

# Glossary

**accident** [N-COUNT-U15] An **accident** is a crash involving one or more vehicles. **wypadek**

**accounts payable** [N-UNCOUNT-U8] **Accounts payable** is a debt of money that a company owes its suppliers. **zobowiązania (w bilansie)**

**accounts receivable** [N-UNCOUNT-U8] **Accounts receivable** is money owed to a company for products sold on credit, and can be seen as asset. **wierzytelności, należności**

**actuator** [N-COUNT-U4] An **actuator** supplies power to a robotic manipulator. **siłownik (część robota)**

**analyze** [V-T-U3] To **analyze** is to study something extensively in an effort to describe or comprehend it. **analizować, badać**

**anticipate** [V-T-U12] To **anticipate** something is to imagine it will occur before it does. **przewidywać, antycypować**

**appearance** [N-UNCOUNT-U9] **Appearance** is the overall outside manner and style of a person. **wygląd (zewnętrzny)**

**apply** [V-T-U13] To **apply** for something is to make a formal request for it. **składać podanie (o coś), aplikować (o coś)**

**apply** [V-T-U3] To **apply** a process, rule, or technique is to use it. **zastosować, stosować, używać**

**appointment** [N-COUNT-U9] An **appointment** is a set, scheduled time for an event. **umówione spotkanie (np. służbowe, z urzędnikiem, lekarzem)**

**approval** [N-UNCOUNT-U7] **Approval** is an act of agreeing to something. **zgoda, aprobatka, zatwierdzenie**

**APR** [ABBREV-U14] **APR** is the annualized percentage rate of interest on a loan. **rzeczywista roczna stopa oprocentowania, RRSO**

**assembly** [N-UNCOUNT-U4] **Assembly** is the process of putting elements of a product together. **montaż, montowanie, składanie (np. maszyny)**

**assembly line** [N-COUNT-U2] An **assembly line** is a system of putting a product together in which the item passes through different stages. Each stage has a specific task and adds or completes some aspect of the product. **linia montażowa, taśma produkcyjna**

**assess** [V-T-U3] To **assess** something is to look at it carefully and make a judgment on it. **oceniać, poddawać ocenie**

**assets** [N-PLURAL-U8] **Assets** are anything of value that can be converted into cash or otherwise invested to gain profit. **aktywa, majątek**

**auto rack** [N-COUNT-U5] An **auto rack** is a freight car that is used to transport cars and trucks. **autotransporter, lora, lohra (służy m.in. do przewozu nowych samochodów z miejsca ich produkcji do punktów sprzedaży)**

**auto transport** [N-UNCOUNT-U5] **Auto transport** is the act or process of delivering automobiles from the factory to dealerships. **transport samochodów**

**automation** [N-UNCOUNT-U4] **Automation** is the process in which mechanical or electronic devices replace human efforts. **automatyzacja**

**back down** [PHRASAL V-U12] To **back down** from something is to stop fighting for it. **ustąpić, wycofać się, dać za wygraną**

**balance sheet** [N-COUNT-U8] A **balance sheet** is a document that shows an analysis of a business's assets, liabilities, and owner's equity. **bilans (dokument)**

**bargain** [V-I-U12] To **bargain** with a customer is to negotiate with them. **negocjować, targować się, pertraktować**

**benchmarking** [N-UNCOUNT-U3] **Benchmarking** is the process of determining the standards for one's business practices. This is done by examining the standards set by other companies within and outside of one's industry. **benchmarking, analiza porównawcza, badanie porównawcze, porównanie ze wzorem**

**best practice** [N-COUNT-U3] A **best practice** is a system that is successful more often than any other method of doing something. **najlepsza praktyka**

**bi-level** [ADJ-U5] If a freight car is **bi-level**, it has two levels. **dwupoziomowy**

**business card** [N-COUNT-U10] A **business card** is a small card containing a person's business information. **wizytówka**

**CAD** [ABBREV-U1] **CAD** is computer-aided design. **CAD, projektowanie wspomagane komputerowo**

**calm** [ADJ-U12] If a person is **calm**, he/she is composed, quiet, and not showing nervousness. **spokojny, opanowany**

**capitalize on** [V-I-U11] To **capitalize on** something is to take advantage of it. **zbiać kapitał na (czymś), obracać (coś) na własną korzyść**

**carrier** [N-COUNT-U6] A **carrier** is a company that provides transportation services. **przewoźnik**

**cash** [N-UNCOUNT-U13] **Cash** is hard money in coins or notes, rather than in credit. **gotówka**

**check** [N-COUNT-U11] A **check** is a written order for a bank to pay out of the writer's account. **czek**

**check on** [V-T-U10] To **check on** a customer is to examine his or her condition. **sprawdzić, kontrolować**

**checking account** [N-COUNT-U13] A **checking account** is a bank account with a cash balance. **rachunek bieżący**

**CIP (Carriage and Insurance Paid To)** [ABBREV-U6] **CIP (Carriage and Insurance Paid To)** is when the seller pays for carriage and insurance but the buyer assumes the risk. **CIP, przewóz i ubezpieczenie opłacone do (ubezpieczony towar przekazany przewoźnikowi kupującemu)**

**class A surface** [N-COUNT-U1] A **class A surface** is a surface designed to be both aesthetic and functional. **powierzchnia klasy A**

**clay modeling** [N-UNCOUNT-U1] **Clay modeling** is the art of forming a car design out of clay. **modelowanie w glinie**

**close** [V-T-U11] To **close** a deal is to finalize it. **tu: sfinalizować, zamykać, domykać (np. umowę)**

**color and trim design** [N-COUNT-U1] A **color and trim design** is a plan for the materials and colors of a car. **projekt koloru i wykończenia**

**comfort** [N-UNCOUNT-U9] **Comfort** is the level of ease a person feels in a given situation. **komfort, dobre samopoczucie, wygoda**

**compare** [V-T-U3] To **compare** two or more things is to look at them and find their similarities and differences. **porównywać**

**competitive benchmark** [N-COUNT-U3] A **competitive benchmark** is a standard set by comparing a business' practices to those of a competitor. **benchmark konkurencyjny, wzorzec konkurencyjny**

**compound** [ADJ-U14] If interest is **compound**, it is paid on the principle plus the interest accumulated. **(o odsetkach) składany**

**compromise** [N-COUNT-U12] A **compromise** is an agreement in which both parties make certain concessions. **kompromis, ustępstwo**

**concept sketch** [N-COUNT-U1] A **concept sketch** is a rough drawing of a car. **szkic koncepcyjny**

**condition** [N-UNCOUNT-U15] **Condition** is the quality or physical state of a car. **stan (np. samochodu)**

**confrontation** [N-COUNT-U12] A **confrontation** is a hostile meeting between two parties. **konfrontacja, kłótnia**

**contact** [N-COUNT-U9] A **contact** is a known person with whom an associate can communicate with. **kontakt (osoba)**

**contact information** [N-UNCOUNT-U10] **Contact information** is a person's name, phone number, mailing address, and/or email address. **dane kontaktowe, dane teleadresowe**

**container ship** [N-COUNT-U5] A **container ship** is a large ship designed to store intermodal containers and which transports large amounts of cargo. **kontenerowiec, statek kontenerowy**

**control unit** [N-COUNT-U4] A **control unit** refers to any set of simple or complex switches used to control the movements and actions of a robot. **jednostka sterująca, człon sterujący, mechanizm kontrolny**

**cost** [N-UNCOUNT-U7] The **cost** is the price the dealer pays for the car. **koszt**

**cost of sales** [N-UNCOUNT-U8] **Cost of sales** is the expense figure for the costs of inventory that a company has sold over a given period. These costs include material purchases, production costs, and the transport of all goods sold. **koszty własne produkcji**

**CPT (Carriage Paid To)** [ABBREV-U6] **CPT (Carriage Paid To)** is when the seller pays for carriage but the buyer assumes the risk. **CPT, przewóz opłacony do (towar przekazany przewoźnikowi kupującemu)**

**credit history** [N-COUNT-U13] A **credit history** is a buyer's record of borrowing and repaying money. **historia kredytowa**

**credit rating** [N-COUNT-U13] A **credit rating** is a borrower's trustworthiness to borrow and repay a loan based on his or her credit history. **zdolność kredytowa; ocena zdolności kredytowej**

**credit report** [N-COUNT-U13] A **credit report** is the credit history information provided by a credit bureau. **raport o zdolności kredytowej**

**damage** [N-UNCOUNT-U15] **Damage** is any physical harm caused that reduces value. **uszkodzenie, szkoda, zniszczenie**

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**DAP (Delivered at Place)** [ABBREV-U6] **DAP (Delivered at Place)** is when the seller pays for all carriage except for import clearance and assumes risk until goods are ready to be unloaded by the buyer. **DAP, dostarczone do miejsca (towar dostarczony na miejsce dostawy)**

**DAT (Delivered at Terminal)** [ABBREV-U6] **DAT (Delivered at Terminal)** is when the seller pays for all carriage except for import clearance and assumes risk until goods are unloaded at the terminal or port. **DAT, dostarczone do terminalu (towar dostarczony do terminalu)**

**DDP (Delivered Duty Paid)** [ABBREV-U6] **DDP (Delivered Duty Paid)** is when the seller pays for everything including carriage and import clearance. **DDP; dostarczone, clo opłacone (towar dostarczony do miejsca dostawy, gotowy do wyładunku)**

**deal** [N-COUNT-U11] A **deal** is an agreement between a seller and a buyer. **umowa, interes, transakcja**

**degree of freedom** [N-COUNT-U4] The **degree of freedom** is one of the six basic motions of a robot arm and body. **stopień swobody**

**dent** [N-COUNT-U15] A **dent** is a small mark or impression caused by force. **wgniecenie (np. w karoserii)**

**design** [N-COUNT-U1] A **design** is a drawing or plan that shows the look and function of something. **projekt, szkic**

**destination charge** [N-COUNT-U7] A **destination charge** is a fee added because of the cost of shipping the car from the manufacturer to the dealer. **opłata za dostawę na miejsce docelowe**

**discount** [N-COUNT-U7] A **discount** is a sum of money reduced from the sticker price. **rabat, upust, zniżka**

**distribution** [N-UNCOUNT-U6] **Distribution** is the act of supplying goods to dealerships to resell. **dystrybucja**

**down payment** [N-COUNT-U13] A **down payment** is cash paid up front for something bought on credit. **zaliczka, przedpłata**

**early payment penalty** [N-COUNT-U14] An **early payment penalty** is a fee caused by paying off the entire loan before the full term has been completed. **kara za wcześniejszą/przedterminową spłatę (kredytu, pożyczki)**

**effective** [ADJ-U9] If an action is **effective**, it produces a successful, desirable result. **skuteczny, efektywny**

**enclosed trailer** [N-COUNT-U5] An **enclosed trailer** has solid walls on each side. **pryczepa zamknięta**

**end-effector** [N-COUNT-U4] An **end-effector** is the useable device at the end of the manipulator. **efektor końcowy, chwytki (część robota)**

**estimate** [N-COUNT-U10] An **estimate** is an approximate number. **szacunek, przybliżona liczba**

**excellent** [ADJ-U15] If something is **excellent**, it is above average, nearly perfect. **doskonały, znakomity**

**exterior design** [N-COUNT-U1] An **exterior design** is a plan for the look and function of the outside of a car. **projekt nadwozia**

**EXW (Ex Works)** [ABBREV-U6] **EXW (Ex Works)** is when the manufacturer makes its cars available for collection on its premises. **EXW, z zakładu (odbiór towaru przez kupującego)**

**FCA (Free Carrier)** [ABBREV-U6] **FCA (Free Carrier)** is when a seller pays to hand over goods to the first carrier. **FCA, franco przewoźnik (towar przekazany kupującemu)**

**finance charge** [N-COUNT-U14] A **finance charge** is the cost of acquiring financing such as credit or a loan. **koszt finansowania**

**financing** [N-UNCOUNT-U13] **Financing** is an arrangement to provide funds for a purchase. **finansowanie**

**first impression** [N-COUNT-U9] A **first impression** is the initial feeling a person has when he or she encounters another person. **pierwsze wrażenie**

**fixed assets** [N-PLURAL-U8] **Fixed assets** are physical things of value that are used for production of goods but are not easily converted to cash, such as property, factories, and machinery. **majątek trwał (w bilansie), aktywa trwałe, środki trwałe**

**flow line** [N-COUNT-U4] A **flow line** consists of special-purpose machines arranged in sequence to perform a series of operations. **ciąg produkcyjny**

**follow up on** [PHRASAL V-U10] To **follow up on** a lead is to continue sales efforts that have already been started. **kontynuować działanie w (jakiejś sprawie), podejmować dalsze kroki w (jakiejś sprawie)**

**functional benchmark** [N-COUNT-U3] A **functional benchmark** is a standard set by comparing one's core business processes, such as billing or human resource processes, to those of another company in the same industry. **benchmark funkcjonalny, benchmark funkcyjny**

**generate** [V-T-U9] To **generate** something is to create it. **generować, zwiększać (np. sprzedaż)**

**get in touch** [V-T-U10] To **get in touch** with a customer is to call, email, or otherwise contact him or her. **skontaktować się, nawiązać kontakt (z kimś)**

**good** [ADJ-U15] If something is **good**, it is average. **dobry**

**graphic design** [N-UNCOUNT-U1] **Graphic design** is the art of combining images and information. **projektowanie graficzne**

**gross profit** [N-UNCOUNT-U8] **Gross profit** is the difference between total income, or revenue, and the costs of production, before accounting for overhead and other expenses. **zysk brutto**

**hand over** [PHRASAL V-U11] To **hand over** something is to give ownership of it to someone else. **wydać, przekazać**

**hear back from** [V-T-U10] To **hear back from** a customer is to receive communication from him or her. **mieć od kogoś wiadomość**

**history** [N-UNCOUNT-U15] **History** is the vehicle's past, including repairs, accidents, and owners. **historia (pojazdu)**

**holdback** [N-COUNT-U7] A **holdback** is a small percentage of the car's sales price that the manufacturer pays back to the dealer every quarter. **holdback (część ceny zakupu, która nie została zapłacona w dniu zamknięcia transakcji; kwota ta jest zwykle przechowywana na rachunku depozytowym sprzedawcy w celu zabezpieczenia przyszłego zobowiązania lub do momentu spełnienia określonego warunku)**

**hydraulic** [ADJ-U4] **Hydraulic** machinery creates power by the controlled movement of fluid through hoses and tubes. **hydrauliczny**

**implement** [V-T-U2] To **implement** something is to carry out a plan or put it into action. **wdrażać, wprowadzić (w życie)**

**include** [V-T-U12] To **include** something is to make it part of a whole or set. **wliczać, włączyć, zawierać**

**incoterms** [N-PLURAL-U6] **Incoterms** are predefined universal terms used in commercial distribution. **formuły Incoterms, międzynarodowe formuły handlowe (regulacje standardyzujące warunki wymiany handlowej, czyli umowy sprzedaży, zakupu i transportu towarów; określają podział kosztów, obowiązków oraz ryzyka importera i eksportera)**

**influence** [V-T-U9] To **influence** a person or situation is to create a strong effect upon that person or situation. **mieć wpływ, wywierać wpływ, wpływać (na kogoś, coś)**

**inquire** [V-I-U9] To **inquire** is to ask more information about something. **pytać, pytać się, dociekać**

**insurance** [N-UNCOUNT-U6] **Insurance** is an arrangement by which a company pays for large losses in exchange for payment of a premium. **ubezpieczenie**

**intangible assets** [N-PLURAL-U8] **Intangible assets** are nonmaterial assets, such as copyrights, customer lists, knowledge, and business connections. **aktywa niematerialne, wartości niematerialne i prawne**

**interest** [N-UNCOUNT-U13] **Interest** is a percentage of money paid at regular intervals for using credit or a loan. **odsetki**

**interior design** [N-COUNT-U1] An **interior design** is a plan for the look and function of the inside of a car. **projekt wnętrza (samochodu)**

**internal benchmark** [N-COUNT-U3] An **internal benchmark** is a standard set by comparing practices in similar parts of the same organization. **benchmark wewnętrzny, standard wewnętrzny, wewnętrzny punkt odniesienia**

**inventory** [N-UNCOUNT-U2] **Inventory** is the supply of materials used to manufacture products, as well as completed products that are in storage before being shipped to buyers. **zapas, magazyn**

**invoice price** [N-COUNT-U7] An **invoice price** is the price the dealer pays for a car. **cena fakturowa, cena na fakturze**

**just-in-time production** [N-UNCOUNT-U2] **Just-in-time production** is a production technique that involves reducing waste by producing only what is necessary at the moment it is necessary. Signals are used to indicate when materials, labor or equipment is needed. **produkcja dokładnie na czas**

**keys** [N-PLURAL-U11] **Keys** are small pieces of metal used to open the lock of a vehicle and start an engine. **tu: kluczyki do samochodu**

**late fee** [N-COUNT-U14] A **late fee** is a fee caused by missing the deadline on a payment. **opłata za zwłokę**

**lead** [N-COUNT-U9] A **lead** is a person who is a potential client or customer. **potencjalny klient**

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**lean manufacturing** [N-UNCOUNT-U2] **Lean manufacturing** is a manufacturing process that focuses on eliminating waste in the production process and adding value to a product for consumers. **lean manufacturing, szczupła produkcja (metoda zarządzania produkcją opierająca się na ograniczeniu lub wyeliminowaniu strat)**

**liabilities** [N-PLURAL-U8] **Liabilities** are a business's debts and expenses. **pasywa, zobowiązania finansowe**

**limited** [ADJ-U2] If something is **limited**, it is not as large as it could possibly be. **ograniczony**

**loading cost** [N-COUNT-U6] A **loading cost** is a cost associated with loading the cars onto the carrier. **koszt załadunku**

**loan** [N-COUNT-U13] A **loan** is a sum of money borrowed and expected to be paid back with interest. **pożyczka, kredyt**

**loss** [N-COUNT-U12] A **loss** is a negative net income. **strata**

**manipulator** [N-COUNT-U4] The **manipulator** is the arm of a robot. **manipulator (część robota)**

**manufacturing** [N-UNCOUNT-U2] **Manufacturing** is the process of assembling products for sale. **produkowanie, wytwarzanie**

**mark up** [N-COUNT-U7] A **mark up** is the amount the dealer increases the price above invoice price to make a profit. **narzut**

**market adjustment** [N-COUNT-U7] A **market adjustment** is a change in price based on the market in which the car is sold. **korekta rynkowa**

**measure** [V-T-U3] To **measure** something is to estimate or judge it based on certain criteria. **mierzyć, oceniać**

**monthly** [ADV-U14] If a payment is paid **monthly**, then it is paid once every month. **emiesięcznie**

**MSRP** [ABBREV-U7] An **MSRP** is the manufacturer's suggested retail price. **sugerowana cena detaliczna**

**needs** [N-PLURAL-U9] The **needs** of a customer are his or her desired outcomes from an encounter. **potrzeby (np. klientów)**

**net profit** [N-UNCOUNT-U8] **Net profit** is the measure of business's profitability, or the difference between revenue and total expenses. **zysk netto**

**networking** [N-UNCOUNT-U9] **Networking** is the habit of using one's colleagues and professional associations to enhance professional success. **networking, wykorzystywanie kontaktów w biznesie (np. w celu zwiększenia sukcesu zawodowego)**

**non-negotiable** [ADJ-U12] If something is **non-negotiable**, it cannot be changed or contested. **ostateczny, niepodlegający negocjacjom**

**offer** [V-T-U12] To **offer** something is to present it. **oferać, proponować**

**open trailer** [N-COUNT-U5] An **open trailer** is a container that has only a frame or bed and allows air and weather to contact the items inside. **pryczepa otwarta**

**options** [N-PLURAL-U7] **Options** are features of a car that can increase the price such as a sun roof, leather interior, etc. **wypożyczenie dodatkowe (samochodu)**

**oscillation** [N-COUNT-U4] **Oscillation** is vibration or repetitive movement as a result of a robotic movement. **drganie, wahanie**

**output** [N-UNCOUNT-U2] **Output** is the quantity of something that has been produced. **produkcia (jako wielkość)**

**overhead** [N-UNCOUNT-U2] **Overhead** is a type of cost associated with running a business and that does not lead directly to profit. Overhead includes maintenance, storage, rent, and utility costs. (lub **overhead costs**) **koszty ogólne, koszty stałe, koszty ogólnego zarządu**

**overseas** [ADV-U5] If something is **overseas**, it is located on another continent and requires travel over an ocean to arrive at it. **za granicą**

**owner's equity** [N-UNCOUNT-U8] **Owner's equity** is the portion of a company's assets owned by the owner of a company after all liabilities have been accounted for. **kapitał właścicieli**

**payload** [N-COUNT-U4] The **payload** is the size of an object that a robot can move through its work envelope. **ładunek, ciężar**

**payment** [N-COUNT-U14] A **payment** is a recurring amount of money paid to a lender, usually monthly. **płatność, wpłata, zapłata**

**pitch** [N-COUNT-U9] A **pitch** is a short, pre-rehearsed speech about the positive effects of something a person is offering. **gadka marketingowa, wywód marketingowy, prezentacja produktu (mająca skłonić do zakupu produktu lub usługi)**

**pneumatic** [ADJ-U4] **Pneumatic** machinery uses pressurized gas to control mechanical motion. **pneumatyczny**

**poor** [ADJ-U15] If something is **poor**, it is below average. **tu: kiepski, lichy, marny**

**powertrain modeling** [N-UNCOUNT-U1] **Powertrain modeling** is the art of engineering powertrains in cars. **modelowanie układu napędowego**

**precision** [N-UNCOUNT-U4] **Precision** is a measure of how well a robot can move to a specific point. **precyzja, dokładność**

**pre-owned** [ADJ-U15] If a car is **pre-owned**, it is a used car that has been inspected and certified. **z drugiej ręki**

**pressure** [N-UNCOUNT-U12] **Pressure** is persuasion used to create a sense of urgency. **nacisk, presja (aby kogoś do czegoś przekonać)**

**previously** [ADV-U10] If a deal is made **previously**, it is made beforehand. **poprzednio, przedtem**

**pricing** [N-UNCOUNT-U7] **Pricing** is the method of determining what a car company will charge in exchange for its products. **kształtowanie cen, ustalanie cen, wycena**

**principal** [N-COUNT-U14] A **principal** is the original amount of a loan and which does not include interest. **kwota główna kredytu, kwota główna, kapitał kredytu**

**production** [N-UNCOUNT-U2] **Production** is the act of making something, often an item that will be sold to consumers. **produkcja**

**profit** [N-COUNT-U7] **Profit** is the difference between the sale price and the cost of the vehicle. **zysk**

**profit and loss (P&L) report** [N-COUNT-U8] A **profit and loss (P&L) report** is a statement of a company's financial position that is compiled at the end of an accounting period to show all revenues, costs, and expenses over that period of time. **rachunek wyników**

**progress** [N-UNCOUNT-U10] **Progress** is positive forward movement toward a particular goal. **postęp**

**property and equipment (P&E)** [ABBREV-U8] **Property and Equipment (P&E)** are fixed assets such as factories, machinery, and other physical means of production that are not easily converted to cash. **środki trwałe, rzeczowe składniki majątku (zapis w bilansie)**

**prototype** [N-COUNT-U1] A **prototype** is the first model of a car from which others are copied. **prototyp**

**rail** [N-UNCOUNT-U5] **Rail** is the network of railroads and the companies that operate trains on them. **kolej**

**raw materials** [N-PLURAL-U2] **Raw materials** are materials that have not been used to make something yet. **surowce**

**rebate** [N-COUNT-U7] A **rebate** is a partial refund used to make a deal more appealing. **rabat, opust**

**reduce** [V-T-U2] To **reduce** something is to make it smaller or lower the quantity of it. **redukować, zmniejszać, obniżać**

**referral** [N-COUNT-U10] A **referral** is the act of directing someone to someone else. **polecenie (skierowanie kogoś do kogoś)**

**resale value** [N-COUNT-U15] **Resale value** is the value for which a used vehicle might be sold. **wartość ponownej sprzedaży, wartość odsprzedaży**

**resistance** [N-UNCOUNT-U11] **Resistance** is hesitation or refusal to accept an offer. **sprzeciw, przeciwstawianie się**

**responsibility** [N-COUNT-U6] **Responsibility** is the state of having a duty or obligation. **odpowiedzialność**

**revenue** [N-UNCOUNT-U8] **Revenue** is the income that a company receives through normal business operations such as the sale of its product. **przychód, przychody (całość wpływów pieniężnych uzyskanych w danym okresie przed odjęciem kosztów ich uzyskania)**

**robot** [N-COUNT-U4] A **robot** is a programmable, multi-functional machine capable of performing a variety of prescribed tasks. **robot**

**rolling highway** [N-COUNT-U5] A **rolling highway** is a system for transporting trucks by train. **rodzaj transportu intermodalnego polegający na przewożeniu pociągami towarowymi samochodów ciężarowych lub ciągników siodłowych z naczepami i przyczepami przy użyciu specjalnych wagonów niskopodwoziowych**

**sales** [N-UNCOUNT-U9] **Sales** is the act or process of meeting with customers in order to sell products to them. **sprzedaż**

**scale model** [N-COUNT-U1] A **scale model** is a small physical model that is scaled relative to the actual product. **model w zmniejszonej skali**

**seal** [V-T-U11] To **seal** a deal is to complete or secure it. **przypieczętować (np. umowę)**

**semi-trailer** [N-COUNT-U5] A **semi-trailer** is a trailer that does not have a front axle and is used to carry freight behind a tractor-trailer. **naczepa**

# Glossary

**shipping** [N-UNCOUNT-U6] **Shipping** is the act of transporting goods. **wysyłka, spedycja**

**signature** [N-COUNT-U11] A **signature** is a person's name written as an official identification. **podpis**

**slip away** [PHRASAL V-U10] To **slip away** is to be lost or forgotten. **wyślizgnąć się**

**sticker price** [N-COUNT-U7] The **sticker price** is the price advertised by the dealer. **cena sugerowana przez producenta**

**streamline** [V-T-U2] To **streamline** a process is to remove delays or inefficiencies so that it occurs more quickly and effectively. **usprawniać (proces)**

**term** [N-COUNT-U14] A **term** is a fixed length of time for the repayment of a loan. **okres**

**terms** [N-PLURAL-U13] **Terms** are the conditions of an agreement made between the buyer and the seller. **warunki (np. umowy)**

**test drive** [N-COUNT-U11] A **test drive** is an event in which a customer is allowed to drive a car he or she is interested in before making a purchase. **jazda próbna**

**third-party** [N-COUNT-U15] A **third-party** is a person or group outside the primary two members in a dispute or arrangement. **osoba trzecia, strona trzecia, podmiot trzeci, osoba postronna**

**title** [N-COUNT-U11] A **title** is a claim of ownership over a vehicle. **prawo posiadania, tytuł własności**

**tractor-trailer** [N-COUNT-U5] A **tractor-trailer** is a large truck with multiple axles and a protruding rear section to which a semi-trailer can be attached. **ciągnik siodłowy z naczepą, ciężarówka naczepowa, (pot.) tir**

**trade-in** [N-COUNT-U15] A **trade-in** is a used car that can be traded for money toward a new or different used car. **oddanie starego towaru w rozliczeniu za nowy**

**trade-off** [N-COUNT-U12] A **trade-off** is a balance between two incompatible aspects of a deal. **kompromis, wymiana**

**tri-level** [ADJ-U5] If a freight car is **tri-level**, it is built with three separate levels. **trzypoziomowy**

**update** [V-T-U10] To **update** a customer is to give new or different information. **przekazywać najświeższe informacje**

**used car** [N-COUNT-U15] A **used car** is a car that has been owned and driven by another person previously. **samochód używany**

**value** [N-UNCOUNT-U15] **Value** is the monetary worth of a car. **wartość**

**walk away from** [PHRASAL V-U12] To **walk away from** a deal is to reject it. **odchodzić od, wycofać się z (czegoś, np. umowy)**

**waste** [N-UNCOUNT-U2] **Waste** is the loss of material that could have been used for a product or to make a profit. **marnotrawstwo, strata**

**work envelope** [N-COUNT-U4] A **work envelope** is the space that can be reached by a robot's end-effector. **przestrzeń robocza**