not being able to properly demonstrate you have a place to stay during your travel abroad. Such cases include:

- Not being able to present an evidence of a hotel reservation,
- Lacking to provide the invitation from the host (proof of sponsorship),
- Failing to present an evidence of a pre-paid tour.

Learn [How to Get a Hotel Booking Confirmation Letter For Visa Application](#).

12. Unfavorable Schengen Visa Situation

What else could destroy one's Schengen Visa application is earlier history with the Schengen Visa. Such cases include:

- Failing to previously respect Schengen Visa limitations (i.e. Overstay in the Schengen Area, failing to follow the presented travel itinerary – by skipping to stay mostly in the main country of destination in the Schengen Area, and so on).

- Holding a passport with an active Schengen Visa.

Note: The information provided here is intended for assistance only and might be usable NOT ONLY for the purpose of applying for Schengen Visa but for any visa type of any world country.

(Taken from: 12 Common Reasons Why Schengen Visa Applications Get Rejected <https://www.schengenvisainfo.com/news/common-reasons-visa-applications-get-rejected/>).

10) CASE STUDY

Consider the profiles of the following travelers. Which of them is likely to get a denial, which is not? Why?

- A.
- B.
- C.

11) Supplementary task 1. Watch two videos about visas in UK and US.

An Introduction to the UK Visa System

<https://www.youtube.com/watch?v=fRVxeYI5KhI>



Non-Immigrant Visa Types – US VISA

https://www.youtube.com/watch?v=QmTHzMZq_ks



12) Supplementary task 2. Everybody knows about duty-free shops. Read the text and pay attention to underlined words. What do they mean? Will they help you to tell about duty-free shops?

TOPIC TEXT 7

Duty-free shopping is shopping at designated shops within the airport and at certain specified downtown shops. The advantage of shopping here is the lower prices as these goods are tax-free. The outlets are usually well-stocked with the latest products from liquor to cameras, perfumes to clothes, etc.

Asian duty-free shops are popular with travelers. Singapore and Hong Kong have long been recognized as trend-setters with low pricing and a great variety of merchandise which entices even the casual window shopper. Outlets in these two places show innovation in displaying items in fashion to suit the changing tastes of consumers. In other words, putting on sale the ‘in-things’. Other duty-free shops in the Asian region follow these changing patterns. There are numerous contemporary duty-free shops not only at the arrival, departure and transit lounges of airports but also in the cities. Some of the extraordinary downtown duty-free shops are in the Lotte and Shilla Hotels in Seoul, the

marble- floored Duty Free Shoppers store in Kowloon's Chinachem Golden Plaza or the new Le Classique outlet in Singapore. Tourists can buy almost everywhere they go and can also make purchases on arrival at many airports, like Singapore's Changi which claims to have 'the lowest prices in the region'. Several factors have contributed to Asia's success in duty-free shops. The expanding population, relaxed travel restrictions, increased purchasing power, efficient customer service and very attractive goods ensure continued growth and popularity. Now, duty-free shops not only stock liquor and tobacco but also include gifts and accessories. These sales account for over half of all duty-free goods sold in the region.

This duty-free business is also flourishing in South American countries like Brazil and Argentina. These countries encourage expansion to boost free enterprise and raise foreign exchange. Luxury ocean liners even sell duty-free goods while cruising the Caribbean. Well-equipped ferries operate on the Rio de la Plato separating Uruguay and Argentina, and downtown outlets are multiplying from Manaus on the Amazon to the Caribbean coast. Stores are thriving at many borders, especially on the United States-Mexico frontier. Then there are the duty-free shops in Abu Dhabi and Dubai in the Middle East. With aggressive marketing, these shops have recorded increased sales in recent years.

An important factor in the success of some of these duty-free shops at airports is that they allow transit passengers to browse through the airport during stopovers. Improvements to duty-free shops are seen as a major opportunity to win more customers, both from the tourist industry and the traveling public. Operators plan to continue to promote duty-free shopping because it increases business and tourism. Some Middle East operators are constantly refurbishing their outlets to cater to Europeans traveling between Europe and Asia. The emphasis is on new and varied ranges of merchandise. Perfumes, fashion wear, jewelry, watches, computer keyboards, telephone-answering machines and cordless telephones are available. 'We are fastidiously studying the requirements of passengers beyond the traditional liquor, cigarette and perfume product areas,' states Mr. Arul Salam, a businessman.

In spite of all that has been said of duty-free shops, there have been numerous adverse reports from regular travelers. They claim that not all goods sold at the duty-free shops are cheap. The travelers complain that sometimes perfumes, chocolates, clothes and accessories are exorbitantly priced. Yet, they are labeled in big, bright and illuminated words 'DUTY-FREE'. The same articles can be picked up at other stores in town for perhaps as much as one-third the price. This is something that consumers have a right to complain about. When duty-free shop owners are questioned regarding this matter, they reply that rentals of premises are high and this inevitably causes the prices to rocket.

'Then, why should these goods be displayed at the airport and why are they termed duty-free? This is totally misleading and should be stopped,' protests Mrs. Beatrice Wells.

'The only good thing, if at all, is the beautiful and luxurious display of goods, the wall-to-wall carpeting and the generally expensive atmosphere,' states Mr. Bates, another regular traveler. He goes on to comment that the high-priced goods are meant for the af-

fluent travelers. Such people, being 'rich' are only too happy to shop in such a luxurious atmosphere and pay more for the comfort. They are usually wealthy businessmen and their wives.

Mrs. Wells agrees with this wholeheartedly. 'Yes. I see it that way too.' She adds that the salespersons themselves are often 'condescending'. They will observe a traveler and if they think him rich, will be over-friendly. For the ordinary traveler, no service or courtesy is shown. 'How dare they behave in this way?' she exclaims in exasperation. Mrs. Wells is also distressed that some airports have very large premises for duty-free shops. In such places, the customers have to walk a long distance to check out items for sale. This is tiring and inconvenient. Perhaps something can be done about this but with expansion, the situation is unlikely to improve drastically. Finally, Mrs. Wells complains that the most intolerable feature of duty-free shops is the inconsistent pricing. The same item may vary greatly in price in different outlets. 'This is ridiculous!' she cries as she leaves to write a letter to a newspaper on her grievances of duty-free shops.

Questions

From paragraph 1 :

Why do consumers go for duty-free shopping ?

From paragraph 2 :

Why are Singapore and Hong Kong well-known for duty-free shopping ?

Why does the author describe these outlets (in paragraph 2) as extraordinary ?

From paragraph 3

Which two factors would be examples of aggressive marketing ?

- (i) better seats in the stores.
- (ii) lower prices.
- (iii) attractive displays.
- (iv) salespersons who speak one language
- (v) limited choice of goods.

From paragraph 5

' ... causes the prices to *rocket* ... '

Replace the word in italics with another word or phrase of similar meaning.

From paragraph 8

'How dare they behave in this way ?' she exclaims in exasperation. What emotion does Mrs. Wells show ? Give two words.

(Taken from: <http://www.englishdaily626.com/comprehension.php?098>)

FINAL PROJECT

Prepare a presentation (in groups of 2-4 people) of a fantasy country with its own customs rules and laws.

- Describe it using words and phrases about Customs and Border control.
- Prepare a speech not less than 6 minutes per group.
- Use a proper presentation structure given in the following video
<https://www.youtube.com/watch?v=xHY96Psb2Ns>



It is introduction, body and conclusion.

- Try to use some techniques for starting a presentation.
This source might be of great use:
http://www.macmillan.pl/upload_issuu/Presentations_in_English.pdf



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