

International  
Logistics English



面向“十二五”高等教育课程改革项目研究成果

# 国际物流英语

主编 光 昕 欧阳斌

 北京理工大学出版社  
BEIJING INSTITUTE OF TECHNOLOGY PRESS

面向“十二五”高等教育课程改革项目研究成果

# 国际物流英语

## International Logistics English

主 编：光 昕  
欧阳斌

 **北京理工大学出版社**  
BEIJING INSTITUTE OF TECHNOLOGY PRESS

## 内 容 简 介

本书是物流类、国际贸易类、电子商务类应用型本科专业英语教学用书。本书分为十个单元,每个单元由四部分课文、两个部分写作技巧训练、一个部分外贸单据填写训练和一个部分专项练习题组成。

第一单元国际物流,第二单元国际贸易,第三单元国际运输,第四单元国际货代,第五单元报关,第六单元海关进出口货物检验,第七单元保税仓库,第八单元国际物流信息系统,第九单元国际供应链,第十单元多式联运与集装箱,以及附件一国际结算单元,附件二缩略语,附件三参考文献。

版权专有 侵权必究

---

### 图书在版编目(CIP)数据

国际物流英语=International Logistics English /光昕, 欧阳斌主编.

—北京:北京理工大学出版社, 2010.7

ISBN 978-7-5640-3570-9

I. ①国… II. ①光…②欧… III. ①国际贸易-物流-英语-高等学校-教材 IV. ①H31

中国版本图书馆 CIP 数据核字(2010)第 153554 号

---

出版发行 / 北京理工大学出版社

社 址 / 北京市海淀区中关村南大街 5 号

邮 编 / 100081

电 话 / (010) 68914775 (办公室) 68944990 (批销中心) 68911084 (读者服务部)

网 址 / <http://www.buptpress.com.cn>

经 销 / 全国各地新华书店

印 刷 / 北京市通州富达印刷厂

开 本 / 710 毫米×1000 毫米 1/16

印 张 / 14.5

字 数 / 245 千字

版 次 / 2010 年 7 月第 1 版 2010 年 7 月第 1 次印刷

责任编辑 / 张慧峰

印 数 / 1~2 000 册

责任校对 / 陈玉梅

定 价 / 30.00 元

责任印制 / 边心超

---

图书出现印装质量问题,本社负责调换

# 前言



《国际物流英语》是一本为适应物流管理专业、市场营销专业、国际贸易专业以及电子商务专业的教学需要而编写的教材。物流业、国际贸易业的不断升温，随之而来的便是对国际物流、国际贸易人才，尤其是国际物流、国际贸易中高级人才的大量需求。本教材可作为高等院校国际物流英语的专业课教材，也可作为物流业界专业人士的查询参考书，还可供其他对国际物流英语有兴趣者自学进修之用。为适应上述需求，编者力求使本教材具有下列特点：一是实用性，以物流实际运用为需求来编撰，避免冗长枯燥的物流理论阐述；二是时新性，所选用素材、案例、词组等皆为近年来国内外物流界通用英语，避免长篇大论的英语文章语法；三是连贯性，教材编写虽独立成章，章内分节，但又章章相连，环环紧扣，全教材一气呵成，构成一个有机整体；四是实践性，社会对物流人才的需求，应是懂专业、懂英语、会管理、会操作的全才，亦即有毕业文凭、资格证书、实践经验的人才。本教材中特意摘录了有关物流师、助理物流证书的英语笔试、口试试题样张，以供读者自学时选用。

同时，本书的每一章都配有相应的习题，充分搭建学生动手的平台；此外，课后补充阅读和知识链接部分可供学有余力的学生进一步提高阅读能力和扩展知识面。通过学习本书，学生能初步掌握与物流相关的各种专业知识和术语，以及基本物流单证的填写和使用技能，为学生走向社会、提升就业平台奠定基础。

本书采用模块化内容安排，以国际物流、国际贸易知识的介绍和应用为主线，内容逐渐递进，相互关联。每个模块既是教材的组成部分，又具有相对完整性和独立性。考虑到应用型本科教育的特点，突出实际应用能力的培养。

“国际物流英语”是近年来非常时髦的词语，其主要原因是随着国际物流行业呈现一片欣欣向荣的景象，国家需要大量的国际物流专业人才，而这些人才从业的基本条件之一就是要扎实的英语基础。如今，大学毕业生一般都获得大学英语四级甚至六级证书。但是，大学英语所测试的是普通英语。国际物流英语是国际商务英语学科的一个分支，它指的是在国际物流学科和国际物流实践活动中所使用的英语，它包括大量的反映国际物流专业知识的术语，如：outsourcing（外包）、TPL（third party logistics，第三方物流）、just-in-time（准时制）等。物流英语学习者必须在学习物流专业英语的同时，对国际物流中的一些基本概念有所了解，这样才能在人才市场有更强的竞争力，也能更好地做好相关工作。本教材就是根据物流英语学生的实际需求，为帮助他们提高自身的竞争力而编写的。



《国际物流英语》融合国际物流、国际贸易专业知识、英语知识以及多年的教学研究经验，所用材料新颖，编排体系独具特色，充分体现了理论和实际相结合的要求，通俗易懂，使读者在学习国际物流英语的同时也能加强对国际物流知识的理解和把握。

国际物流是从国际的视角来看待物流的一种方式。国际物流是按照国际分工协作的原则，依照国际惯例，利用国际化的物流网络、物流设施和技术，实现货物在国际间的流动和交换，以促进区域经济的发展和世界资源的优化配置。

本书主要介绍了与国际贸易相关的各种运输形式的特点和适用性，以及选择运输方式的相关标准；运输对包装的要求以及包装的基本原则，集装箱货物的运输；《国际贸易术语解释通则》有关运输的责任与义务，及交付对国际贸易的重要性，以帮助读者了解贸易相关者的权利和义务。本书还对国际采购与国内采购之间的异同进行了比较，使读者能够了解国际采购中存在的各种风险因素，以及如何将风险最小化。

随着全球经济一体化进程的加快，世界各国、各地区的市场以现代化通信、信息技术、物流服务和金融市场为纽带，更加紧密地联系起来，国际贸易、跨国投资以及各种经济技术合作也日益密切。随着我国加入世界贸易组织有关条款的逐渐兑现，物流市场已经全面对外开放，这不仅使处于初级发展阶段的我国物流业面临新的挑战，同时也带来了前所未有的商机和广阔的发展空间。

国际物流与货运代理在物流业发展中的地位将越来越重要。国际物流是整个物流领域的一大重要分支，它既具有一般物流的共性，也因其跨越国界而另具特点。国际货运代理既是国际贸易的桥梁，也是国际货运、国际多式联运的组织者和设计师。

本书共分十个单元，首先阐述与国际物流密切相关的国际贸易相关知识，并在此基础上，以国际物流业务为主线，重点全面阐述海运、铁路、航空和多式联运方式下的运输单证、运输费用、运输程序、相关的国际公约和国内法规等，还详细阐述外贸储存和流通加工、装卸搬运，以及检验检疫和通关业务等。

本书由光昕教授和欧阳斌老师共同编写。在本书的编写过程中得到了张耀平博士、姜岚晰、易珈亦、张忠杰以及陆宝延等老师的热情鼓励与帮助，在此表示感谢。

本书疏漏之处在所难免，万望各位读者发现问题以便我们及时修订。在此深表谢意！编者邮箱：oybin0@yahoo.com.cn

编 者

# Contents



<b>Unit I</b>	<b>International Logistics .....</b>	<b>1</b>
Part I	The Term of International Logistics .....	1
Part II	Managing the Global Supply Chain .....	2
Writing Skill I	Placing A Trial Order .....	6
Part III	The New Opportunities of Globalization .....	8
Part IV	International Logistics Strategies .....	10
Writing Skill II	Confirming the Order .....	11
Expression I	Verb Tense .....	12
Practice I	Sales Contract .....	14
Exercise I	.....	17
<b>Unit II</b>	<b>International Trade .....</b>	<b>18</b>
Part I	The Knowledge of International Trade (I) .....	18
Part II	The Knowledge of International Trade (II) .....	21
Writing Skill I	Quotation and Reply .....	24
Part III	International Trade Models (I) .....	26
Part IV	International Trade Models (II) .....	29
Writing Skill II	Quotation and Reply .....	21
Expression II	Active Voice and the Passive Voice .....	33
Case Study II	Quotation .....	33
Exercise II	.....	36
<b>Unit III</b>	<b>International Transportation .....</b>	<b>37</b>
Part I	International Transportation .....	37
Part II	The Geo-strategy of International Transportation .....	39
Writing Skill I	An Email for Establishing Business Relationship from Seller ..	41
Part III	Freight Transport and Commodity Chains .....	43
Part IV	Solving International Transportation Problems .....	46
Writing Skill II	A Letter for Establishing Business Relationship from Buyer ...	48
Expression III	Indefinite Formulary .....	49
Case Study III	International Settlement .....	50

Exercise III .....	56
--------------------	----

## **Unit IV** International Freight Agency..... 58

Part I	China International Freight Forwarders Association (I).....	58
Part II	China International Freight Forwarders Association (II).....	63
Writing Skill I	A Request for Being Appointed as Sole Agent .....	68
Part III	The Knowledge of International Freight Forwarding Industry..	69
Part IV	A Freight Forwarder .....	72
Writing Skill II	Entrusting An Exclusive Agency.....	74
Expression IV	Participle .....	75
Case Study IV	Sales Confirmation.....	76
Exercise IV	.....	82

## **Unit V** Apply to Customs..... 85

Part I	A Customs Broker .....	85
Part II	Flow Process for Customs Declaration Formalities .....	87
Writing Skill I	L/C under Contract No. 1459FD45 (I).....	91
Part III	Cargo Security and Tax Payment .....	93
Part IV	Various Types of Tariffs .....	95
Writing Skill II	L/C under Contract No. 1459FD45 (II).....	96
Expression V	Gerund .....	98
Case Study V	Customs Declaration.....	98
Exercise V	.....	104

## **Unit VI** Customs Import and Export Goods Inspection..... 108

Part I	Classification and Scope of the Inspection .....	108
Part II	The Required Documents for Inspection .....	111
Writing Skill I	Re. Our Order No. CK215 Covering 4000 Dozen Shirts (I) ...	113
Part III	The U. S. Customs Inspection and Duty .....	115
Part IV	The Import & Export Procedure .....	117
Writing Skill II	Re. Our Order No. CK215 Covering 4000 Dozen Shirts (II) ....	120
Expression VI	Verb Mood.....	121
Case Study VI	Inspection and Quarantine.....	122
Exercise VI	.....	128

## **Unit VII** Bonded Warehouse ..... 130

Part I	Bonded Warehouses under Customs Act (I).....	130
--------	--	-----

<b>Part II</b>	Bonded Warehouses under Customs Act (II).....	133
<b>Writing Skill I</b>	Acceptance of Orders .....	137
<b>Part III</b>	The Customs Warehousing Procedure (I) .....	137
<b>Part IV</b>	The Customs Warehousing Procedure (II) .....	139
<b>Writing Skill II</b>	Offering Substitute .....	142
<b>Expression VII</b>	Adverbial Clause .....	143
<b>Case Study VII</b>	Original Certificate .....	144
<b>Exercise VII</b>	.....	148

## **Unit VIII** International Logistics Information System..... 149

<b>Part I</b>	Logistics Information System: EliteTrax .....	149
<b>Part II</b>	The Importance of Logistics Information System.....	151
<b>Writing Skill I</b>	Importer Asks Exporter to Cover Insurance.....	153
<b>Part III</b>	Logistics Information and Communication Technology.....	154
<b>Part IV</b>	Use of EDI in the Supply Chain .....	156
<b>Writing Skill II</b>	Asking for A Special Rate of Insurance .....	158
<b>Expression VIII</b>	Attributive Clause .....	159
<b>Case Study VIII</b>	Transportation Bill of Document.....	160
<b>Exercise VIII</b>	.....	165

## **Unit IX** International Supply Chain ..... 167

<b>Part I</b>	International Supply Chain.....	167
<b>Part II</b>	Supply Chain Decisions.....	169
<b>Writing Skill I</b>	A Transaction on Art and Craft Goods (I) .....	173
<b>Part III</b>	Learning and Evolving Networks .....	175
<b>Part IV</b>	Contingency Theory .....	177
<b>Writing Skill II</b>	A Transaction on Art and Craft Goods (II) .....	179
<b>Expression IX</b>	Noun Clause .....	181
<b>Case Study IX</b>	Textile Export Licence .....	181
<b>Exercise IX</b>	.....	182

## **Unit X** Multimodal Transport and Containerization ..... 184

<b>Part I</b>	Multimodal Transport Operations (I) .....	184
<b>Part II</b>	Multimodal Transport Operations (II).....	186
<b>Writing Skill I</b>	Urging for Prompt Delivery (I) .....	189
<b>Part III</b>	Intermodal Freight Transport and Containerization (I) .....	191
<b>Part IV</b>	Intermodal Freight Transport and Containerization (II) .....	194

<b>Writing Skill II</b>	Urging for Prompt Delivery (II) .....	197
<b>Expression X</b>	Applying of Tense.....	198
<b>Case Study X</b>	Other Logistics Documents .....	199
<b>Exercise X</b>	.....	201

<b>Appendix I</b>	Settlement of Cases .....	204
-------------------	---------------------------	-----

<b>Appendix II</b>	Abbreviations .....	212
--------------------	---------------------	-----

<b>Appendix III</b>	Reference .....	221
---------------------	-----------------	-----



# Unit I

## International Logistics

---

### Part I The Term of International Logistics

The international logistics is defined as the negotiating, planning, and implementation of supporting logistics arrangements between nations; their forces, and agencies. It includes furnishing logistic support (major end items, materiel, and/or services) to, or receiving logistic support from, one or more friendly foreign governments, international organizations, or military forces, with or without reimbursement. It also includes planning and actions related to the intermeshing of a significant element, activity, or component of the military logistics systems or procedures of the United States with those of one or more foreign governments, international organizations, or military forces on a temporary or permanent basis. It includes planning and actions related to the utilization of nation's logistics policies, systems, and/or procedures to meet requirements of one or more foreign governments, international organizations, or forces.

When shipping a product overseas, the exporter must be aware of packing, labeling, documentation, and insurance requirements. Most exporters rely on an international freight forwarder to perform these services because of the multitude of considerations involved in physically exporting goods.

Logistics as a client in the production process as part of the supply chain; it provides an effective implementation and control of the economy, the flow of goods and storage services, and the provision of goods of consumption from the original to go to the relevant information in order to meet customer requirements. Logistics is a minimum cost, according to user requirements, will be of material from the supply to the need for transfer of land process included as transportation, handling, storage, packaging, distribution, logistics, processing and information processing and other activities.

To sum up, international logistics is carried out to meet the demand for raw materials, intermediate stocks, the final product and related information, from start to finish effectively in the international movement, as well as to achieve this movement

carried out by planning, management and control process.

Logistics has the “7R” characteristics, namely: at the right time, right place and appropriate conditions, would be the right product to appropriate methods and appropriate to the cost of providing the appropriate consumers.

International Logistics refers to the time when the production and consumption in two or more countries (or regions) independently of the case, in order to overcome the space between production and consumption, distance and time, distance, pairs of materials (goods) carried out by the physical nature of movement of an international economic and trade activities. International Logistics is the organization legitimate goods in the international movement that took place in different logistics activities between countries.

Compared with the domestic logistics international logistics, long distance transportation expenses, higher inventories, longer fixed-cycle operation cycle, the high cost of international logistics; a variety of modes of transport, the need to cross international borders and other reasons, so that logistics companies increasingly in the large-scale. As a multinational business and foreign trade services, it has an international, complexity and risk characteristics.

While an effective logistics system is important for domestic supply chain integration, it is absolutely essential for successful global manufacturing and marketing. Domestic logistics focuses on performing value added services to support supply chain integration in somewhat controllable environment. Global logistics must accommodate operations in a variety of different national, political, and economic settings while also dealing with increased uncertainties associated with the distance, demand, diversity, and documentation of international commerce.

## **Part II Managing the Global Supply Chain**

### **The Performance Cycle Structure**

The performance cycle structure is the major difference between domestic and global operations. Instead of 3 to 5 day transit time and 4 to 10 day total performance cycles, global operational cycles are measured in weeks or months. For example, it is common for automotive parts from Pacific Rim suppliers to take 60 days from replenishment order release until physical order receipt at U.S. manufacturing facility.

The reasons for a longer performance cycle are communication delays, financing requirements, special packaging requirements, ocean freight scheduling, slow transit time, and customs clearance. Communication may be delayed by time zone and language differences. Financing cause delays since international transactions often

require Letters of credit. Special packaging may be required to protect products from in transit damage since containers typically are exposed to high humidity, and weather conditions. Once a product is containerized, it must be scheduled for movement between ports having appropriate handling capabilities. This scheduling process can require up to 30 days if the origin and destination ports are not located on high-volume traffic lanes or the ships moving to the desired ports lack the necessary equipment. Transit time, once the ship is en route, ranges from 10 to 21 days. Port delays are common as ships wait for others to clear harbor facilities. Customs clearance may further extend time. Although it is increasingly common to utilize electronic messaging to pre-clear product shipments through customs prior to arrival at international ports, the elapsed performance cycle time is still lengthy.

The combination and complexity of above factors causes international logistics performance cycles to be longer, less consistent, and less flexible than is typical in domestic operations. The reduced consistency, in particular, increases planning difficulty. The longer performance cycle also results in higher asset commitment because significant inventory is in transit at any point in time.

## **Transportation**

The U.S. initiative to deregulate transportation during the 1980's has extended globally. Three significant global changes have occurred:

- (1) international ownership and operation,
- (2) privatization, and
- (3) cabotage and bilateral agreements.

Historically, there have been regulatory restrictions concerning international transportation ownership and operation rights. Transport carriers were limited to operating within a single transportation mode with few, if any, jointing pricing and operating agreements. Traditionally, steamship lines could not own or manage integrated land-based operations such as motor or rail carriers. Without joint ownership, operations and pricing agreements, international shipping was complicated. International shipments typically required multiple carriers to perform freight movements. Specifically, government rather than market forces determined the extent of services foreign-owned carriers could perform. Although some ownership and operating restrictions remain, marketing and alliance arrangements among countries have substantially improved transportation flexibility. The removal of multi-modal ownership restrictions in the U.S. and in most other industrialized nations served to facilitate integrated movement.

A second transportation impact on global operations has been increased carrier

privatization. Historically, many international carriers were owned and operated by government in an effort to promote trade and provide national security. Government-owned carriers often subsidize operations for their home country business while placing surcharges on foreign enterprises. Artificially high pricing and poor service often made it costly and unreliable to ship via such government carriers. Inefficiencies also resulted from strong unionization and work rules. The combination of high cost and operating inefficiencies caused many government carriers to operate at a loss. A great many such carriers have been privatized.

Changes in cabotage and bilateral service agreements are the third transportation factor influencing international trade. Cabotage laws require passengers or goods moving between two domestic transportation ports to utilize only domestic carriers. Cabotage laws were designed to protect domestic transportation industries even though they also served to reduce overall transportation equipment utilization and to increase related efficiency. The European Community has relaxed cabotage restrictions to increase trade efficiency. Such reduced cabotage restrictions will serve U.S. corporations 10 to 15 percent in intra-European shipping costs.

## **Operational Considerations**

First, international operations typically require multiple languages for both product and documentation. A technical product such as a computer or a calculator must have local features such as keyboard characters and language on both the product itself and related manuals. From a logistics perspective, language differences dramatically increase complexity since a product is limited to a specific country once it is language-customized. For example, even though Western Europe is much smaller than the U.S. in a geographic sense. It requires relatively more inventory to support marketing efforts since separate inventories may be required to accommodate various languages. Although product proliferation due to language requirement has been reduced through multi-purpose packaging and postponement strategies, such Practice is not always acceptable. In addition to product language implications, international operations may require multilingual documentation for each country through which the shipment passes. Although English is the general language of commerce, some countries require that transportation and customs documentation be provided in the local language. This increases the time and effort for international operations since complex documents must be translated prior to shipment. These communication and documentation difficulties can be somewhat overcome through standardized electronic transactions.

The second operational difference in global commerce is unique national accommodation such as performance features, power supply characteristics, and safety

requirements. While they may not be substantial, the small differences between country requirements may significantly increase required SKUs (Stock Keeping Unit) and subsequent inventory level.

The third operating difference is the sheer amount of documentation required for international operations. While domestic operations can generally be completed using only an invoice and bill of lading, international operations require substantial documentation regarding order contents, transportation, financing, and government control.

The fourth operating difference is the high incidence of counter trade and duty drawback found in some international situations. While most established firms prefer cash transactions, counter trade is important. Counter trade, in essence, is when a seller agrees to take or purchase products from the buyer as part of a sales agreement. While such agreements have financial consequences, they also have major implications for logistics and marketing in terms of disposal of goods received as payment.

## **System Integration**

Few firms currently enjoy global systems integration. Since firms typically globalize by acquisition and merger, the integration of systems typically lags. Operational integration requires the ability to route orders and manage inventory requirements electronically throughout the world. Development of supportive technology integration represents substantial capital investment. The overall process was significantly facilitated by the global initiative to achieve compliance. However, there remain few enterprises that have integrated global systems.

## **Alliances**

A final difference in international operations is the extended role of third-party alliances. While alliances with carriers and specialized service suppliers are important in domestic operations, they are essential in international commerce. Without alliances, it would be necessary for an enterprise operating internationally to maintain contacts with retailers, wholesalers, manufacturers, suppliers, and service providers throughout the world. International alliances offer market access and expertise and reduce the inherent risk in global operations. The number of alternatives and the complexity of the globalization require increased use of alliances.



## Writing Skill I Placing A Trial Order

April 10, 2010

Huang Kun, Manager of Non-ferrous Dept.

Shaanxi Goodwill Metals & Minerals Imp./Exp. Co. Ltd.

Dear Mr. Wang,

Re: "Snowflake" Brand Zinc Ingots, Zinc Contract 99%

Reference is made to our recent exchange of letters about 1,000 metric tons "Snowflake" Brand Zinc Ingots, zinc contract 99%. As we find both quality and prices satisfactory, we are pleased to place a trial order with you for the following:

<u>Quantity</u>	<u>Description</u>	<u>Unit price (net)</u>	<u>Amount</u>
1,000M/T	"Snowflake" Brand Zinc Ingots, Zinc Content 99%	US\$1, 700 per M/T CIF Pusan, Korea	US\$1,700,000.00

Payment: By confirmed, irrevocable L/C by draft at sight

Packing: In bales

Shipment: Within 4-5 weeks of receiving the L/C

Please make sure that the goods are to be shipped in accordance with the ones in the sample book. We would like you to send us your acknowledgement of this order at your earliest convenience. We will arrange to apply for L/C through the Bank of China, Seoul on receiving your acknowledgement.

If this initial order is satisfactory, we shall place further orders with you in the future.

Your early attention to this order will be highly appreciated.

Yours faithfully,

Korea Non-Ferrous Trading Co., Ltd.

Kim Woong Zu

### New Words and Phrases

multitude ['mʌltitju:d] *n.* 1. 大量, 许多 2. 大众, 民众, 群众

broaden ['brɔ:dn] *v.* 放宽, 变宽, (使) 扩大, 加宽

conceptualize [kən'septjuəlaiz] *v.* 使有概念

initiative [i'niʃiətiv] *n.* 主动

negotiation [ni,gəʊʃi'eɪʃən] *n.* 谈判

furnishing ['fə:nɪʃɪŋ] *n.* [常用复] 家具, 设备, 陈设品, 服饰品

reimbursement *n.* 付还, 退还

intermesh ['intə(ɪ)'meʃ] *v.* 使互相结合, 使互相啮合

rim [rɪm] *n.* 边, 轮缘, 蓝框 *vt.* 镶边, 为……装边, 沿……边缘滚动 *vi.* 形成边状

replenishment *n.* 补给, 补充

humidity [hju:mɪdɪtɪ] *n.* 湿气, 潮湿, 湿度<美>沼泽中的肥沃高地

traffic lane 通车车道

en route [ɒn'ru:t] *adv.* 在途中

preclear [pri:'kliə(r)] *vt.* 预先给……核发许可证, 事先批准

elapse [i'læps] *vi.* (时间) 过去, 消逝 *v.* 流逝

steamship ['sti:mʃɪp] *n.* 汽船, 轮船

subsidize ['sʌbsɪdaɪz] *v.* 资助, 津贴

surcharge [sə:'tʃɑ:dʒ] *n.* 超载, 追加罚款, 额外费 *vt.* 使装载过多, 追加罚款  
at a loss *adv.* 困惑, 亏本地

cabotage ['kæbətɪdʒ] *n.* (尤指给外国运输工具的) 沿海贸易权, 沿海航行权, 国内航空运输

accommodate [ə'kɒmədeɪt] *vt.* 供应, 供给, 使适应, 调节, 和解, 向……提供, 容纳, 调和 *vi.* 适应

proliferation [prəu,lɪfə'reɪʃən] *n.* 增殖, 分芽繁殖

postponement [pəust'pəʊnmənt] *n.* 延期, 延缓

substantial [səb'stænʃəl] *adj.* 坚固的, 实质的, 真实的, 充实的

subsequent ['sʌbsɪkwənt] *adj.* 后来的, 并发的

sheer [ʃiə] *adj.* 全然的, 纯粹的, 绝对的, 彻底的, 透明的, 峻峭的 *vi.* 避开, 躲避, 偏航 *vt.* 使避开, 使偏航 *adv.* 完全, 全然, 峻峭 *n.* 偏航

incidence ['ɪnsɪdəns] *n.* 落下的方式, 影响范围, [物理] 入射

counter trade 反信风

merger ['mɜ:dʒə] *n.* 合并, 归并

inherent [ɪnə'herənt] *adj.* 固有的, 内在的, 与生俱来的

take advantage of *v.* 利用

spanning ['spænɪŋ] *adj.* [数] (尤指树形子图) 生成的

trial ['traɪəl] *n.* 试验, 考验, 审讯, 审判

non-ferrous *adj.* 有色的, 非铁或钢的 (金属)

goodwill [gud'wɪl] *n.* 善意, 亲切

metal ['metl] *n.* 金属

mineral ['mɪnərəl] *n.* 矿物, 矿石

snowflake ['snəʊfleɪk] *n.* 雪花

zinc [zɪŋk] *n.* 锌 *vt.* 涂锌于

ingot ['ɪŋɡət] *n.* [冶] 锭铁, 工业纯铁

metric ton *n.* 公吨

satisfactory [ˌsætɪs'fæktəri] *adj.* 满意的, 赎罪的

irrevocable [i'revəkəbl] *adj.* 不能取消的

in accordance with *adv.* 与……一致, 依照

acknowledgement [ək'nɒlɪdʒmənt] *n.* 承认, 确认, 感谢

### Part III The New Opportunities of Globalization

Globalization is an evolving frontier that is increasingly demanding supply chain integration. As the development of international business, the demand for logistical competency increases due to longer supply chain, less certainty, and more documentation. While the forces of change push toward borderless operations, supply chain management still confronts market, financial, and channel barriers. The barriers are exemplified by distance, demand, diversity, and documentation. The challenge is to position an enterprise to take advantage of the benefits of global marketing and manufacturing by developing world-spanning logistical competency.

Around the world, logistics services form an important basis for success in business. In a global comparison, the significance of logistics depends largely on the overall economic power of a country. For instance, logistics has been far advanced in the United States, Japan and Europe for a long time. But regions like the BRIC countries are rapidly catching up. Business cannot be done without the services of logistics providers. Logistics' significance and capabilities depend largely on the economic power and developmental stage of a country. One critical factor, for instance, is the availability of an intact infrastructure. The range of logistics service providers extends from pure transport functions to modern, complex logistics systems—depending on the conditions of a particular country.

In old, highly developed and mature markets, logistics plays a very special role. In such markets, it is held in high esteem in macroeconomic terms. These markets include the United States, Japan and Europe. In recent years, other countries have become important players in the world economy as a result of their high growth rates. These countries include Brazil, China, Russia, India also known as the BRIC countries, has achieved growth of around 10 percent in the past. Similar growth has been forecast for the future. The importance of logistics will also increase in countries that are relatively unimportant today as the result of further growth in developing countries.

In addition to economic power and expected growth, the location of a country