



商务英语学习精品系列

# 现代国际 物流英语

Modern English for  
International Logistics

■ 刘法公 俞建耀 编著



国防工业出版社  
National Defense Industry Press

商务  
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浙江省重点建设教材资助项目

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# 现代国际物流英语

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· 北京 ·

## 内 容 简 介

本书内容涵盖国际物流概览、物流的政府涉入、各国物流业、国际物流的功能与中介、物流成本与效益、物流渠道种类、海洋货物种类与运输、出口单证与货物保险、出口货流、全球采买、救灾物流、国际供应链中的物流、国际物流常见问题等领域。全书共 13 个单元,内容丰富,每单元有 Text A(细读)和 Text B(泛读)两部分。Text A(细读)让读者边读边思考,边读边提问,读懂,读透,掌握核心语言规律、重要词汇、特殊词语表达模式。Text B(泛读)设计检验读者的主题篇章阅读能力,并通过相关注释判断阅读的正确性。附录提供各单元练习的参考答案。

本书适于作高等院校物流英语、外贸英语、商务英语、国际贸易、国际保险与金融、国际经济管理等专业的课程英语教材,也可作为 MBA 学生的专业阅读选修课教材。本书也可用作国际物流行业和物流管理部门的工作人员的物流英语培训教材或自学参考书。

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# 前 言

作为专门用途英语(English for Specific Purposes)的一个分支,国际物流英语涵盖的领域非常广泛,几乎可以涉及国际商务英语的全部,但是国际物流英语在词汇、术语、句法和表达方式上也有显著的特点,掌握普通商务英语的人必须经过专门学习和训练,才能掌握国际物流英语。在我国,国际物流,从实务方面说,尚处于起步阶段,从学术上看,还是一个新兴的学科,但发展非常迅速。这是因为,进入 21 世纪以来,调集和安排各种货品在不同国家之间流动,以最佳方式和路径,以最低的费用和最小的风险,保质保量适时地将货品从某国的供方运送到它国的需方,实现货品的最大价值,为国际贸易和跨国经营服务,已经成为国际经济全球化过程中最重要的组成部分。国际物流英语就是货品流通过程中所使用的专门语言,需要我们单独学习,专门研究,以便达到既掌握国际物流英语听、说、读、写、译的技能,又熟悉国际物流基本知识这两个目的。

作为专门用途的英语系列教材之一,本书以 70%学习英语语言和 30%熟悉国际物流基本知识这一理念为导向,通过纯正的物流英语课文阅读、分析、辨析、翻译、词语搭配等方式让读者逐步掌握国际物流行业内的英语术语、表达特点和各环节的语言运用规律。每单元中有几组练习题,集中强化读者从课文中接触到的英语表达和物流专业知识,培养学生的复合型专业英语综合能力。

《现代国际物流英语》是为培养复合型英语专业学生而编写的教材,共分 13 个单元,每个单元由 Text A (细读)和 Text B (泛读)两部分组成,单元中的问题贯穿始终,使读者边学边思考,教师边讲边问。每个单元中的练习运用词汇互译、术语与定义搭配、知识理解、专业翻译、阅读理解等手段,全面提高读者熟悉并掌握现代国际物流英语的表达方式和术语内涵,了解该领域英语的词汇、语法、风格的特殊性,最终使读者能够掌握现代国际物流英语,同时能够从事现代国际物流行业的基本工作打下坚实的基础。

本书适于作高等院校外贸英语、商务英语、国际贸易、国际物流、国际经济管理等专业的教材,也可作为非涉外专业学生的选修课教材。本书也可作为外经贸部门和国际物流行业的工作人员的英语培训教材或自学参考书。

本书由浙江工商大学外国语学院刘法公教授和俞建耀副教授联合编写。刘法公教授负责本书的总体策划、设计和文字统稿,分工编写了第 1 单元~第 7 单元和本书的前言、目录与练习答案;俞建耀副教授分工编写了第 8 单元~第 13 单元内容。两位作者团结合作,在近两年的辛苦编写中不断研讨,反复修改,为把本书编出特色做出了努力。

本书编写所用的英语资料多取材于 Donald F. Wood, Anthony P. Barone, Paul R. Murphy, Daniel L. Wardlow 合编的 *International Logistics* (美国) (American Management Association, Second Edition, 2002), 使我们能向读者提供纯正的英语。同时我们还参考了网络上有关国际物流的文献。在此向这些作者表示感谢, 感谢他们为我们学习国际物流英语提供了语料。

本书因列入浙江省重点教材资助基金项目而得到了浙江省教育厅和浙江工商大学的宝贵支持。没有他们的资助, 本书的编写和出版难以顺利完成。

本书编写的体例和内容难免有不足之处, 欢迎批评指正。

编著者

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**Key to the Exercises**

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# Unit 1

## Overview of International Logistics

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### Text A(细读)

#### What is Logistics? 1.0

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**Logistics** is the management of the flow of goods, information and other resources, including energy and people, between the point of origin and the point of consumption in order to meet the requirements of consumers. Logistics involves the integration of information, transportation, inventory, warehousing, material-handling, and packaging, and occasionally security. Logistics is a channel of the supply chain which adds the value of time and place utility. Today the complexity of production logistics can be modeled, analyzed, visualized and optimized by plant simulation software.

The term “logistics” originates from the ancient **Greek** “λόγος” (“logos”—“ratio, word, calculation, reason, speech, oration”). Logistics is considered to have originated in the military’s need to supply themselves with arms, ammunition and rations as they moved from their base to a forward position. In ancient Greek, Roman and Byzantine empires, there were military officers with the title ‘Logistikas’ who were responsible for financial and supply distribution matters.

The Oxford English dictionary defines logistics as: “The branch of military science having to do with procuring, maintaining and transporting material, personnel and facilities.” Another dictionary definition is: “The time-related positioning of resources.” As such, logistics is commonly seen as a branch of engineering which creates “people systems” rather than “machine systems.”

# **1.1 Branches of Logistics**

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## **1.1.1 Military Logistics**

Integrated Logistics Support is a discipline used in military industries to ensure an easy supportable system with a robust customer service concept at the lowest cost and in line with (often high) reliability, availability, maintainability and other requirements as defined for the project.

In military logistics, logistics officers manage how and when to move resources to the places they are needed. In military science, maintaining one's supply lines while disrupting those of the enemy is a crucial — some would say the most crucial — element of military strategy, since an armed force without resources and transportation is defenseless.

The defeat of the British in the American War of Independence and the defeat of the Axis in the African theatre of World War II, have been largely attributed to logistical failure. The historical leaders Hannibal Barca, Alexander the Great, and the Duke of Wellington are considered to have been logistical geniuses.



### **Activities for Comprehension**

- 1) What else does logistics manage beside the flow of goods?
- 2) Where does the term “logistics” originate?
- 3) Why is logistics seen as a branch of engineering?
- 4) What do logistics officers do in military logistics?
- 5) How serious is a logistical failure in a war?

## **1.1.2 Third-party Logistics**

Third-party logistics involves the utilization of external organizations to execute logistics activities that have traditionally been performed within an organization itself. According to this definition, third party logistics includes any form of outsourcing of logistics activities previously performed in-house. If, for example, a company with its own warehousing facilities decides to employ external transportation, this would be an example of third party logistics.

Logistics as a business concept evolved only in the 1950s. This was mainly due to the increasing complexity of supplying one's business with materials and shipping out products in an increasingly globalized supply chain, calling

for experts in the field who are called Supply Chain Logisticians. This can be defined as *having the right item in the right quantity at the right time at the right place for the right price in the right condition to the right customer* and is the science of process and incorporates all industry sectors. The goal of logistics work is to manage the fruition of project life cycles, supply chains and resultant efficiencies.

In business, logistics may have either internal focus (inbound logistics), or external focus (outbound logistics) covering the flow and storage of materials from point of origin to point of consumption (see supply chain management). The main functions of a qualified logistician include inventory management, purchasing, transportation, warehousing, consultation and the organizing and planning of these activities. Logisticians combine a professional knowledge of each of these functions so that there is a coordination of resources in an organization. There are two fundamentally different forms of logistics. One optimizes a steady flow of material through a network of transport links and storage nodes. The other coordinates a sequence of resources to carry out some project.

The term is used for describing logistic processes within an industry. The purpose of production logistics is to ensure that each machine and workstation is being fed with the right product in the right quantity and quality at the right point in time. The issue is not the transportation itself, but to streamline and control the flow through the value adding processes and to eliminate non-value adding ones.

### **1.1.3 Production Logistics**

Production logistics can be applied in existing as well as new plants. Manufacturing in an existing plant is a constantly changing process. Machines are exchanged and new ones added, which gives the opportunity to improve the production logistics system accordingly. Production logistics provides the means to achieve customer response and capital efficiency.

Production logistics is getting more and more important with the decreasing batch sizes. In many industries (e. g. mobile phone) batch size one is the short term aim. Even a single customer demand can be fulfilled in an efficient way. Track and tracing, which is an essential part of production logistics—due to product safety and product reliability issues—is also gaining importance especially in the automotive and the medical industry.

A logistician is a professional logistics practitioner. Professional logisti-

cians are often certified by professional associations. Some universities and academic institutions train students as logisticians, by offering undergraduate and postgraduate programs.



#### Activities for Comprehension

- 1) What does third party logistics mean?
- 2) When did logistics as a business concept evolve?
- 3) What is the goal of logistics work?
- 4) How important is production logistics for a new plant?
- 5) Where can logisticians get professional certificates?

## 1.2 Widely-accepted Definitions and Concepts of Logistics

Definitions of **logistics** are many and various. The U.S.-based Council of Logistics Management defines logistics as the process of “**planning, implementing, and controlling the physical and information flows concerned with materials and final goods from point of origin to point of usage.**” Later, U.S.-based Council of Supply Chain Management Professionals defined the term “logistics” as:

**Logistics is that part of the supply chain process that plans, implements, and controls the efficient, effective forward and reverse flow and storage of goods, services, and related information between the point of origin and the point of consumption in order to meet customers’ requirements.**

Most professional literature today states that the following are functions of logistics;

**customer service; demand forecasting; documentation flow; handling returns; inter-plant movements; inventory management (inbound, plant, and outbound); parts/service support; materials handling; order processing; plant and warehouse site selection; production scheduling; protective packaging; purchasing; salvage scrap disposal; traffic management; and warehouse and distribution center management.** (*Encyclopedia Britannica*. 1993, Chicago, *Encyclopedia Britannica, Inc.*, Vol. 28, pp. 878-882)

Logistics managers see that the focus of their profession lies in those activities that are related to the physical aspects of the movement of goods from supplier to customer. Logisticians are mostly concerned about the

transportation, packaging, warehousing, security, and handling of goods that their firm purchases or sells, and they interact daily with managers who hold other responsibilities closely related to the movement of these goods; manufacturing and production, purchasing and procurement, marketing, inventory management, finance, and customer service.

The managers working in the fields of logistics and international logistics changed the definitions that they used to describe their profession. Whereas “logistics”, as the most commonly accepted term for all of the activities in which they engaged, was broadened, from the mid-1980s, to include additional activities. The term “logistics” was renamed “supply chain management” in the 1990s. Today, “logistics” is used to encompass a subset of the activities that constitute Supply Chain Management, whose scope is much broader than that of logistics.



#### Activities for Comprehension

- 1) Which is the function of logistics that you have never heard of before?
- 2) Where are the two definitions of logistics from?
- 3) What different participants are involved in international logistics?
- 4) What are logisticians mostly concerned about?
- 5) What is the relation between logistics and supply chain management?

In 2004 the Council of Logistics Management changed its name to the Council of Supply Chain Management Professionals (CSCMP) to reflect the broad nature of the field, and produced a definition: **Supply Chain Management encompasses the planning and management of all activities involved in sourcing and procurement, conversion, and all Logistics Management activities. Importantly, it also includes coordination and collaboration with channel partners, which can be suppliers, intermediaries, third-party service providers, and customers. In essence, Supply Chain Management integrates supply and demand management within and across companies.**

This definition reflects an extension of the concept of logistics to that of supply chain management. The shift from logistics to supply chain management is a shift from an internal focus on the company's own processes to an external focus that includes all the firm's partners. Supply Chain Management includes not only all of the tactical and managerial decisions in which logistics and operations managers tend to focus, but also strategic issues that are more traditionally the domain of the managers in those top management positions commonly called “C-level” positions (CEO-Chief Executive Of-