

“十三五”普通高等教育物流双创规划教材 <<<<

# 现代物流英语

MODERN LOGISTICS ENGLISH

吴必善 主编



中国铁道出版社  
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## 内容简介

本书是高等院校物流工程、物流管理专业的专业英语教材,选文内容涵盖物流管理、运输管理、仓储与库存管理、物流包装管理、供应链管理、物流信息管理、国际物流管理、绿色物流等。本书采用规范的语言及图文并茂的形式编写,内容专业、全面、实用,深度恰当。每个单元的核心内容都包含了 Section A、Section B 和 Supplementary Reading 三部分,随文附有生词注释,课后附有相关练习。附录提供了物流专业术语的中英文对照及常用单据。

本书适合作为普通高等院校的教材,也可供高职高专院校物流工程与物流管理专业的学生选修,还可作为从事国际物流事务和物流部门工程技术人员的参考及培训用书。

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# FOREWORD

## 前言

为满足物流专业教学的需要及涉外企业专业人员业务学习的需要,我们编写了这本《现代物流英语》。在编写本书时,我们从社会的实际需求出发,结合物流专业英语的教学实践,由浅入深,由简到繁,循序渐进,采用规范的英语语言及图文并茂的形式编写,对现代物流的管理理论与实践作了较全面、系统的阐述,内容专业、全面、实用、深度恰当。

本书共分为9个单元,主要包括:现代物流运输、物流仓储管理实务、包装及包装技术、物流信息管理、装卸搬运、供应链管理、国际物流、绿色物流等。每个单元的核心内容都包含了 Section A、Section B 和 Supplementary Reading 三部分,其中 Section A、Section B 是普通高等院校物流工程与物流管理专业学生、从事国际物流事务和物流部门工程技术人员的必修内容;而高职高专院校学生选修 Section B。随文附有生词注释,课后附有相关练习。附录提供了物流专业术语的中英文对照及常用单据。

本书适合作为普通高等院校的教材,也可供高职高专院校物流工程与物流管理专业的学生选修,还可作为从事国际物流事务和物流部门工程技术人员的参考及培训用书。

本书由吴必善担任主编,由董学彦和李子涵担任副主编。具体编写分工如下:Unit 1 由董学彦、李子涵编写,Unit 2 ~ 9 由吴必善编写,附录由董学彦、李子涵编写。本书由吴必善统稿。本书的出版得到 2017 年全国高校、职业院校物流教改教研课题:JZW2017160 的资助。

因时间仓促,书中难免存在许多不足之处,衷心希望读者予以指正!

编者  
2017 年 5 月

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# Unit 1 Introduction to Logistics

## Section A Logistics Science

### 1. The Definition<sup>①</sup> of Logistics

The prevalent view is that the term logistics<sup>②</sup> comes from the late 19th century, from French “logistique” (loger means to lodge) and was firstly used by Baron de Jomini. Others attribute to a Greek word: “λόγος”, which means reason or speech; and another Greek word: “λογιστικός”, which means accountant or responsible for counting. The Oxford English Dictionary defines logistics as “the branch of military science relating to procuring, maintaining and transporting material, personnel and facilities”. However, the New Oxford American Dictionary defines logistics as “the detailed coordination of a complex operation involving many people, facilities, or supplies”, and the Oxford Dictionary on-line defines it as “the detailed organization and implementation<sup>③</sup> of a complex operation”. As such, logistics is commonly seen as a branch of engineering. Along with the pushing of integrated process of global economy, logistics was brought forward as “the third profitable resource” which need to be reformed.

Among market segments, the express delivery segment and comprehensive logistics services segment hold immense development potential and broad prospects. In “the 12th five years plan” period in China, logistics industry increased 10% in average year. In past five years, the modern logistics industry development has got across the starting stage and stepped into the new stage of the reasonable and fast development. Logistics industry increasing has exceeded 70 trillion Yuan and the same rate increasing is 5% in 2016 year, which is shown in Figure 1.1. Market demand gives a push to the development of the industry. Logistics and social economic development supplement each other. Logistics has become the pillar of highly-developed social life. In “the 13th five years plan” period, the logistics industry will continue to grow rapidly in China.

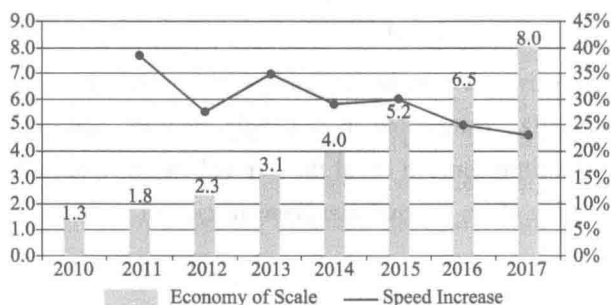


Figure 1.1 The economy of scale and speed increase of logistics in China

### Words and Expressions

①definition n. 定义, 解说

②logistics n. 物流, 后勤

③implementation n. 执行, 贯彻, 履行, 落实



Logistics is the process that creates value by timing and positioning inventory<sup>①</sup>, and it is the combination of a firm's order management, inventory, transportation<sup>②</sup>, warehousing, materials handling, and package as integrated throughout a facility network. Integrated logistics serves to link and synchronize the overall supply chain as a continuous process and is essential for effective supply chain connectivity. While the purpose of logistical work has remained essentially the same over the decades, the way the work is performed continues to radically change. Figure 1.2 illustrates logistics total systems concepts.

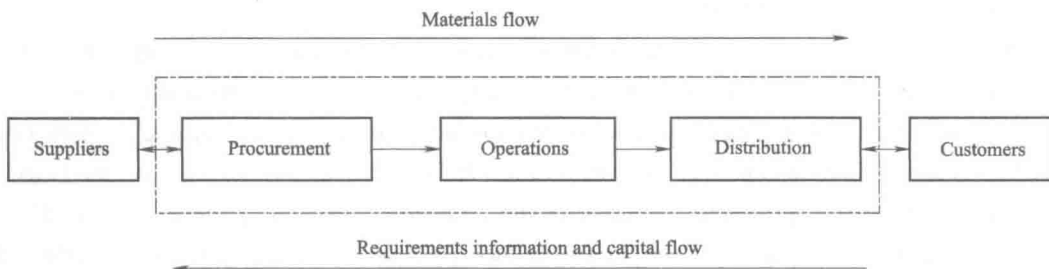


Figure 1.2 Logistics total systems concepts

In recent years, with the acceleration of global economic integration<sup>③</sup>, more business of multinational companies gradually shifted to the other countries, and through outsourcing to reduce supply chain costs; enterprises are in increasingly complex and competitive environment; and competition is increasingly confrontational. Facing the changes in business environment, in order to respond quickly, we must maximize the use of corporate resources and commit to their core business development. Thus we should open the door to outsource non-core businesses. In an enterprise production and operation activities, logistics is an important part of the growing trend towards outsourcing. The growth of logistics outsourcing business provides professional<sup>④</sup> logistics services to the third party logistics (3PL)<sup>⑤</sup>. Providers create business opportunities, and promote the rapid development of the third party logistics industry. For example, if a company with its own warehousing facilities decides to employ external transportation. At the same time, logistics is a business area in supply chain management<sup>⑥</sup>.

From a system's perspective, a complex network structure can be decomposed into individual component firms. Traditionally, companies in a supply network concentrate on the inputs and outputs of the processes with little concern about the internal management working of other individual players. Therefore, the choice of an internal management control structure is known to impact local firm performance.

## Words and Expressions

①inventory *n.* 库存, 存货

③integration *n.* 一体化, 结合

⑤the third party logistics(3PL) 第三方物流

②transportation *n.* 运输, 运输方式

④professional *adj.* 专业的, 职业的

⑥supply chain management(SCM) 供应链管理



Supply chain management (SCM) is the management of such a chain that has been defined as the design, planning, execution, control, and monitoring of supply chain activities with the objective of creating net value, building a competitive infrastructure, leveraging worldwide logistics, synchronizing supply with demand and measuring performance globally. Figure 1.3 illustrates SCM concept.

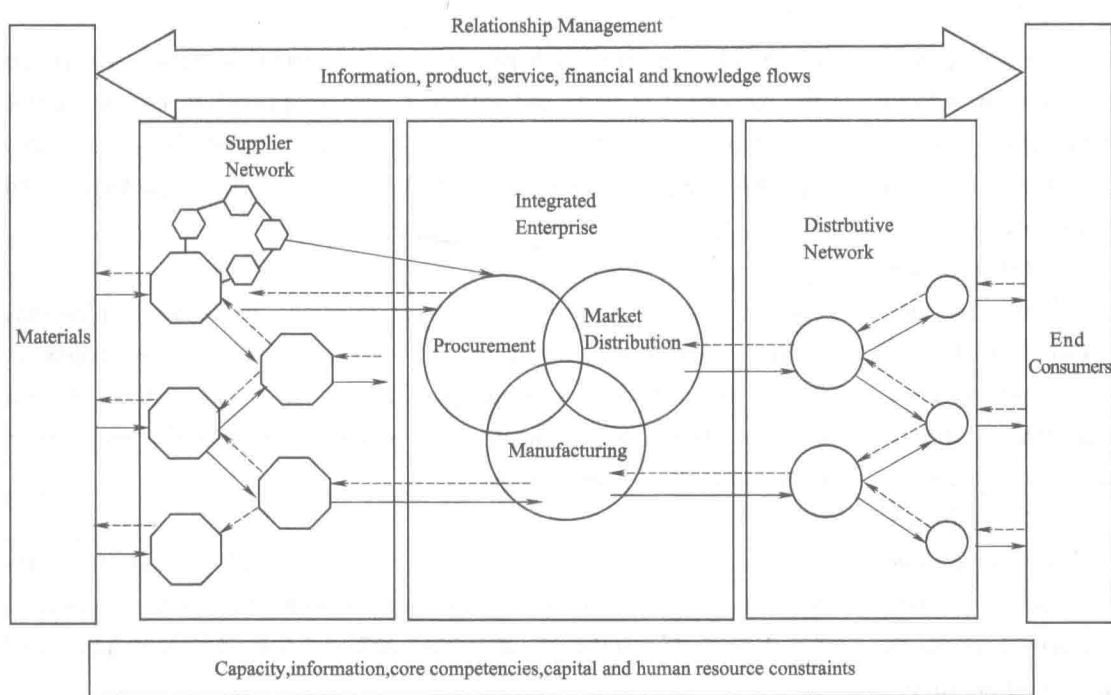


Figure 1.3 The concept of supply chain management

It is a set of organizations directly linked by one or more upstream and downstream flows of products, services, finances and information<sup>①</sup> from a source to a customer<sup>②</sup>. Supply chain management is a cross-functional approach that includes managing the movement of raw materials<sup>③</sup> into an organization, certain aspects of the internal processing<sup>④</sup> of materials into finished goods, and the movement of finished goods out of the organization and toward the end consumer. As organizations strive to focus on core competencies and become more flexible, they reduce their ownership of raw materials sources and distribution<sup>⑤</sup> channels. These functions are increasingly being outsourced to other firms that can perform the activities better or more cost effectively. The effect is to increase the number of organizations involved in satisfying customer demand, while reducing managerial control of daily logistics operations. Less control and more supply chain partners lead to the creation of the

### Words and Expressions

①information *n.* 消息, 信息, 通知, 资料, 见闻

②customer *n.* 消费者

③raw material 原材料

④processing *n.* 加工, 处理, 工艺流程, 工序

⑤distribution *n.* 配给, 配送, 分配, 配置

concept of supply chain management. The purpose of supply chain management is to improve trust and collaboration among supply chain partners, thus improving inventory visibility and the velocity of inventory movement.

## 2. Logistics Activities and Fields

Given the services performed by logistics, the main fields of it can be broken down as follows:

### (1) The third party logistics (3PL)

The third party logistics (3PL) is a firm which provides multiple logistics services for use by customers, who facilitates the movement of parts and materials from suppliers<sup>①</sup> to manufacturers, and finished products<sup>②</sup> from manufacturers to distributors and retailers. The services which they provide are transportation, warehousing, cross-docking, inventory management, packaging and freight forwarding.

### (2) Procurement<sup>③</sup> logistics

Procurement logistics consists of activities such as market research, requirements planning, make-or-buy decisions, supplier management, ordering and order controlling. The targets in procurement logistics might be contradictory: maximizing efficiency by concentrating on core competences, outsourcing while maintaining the autonomy of the company, or minimizing procurement costs while maximizing security within the supply process.

### (3) Distribution logistics

Distribution logistics has, as the main task, the delivery of the finished products to the customer. It consists of order processing<sup>④</sup>, warehousing and transportation. Distribution logistics is necessary because the time, place and quantity of production different from the time, place and quantity of consumption.

### (4) Reverse logistics<sup>⑤</sup>

Reverse logistics stands for all operations related to the reuse of products and materials. The process includes the management and the sale of suppliers, as well as products being returned to vendors from buyers. More precisely, reverse logistics is the process of moving goods from their typical final destination for the purpose of capturing value, or proper disposal. Traditional logistics has been changed substantially for legislation and environmental awareness and turns its attention to the backward movement or return of goods. Issues like reverse logistics, such as product recovery, remanufacturing and reusing, have received growing attention. The field of reverse logistics contains all logistics processes beginning with the take-back of used products from customers up to reusable products and waste disposal. Product recovery aims at recovering the residual value of used products. The returned products can become another resource for material requirements and replace traditional supplement from suppliers.

## Words and Expressions

①supplier n. 供应者, 补充者, 供给者

③procurement n. 采购, 购买

⑤reverse logistics 逆向物流

②finished products 成品

④order processing 订单处理

### (5) Environment logistics<sup>①</sup>

Environment logistics is the planning and executing process of logistics activities like transportation, warehousing, handling, logistics processing, distribution and packaging by using advanced logistics technology in order to reduce resource consumption and environmental pollution.

### (6) Emergency logistics<sup>②</sup>

Emergency logistics (or Humanitarian Logistics) is a term used by the logistics, supply chain and manufacturing industries to denote specific time-critical modes of transport used to move goods or objects rapidly in the event of an emergency. The reason for enlisting emergency logistics services could be a production delay or anticipated production delay, or an urgent need for specialized equipment<sup>③</sup> to prevent events such as aircraft being grounded (also known as “aircraft on ground”—AOG), ships being delayed, or telecommunications failure. Humanitarian logistics involves governments, the military, aid agencies, donors, non-governmental organizations and emergency logistics services are typically sourced from a specialist provider.

### (7) Production logistics<sup>④</sup>

Production logistics describes logistic processes within a value adding system (ex: factory or a mine), which aims to ensure that each machine and workstation receive the right product in the right quantity and quality at the right time. The concern is production, testing, transportation, storage<sup>⑤</sup> and supply. It can operate in existing as well as new plants: since manufacturing in an existing plant is a constant changing process, machines are exchanged and new ones added, which gives the opportunity to improve the production logistics system accordingly.

### (8) International logistics<sup>⑥</sup>

International logistics is the process by which goods, equipment or materials are moved across the world. It requires the ability to accomplish tasks within a timely and cost effective manner, and the pattern of international trade has taken place an enormous transition. The development of the global logistics industry also appears and reflects new characteristics such as fast melting, function integration, homework standardization, systematic information, means modernization, activity globalization.

### (9) Digital logistics

Digital logistics is driven by a new generation of web-based, enterprise logistics applications<sup>⑦</sup> that enable collaboration optimization, and leveraging a central logistics information to be the backbone that provides visibility across the enterprise and extends supply chain based on the information service platform.

## Words and Expressions

①environment logistics 绿色物流

③equipment *n.* 设备, 装备, 配件

⑤storage *n.* 储存, 保管, 仓储, 库容量

⑦application *n.* 运用, 适用, 应用

②emergency logistics 应急物流

④production logistics 生产物流

⑥global logistics 国际物流

(10) Business logistics<sup>①</sup>

Business logistics speaks of 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, which incorporates all industry sectors and aims to manage the fruition of project life cycles, supply chains and resultant efficiencies. In business, logistics may have either an internal focus (inbound logistics) or an external focus (outbound logistics), covering the flow and storage of materials from point of origin to point of consumption.

(11) The fourth party logistics (4PL)<sup>②</sup>

The fourth party logistics (4PL) provider is defined as an integrator that assembles the resources, planning capabilities, and technology of its own organization and other organizations to design, build, and run comprehensive supply chain solutions. Whereas a third-party logistics (3PL) service provider targets a single function, a 4PL targets management of the entire process. Some have described a 4PL as a general contractor that manages other 3PLs, truckers, forwarders, custom house agents and others, essentially taking responsibility of a complete process for the customer.



## Section B Logistics System

## 1. What is Logistics

The concept of logistics was introduced to China in 1979. With the implementation of reform and opening up policy, logistics industry developed quickly.

What is logistics in the sense today? There are a number of definitions of what is under the word logistics and, in a sense, the use of the word is simple, while in others it is more complex. The following definitions will help understand the term, shown in Table 1.1.

Table 1.1 The definitions of logistics

Number	Source	Content of Definition
1	Oy, Helsinki, FI	A business-planning <sup>③</sup> framework for the management of material, service, information and capital flows. It includes the increasingly complex information, communication and control system required in today's business environment.
2	Joint Chiefs of Staff	The science of planning and carrying out the movement and maintenance <sup>④</sup> of forces, "those aspects of military operations that deal with the design and development, acquisition <sup>⑤</sup> , storage, movement, distribution, maintenance, evacuation and disposition <sup>⑥</sup> of material; movement and hospitalization of personnel; acquisition of construction, maintenance, operation and disposition of facilities <sup>⑦</sup> ; and acquisition of furnishing of services".

## Words and Expressions

①business logistics 企业物流

③business-planning *adj.* 贸易计划的⑤acquisition *n.* 获得⑦facilities *n.* 设备, 工具

②the fourth-party logistics(4PL) 第四方物流

④maintenance *n.* 维护、保养⑥disposition *n.* 处置

续表

Number	Source	Content of Definition
3	Webster's Dictionary	The procurement <sup>①</sup> , maintenance, distribution, and replacement of personnel and material.
4	Benson, R. and Whitehead	The art of maintaining control over worldwide supply chains by a combination of transport, warehousing skills, distribution management and information technology.
5	Christopher, M.	The process of strategically managing the movement and storage of raw material, component <sup>②</sup> parts and finished goods throughout the business from suppliers to final delivery to customers.
6	American Heritage Dictionary	The branch of military operations that deals with the procurement, distribution, maintenance, replacement of material and personnel and the management of the details of an operation.
7	Council of Logistics Management	The process of planning, implementing and controlling of the efficient, effective flow and storage of goods, service and related information from point of origin to point of consumption for the purpose of conforming to customer requirements. Note that this definition includes inbound, outbound, internal and external movements, and return of materials for environment purpose.
8	Canadian Association of Logistics Management	The process of planning, implementing, and controlling of the efficient, cost effective flow and storage of raw materials, in-process inventory, finished goods and related information from point of origin to point of consumption for the purpose of meeting customer requirements.

From these definitions, logistics can be briefly described like this: Logistics is the process of planning, implementing and controlling the efficient, effective flow and storage of raw materials, in-process inventory<sup>③</sup>, finished goods, service, and related information from point of origin to point of consumption (including inbound, outbound, internal and external movements) for the purpose of conforming to customer requirements, having the right thing, in the right place, in the right time. What implied in the definition is the logistics process that provides a system framework<sup>④</sup> for decision making that integrates<sup>⑤</sup> transportation, inventory levels, warehousing space, materials-handling systems, packaging and other related activities that encompass<sup>⑥</sup> appropriate trade-offs involving cost and service. For logistics, this book thinks “time and space” is the construction of the logistics system of the highest dimension, which is from the logistics as well as the philosophical level to understand and organize logistics system, also often refers to “transport the goods space transfer, storage of finished goods in time”.

Another widely used definition states that logistics involves the efficient and effective management of inventory, whether in motion or at rest, to satisfy customer requirements and organizational objectives. The important aspect of the latter definition is that transportation service is recognized as inventory in motion; therefore, the true cost is more than the actual rate charged by the transportation company.

## 2. Components of a Logistics System

A logistics system is made up of a set of linked facilities and many different functional activities

### Words and Expressions

①procurement *n.* 采购, 取得

③inventory *n.* 库存

⑤integrate *v.* 使成为整体

②component *n.* 成分, 部分

④framework *n.* 计划

⑥encompass *v.* 包围

by transportation services, some of which are described briefly shown in Table 1.2. Facilities are sites where materials are processed, manufactured, stored, sorted, sold or consumed. They include manufacturing and assembly centers, warehouses<sup>①</sup>, distribution centers (DCs), transshipment points, transportation terminals, retail outlets, mail sorting centers, garbage incinerators, dump sites, etc.

Table 1.2 Components of a Logistics System

Number	Components	Logistics System
1	Customer service	It includes a wide set of activities that attempt to keep a customer satisfied with a product or service. The three primary elements of customer service include pre-transaction, transaction, and post-transaction activities.
2	Procurement	Most organizations include purchasing as major supply chain activity. Procurement does not take a financial genius to realize the impact that suppliers can have on a firm's total cost. Furthermore, many features that make their way into final products originate with suppliers. Supplier capabilities can help differentiate a producer's final goods or service.
3	Transportation	Larger organizations usually have a specialized traffic and transportation function to manage the physical and informational links between the supplier and the buyer. For some organizations, transportation is the single largest category of supply chain costs, especially for highly diversified organizations.
4	Warehousing & Distribution	Before a product heads to the customer, it may be stored for a period in a warehousing or distribution center. This is particularly true for companies that produce according to a forecast in anticipation of future sales. Increasingly, as companies make a product only after receiving a customer order, this part of the supply chain may become less important.
5	Inventory control	This is often responsible for determining the inventory level of finished goods required to support customer requirements, while emphasizing the physical distributed (i.e., outbound or downstream) side of the supply chain. Integrated supply chain management requires that the material and inventory control groups coordinate their efforts to ensure a smooth and uninterrupted flow to customers.
6	Logistics information	A logistics information system which will impact all of the logistics activities must be integrated. Such system also must be integrated with other members of the supply chain, to provide accurate information throughout the channel from the earliest supplier to the final customer.
7	Logistics nodes <sup>②</sup>	In order to match seamless connection punctually and to decrease the cost and enhance service level in the whole process of logistics, logistics nodes should coordinate the relationship among the organizations and control, including stations, airports, wharfs, warehouses and so on.
8	Logistics network	Logistics network design plays an important role in logistics management. It has a direct influence on the cost and efficiency of logistics. A logistics network usually includes supply nodes, warehouse hub nodes and demand nodes.
9	Demand and Supply	Demand planning identifies all the demands on output. This includes forecasts of anticipated demand, inventory adjustments, orders taken but not filled and spare part and after-market requirements. Supply planning is taking demand data and spare part and after-market requirements. Supply planning is the process of taking demand data and developing a supply, production and logistics network capable of satisfying demand requirements.

## Words and Expressions

①warehouse n. 仓库, 货站, 大商店

②logistics node 物流节点

## Supplementary Reading

### The Challenge of Logistics

Although logistics has been a growing area of responsibility in many companies since the 1960s, it is fair to say that the profile<sup>①</sup> of logistics managers in corporate America was not as high in most companies prior to 1980 as it is today. Logistics managers tended to be regarded as hard working individuals who played primarily a supporting role in marketing and manufacturing. However, the “back-to-basics” movement helped to change the profile level of logistics in the 1980s, particularly because a growing number of companies recognized the role that logistics can play at the margin in their strategic efforts to gain or regain a sustainable competitive edge. Efficient transportation systems support logistics practices such as “just-in-time(JIT)”<sup>②</sup> inventory and manufacturing, vendor managed inventory (VMI), and collaborative planning, fore-casting, and replenishment (CPFR). Companies such as Pfizer and Wal-Mart have used these concepts to lower costs and gain significant market share.

The beginning of the 21st century actually saw a continuation of the evolution of logistics that began during the decades following World War II; however, since then, several variables have introduced new challenges: the internet and e-business, continued globalization, business alliances<sup>③</sup>, rapidly changing technology, environmental pollution and so on.

### The Internet and E-business

Today, many of these firms have gained control of fulfillment operations through the use of private operations or third party logistics providers (3PLs). E-business over the Internet has quickly developed into a powerful medium for firms to reach customers through information, product and services. This has put pressure on the logistics and transportation networks of shippers. Firms such as UPS and FedEx have seen an explosion of small package<sup>④</sup> delivered to both business and residential addresses. Shipment sizes have decreased and frequency of shipments have increased. Real-time inventory tracking has allowed companies in the supply chain to eliminate inventories. Reliable transportation networks have also allowed firms to eliminate unnecessary safety stock inventories. With all of these challenges, the use of the internet for e-business is still in the development stage.

### Continued Globalization

The globalization of business has had a tremendous impact on the way companies operate today. The scope of globalization runs the gamut<sup>⑤</sup> from foreign sourcing in the procurement area and/or selective sales in other countries to international distribution, manufacturing and marketing strategies that encompass international production sites, multiple staging of inventory, counter trading in the sale of products, and so on. Whatever the situation, the cost of logistics as a percentage of total cost

### Words and Expressions

①profile *n.* 侧面;外形

②just-in-time(JIT) 准时制的,即时的

③alliance *n.* 联盟

④package *n.* 包装,包

⑤gamut *n.* 全部



is greater for international ventures, and the complexity of logistics operations usually increases at a geometric rate in the international arena. Often if procurement is included, logistics is the single most important factor for successful international ventures. Transportation, in particular, has been affected because of the distances involved both inbound to manufacturing from foreign sourcing and out-bound for additional manufacturing or delivery to customers. Transportation might account for as much as 50 percent of the total logistics costs.

### Business Alliances

The 1990s saw a dramatic growth in the use of 3PLs for basic transportation and distribution processes. This growth continues in the 2010s with 3PLs expanding their services to include inventory management, order management and inventory ownership. These relationships allow 3PLs to gain a larger “share of wallet” of their clients business. This is one example of the change in the nature of business alliance that are being developed in industry. The beginning of this decade has seen Amazon.

### Rapidly Changing Technology

Another factor is rapidly changing in technology and, in particular, changes in computer hardware and software. The significant price reductions for powerful computer equipment have helped bring about better inventory control, better equipment schedules, more efficient rating of transportation movements, and so on. Technological changes in communications (such as satellite global positioning systems<sup>①</sup> to maintain contact with motor carrier fleets) have helped to improve service quality to the extent that motor carrier companies now are able to meet narrowly defined time windows for pickups<sup>②</sup> and deliveries. The continued development of radio frequency identification (RFID)<sup>③</sup> is allowing companies to track freight to the individual package level. The interface between communication technology and computers is another area that has tremendous potential for logistics. These changes are just the tip of the iceberg.

### Environmental Pollution

The global economy has developed unprecedentedly fast for 80 years. Meanwhile, most companies and managers neglected environmental protection when pursuing economic interests, which led to a series of severe results like global warming, air and water pollution and desertification. And so that are happening during the planning and executing process of logistics activities like transportation, warehousing, handling, logistics processing, distribution and packaging.

All of these challenges have provided opportunities for logistics and transportation processes to add value to product movement throughout the globe. They have also given the logistics and transportation processes more responsibility for the management of information and cash flows throughout the supply chain.

### Words and Expressions

①Global Positioning System (GPS) 全球定位系统

②pickup n. 集货(向上找)

③Radio Frequency Identification (RFID) 射频识别



## Exercises

**【Exercises A】** Choose the correct words and expressions.

1. (     ) is the process that creates value by timing and positioning inventory.  
A. Transport            B. Quota            C. Logistics            D. Provide
2. (     ) is a firm which provides multiple logistics services for use by customers.  
A. Commercial process            B. Third Party Logistics  
C. Circulate            D. Distribute
3. (     ) is the planning and executing process of logistics activities to reduce resource consumption and environmental pollution.  
A. Shelf            B. Goods shelf  
C. Environment logistics            D. Goods store
4. (     ) is the process by which goods, equipment, or materials are moved across the world.  
A. Supply logistics<sup>①</sup>            B. Manufacture  
C. Recycling            D. International logistics
5. (     ) stands for all operations related to the reuse of products and materials.  
A. Reverse logistics            B. Internal logistics  
C. Third Party Logistics            D. Manufacture

**【Exercises B】** Read the following passage and choose the correct answer.

### What is Logistics?

In the current business environment, logistics is generally accepted as a very important element for the economic development and business growth of a region, especially a port city.

In reality, what does logistics mean? In which way does it operate?

For simple definition, logistics is a set of procedures which commodity is delivered in an efficient manner from suppliers to customers. There are three key aspects to the concepts :

#### 1. Movement of goods

Goods can be considered as valuable objects, such as cargo and materials that are valuable and purchasable through commercial transactions and processes. Flow can be determined as methods in which goods are moved or transferred between locations, intermediaries and merchandisers. Modes of transportation include motor, rail, water, air and pipeline.

#### 2. Direction of the flow of goods

In the open market place, buyers and sellers represent two ends of a commercial transaction. Buyers are usually customers who demand the goods, while sellers are suppliers who provide such goods. When a transaction is agreed upon ( sometimes payment is completed, other times the payment

### Words and Expressions

①supply logistics 供应物流