



**Espace Métiers**  
**TRANSPORT & LOGISTICS**  
**Transport Operations**  
**Level: Intermediate**  
**A haulage business**

Source: Business English Skills Test – Transport & Logistics  
Franco-British Chamber of Commerce & Industry



**Words/expressions translated alongside the text**

Journalist: **So what gave you the idea to start a haulage business,** David?

David: Well, **I grew up** in a family associated with **lorries** and then I worked for several years as a **class 1 driver**. **I started my own business** with just one 3.5 ton Mercedes 307D **truck**! **I was planning on operating as an owner-driver**. My **wife** Bev **did the accounts** on the table in our kitchen!

Journalist: But **that didn't last long, did it?**

David: No, it didn't! **Very soon, we bought** a second vehicle, **a 7.5 curtain-sider**, and **we took on our first employee**. Then we obviously needed more **parking space**, so **we had to rent an office** and a **yard** for the vehicles. **We were getting so much business** that we then had to take on a **transport manager** and **I gave up driving to take care of things at the office**. **We then purchased** our first **fridge box**, which enabled us to **make refrigerated deliveries**. That's now **the mainstay of the business!**

**So - donc**

**what gave you the idea to start a haulage business** – *qu'est-ce qui vous a donné l'idée de monter une entreprise de transport routier*

**I grew up** – *j'ai grandi*

**lorries** – *camions*

**class 1 driver** – *chauffeur (de camion) de classe 1*

**I started my own business** – *j'ai créé ma propre entreprise*

**truck** – *camion*

**I was planning on operating as an owner driver** - *je prévoyais de travailler en tant que propriétaire-chauffeur*

**wife** – *épouse*

**did the accounts** – *faisait la comptabilité*

**that didn't last long, did it?** – *cela n'a pas duré longtemps, n'est-ce pas?*

**very soon, we bought ...** – *peu de temps après, nous avons acheté ...*

**a 7.5 curtain-sider** – *un camion de 7,5 tonnes à rideaux latéraux*

**we took on our first employee** – *nous avons embauché notre premier employé*

**parking space** – *espace de stationnement*

**we had to rent an office** – *nous avons dû louer un bureau*

**yard** - dépôt

**we were getting so much business** –  
*notre volume d'affaires était si élevé*

**transport manager** – responsable  
*transport*

**I gave up driving** – j'ai arrêté de conduire

**to take care of things at the office** – pour  
*m'occuper du bureau*

**We then purchased** – nous avons alors  
*acheté*

**fridge box** – camion réfrigéré

**which enabled us** – ce qui nous a permis

**make refrigerated deliveries** – effectuer  
*des livraisons de produits réfrigérés*

**the mainstay of the business** – l'activité  
*qui génère la majeure partie du chiffre  
d'affaires de l'entreprise.*

**\*Tip!**

**« Company » vs « Society »**

Le mot français « société » dans le sens d'une entreprise se traduit en anglais par **company** ou **firm**.

Le mot anglais **society** se réfère à la société en général ou à un club ou association comme **The Dead Poets Society** (le club des poètes disparus).

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Questions

Listen to the conversation and complete the summary about the development of David's haulage business.

- worked for several years as a .....
- started own transport business with one 3.5 ton Mercedes 307D truck
- .....
- .....
- took on first employee
- .....
- was getting so much business ...
- .....
- gave up driving to take care of the office
- .....
- .....

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## Answers

Listen to the conversation and complete the summary about the development of David's haulage business.

- worked for several years as a **class 1 driver**
- started own transport business with one 3.5 ton Mercedes 307D truck
- **bought second vehicle**
- **a 7.5 curtain-sider**
- took on first employee
- **rented an office and a yard for the vehicles**
- was getting so much business ...
- **he had to take on a transport manager**
- gave up driving to take care of the office
- **purchased first fridge box**
- **started making refrigerated deliveries**