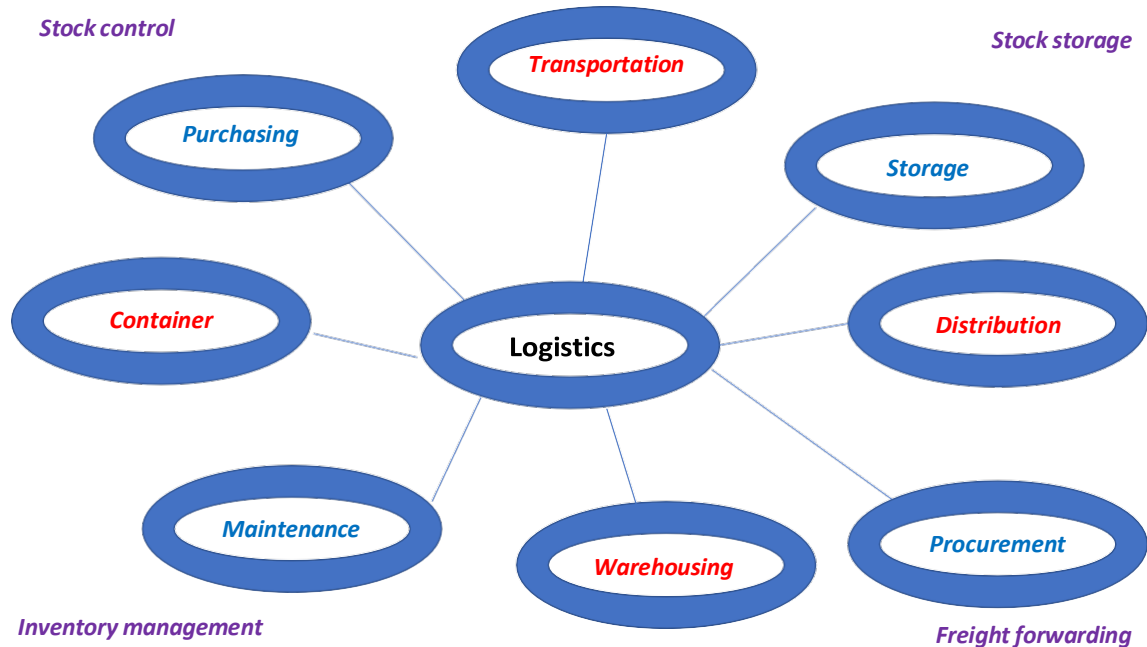


I. AN INTRODUCTION TO LOGISTICS

1. Make a list of all the different areas of logistics you can think of by completing the following diagram
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2. Five people give their definition of logistics. Complete The sentences using the words from the grid:

Provide / Storage / Support / Distribution / Delivery / Maintenance

- a) Logistics means that you manage the procurement and **movement of goods** and the **storage** of inventory.
- b) It means the **delivery** of the goods the customer needs at the right time, in the right place, and of the right quality.
- c) My definition of logistics is this : it's to plan, organize, and **manage operations** that **provide** services and goods.
- d) Logistics - that's the purchasing, maintenance, **distribution**, and replacement of materials and staff.
- e) Logistics is the planning and **support** of operations such as warehousing, inventory, transport, procurement, supply, and **maintenance**.

3. Complete the following grid using the words from the previous exercise.

Verb	Noun
To provide	Provision
To store	Storage
To support	Support
To deliver	Delivery
To distribute	Distribution
To maintain	Maintenance
To transport	Transportation
To purchase	Purchasing (buying)

4. Now, complete the sentences with the correct form of the words from the previous grid

- a) In my job I oversee the **maintenance** of vehicles and machinery
- b) Do they also **deliver** parcels and packages on Sundays?
- c) Goods are normally bought in the **purchasing** department
- d) We **provide** a 24-hour delivery service.
- e) The company only **transports** goods by road.
- f) We **store** all of our goods in the warehouse.

5. Match the definitions (a-f) with the words (1-6)

a) Carrier	1) Company which carries goods by road
b) Freight forwarder	2) Person or firm named in a freight contract to whom goods have been shipped or turned over for care
c) Supplier	3) Company that specializes in the speedy and secure delivery of small goods and packages
d) Haulage contractor / haulier	4) Company that transports or conveys goods
e) Courier	5) Company which supplies parts of services to another company ; also called vendor
f) Consignee	6) Person or business that arranges documentation and travel facilities for companies dispatching goods for customers

6. Read and fill in the blanks using the words in the bank:

Paragraph 1	Resources External	requirements consumption	warehousing packaging	flow internal	origin
Paragraph 2	Customers Options	procurement network	suppliers products	distribution	
Paragraph 3	Storage	implements	requirements		
Paragraph 4	Improving Partnerships	taxes trends	efficiency freight systems	factors	export
Paragraph 5	Qualified Needs	operations documentation	planning cycle	purchasing management	

Logistics can be defined as the management of the **flow** of goods, information and other **resources**, **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**, **packaging** and security. **Logistics may have an internal focus (inbound logistics), or external focus (outbound logistics).**

INBOUND CALL / OUTBOUND CALL

inbound logistics = logistique entrante

outbound logistics = logistique sortante

If the company **manufactures a product** from **parts purchased** from **suppliers**, and **those products are then sold to customers**, one can speak about **a supply chain**. **Supply chain** can be defined as a **network of facilities and distribution options** that performs the function of **procurement** of materials, **transformation of these materials** into intermediate and finished **products**, and **the distribution** of these finished products into **customers**.

Raw materials = matière brut

Logistics management is part of supply chain management. Logistics management plans, **implements**, and controls the efficient 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**.

Successful supply chain operators work in close **partnerships** with their customers; they jointly explore the opportunities for increasing **efficiency** of the supply chain and **improving** service levels by using the latest **systems** and techniques. This approach is also referred to as **logistics re-engineering**. The re-engineering process considers the following **factors**: the nature of the product, the optimal or preferred location of source or manufacture, **freight** and transport costs and the destination market, seasonal **trends**, import and **export** regulations, customs duties and **taxes**, etc.

A professional working in the field of logistics **management** is called a **logistician**. The main functions of a **qualified** logistician include, among other things, inventory management, **purchasing**, transportation, warehousing, consultation and organizing and **planning** of those activities. Logisticians are responsible for the **lifecycle** and supply chain **operations** of a variety of products. They are also responsible for **customs documentations**. They regularly work with other departments to ensure that the customers' **needs** and requirements are met.

II)- Understanding the main points:

1. Review questions:

a). What does the term “logistics” **imply**?

It implies the integration of information, transportation, inventory, warehousing, **material-handling**, packaging and security. **manutenition**

b). What does the term “supply chain” imply?

It implies a network of facilities and distribution options that perform the function of procurement of materials, transformation of these materials into....

c). What is logistics management?

It implies planning, implementing, and controlling

d). What do service providers do in order to increase efficiency of the supply chain?

They work in close partnerships with their customers. They use the latest systems and techniques.

e). What process is called “logistics re-engineering”?

They use the latest systems and techniques

f). What factors does this process consider?

The nature of the product....

g). What are professional logisticians responsible for?

They are responsible for the life cycle and supply chain operations.

2. Match the halves of sentences to form correct sentences:

1). Supply chain	a). work in close partnerships with their customers.
2). Successful supply chain operators	b). inventory management, purchasing, transportation and warehousing.
3). Service providers	c). the integration of information, transportation, inventory, warehousing, material-handling, packaging and security.
4). The re-engineering process considers	d). is the ability to ensure that the right products are sources, made available at the right place and at the right time.
5). Logistics involves	e). to ensure that customers’ needs and requirements are met.
6). The main functions of a qualified logistician include	f). the nature of the product, the optimal or preferred location of source or manufacture, the projected volumes freight, etc.
È). Logisticians work with other departments	g). use the latest systems and techniques to re-engineer the process.

RETROUVER DANS LE TEXTE LES EXPRESSIIONS SUIVANTES :

Peut être définie	Can be defined	Si l'entreprise fabrique	If the company manufactures
La gestion des flux	The management of the flow	produits sont ensuite vendus	Products are then sold
Le point de consommation	The point of consumption	Pièces achetées auprès de fournisseurs	Parts purchased from suppliers
La logistique implique	Logistics involves	Produits finis	Finished products
On peut parler de	one can speak of	Fait partie de	Is part of
Remplit la fonction de	Performs the function of	La logistique planifie	Logistics plans
Les exigences	Requirements	Étroite collaboration	Close partnerships
Améliorer les niveaux	Improving levels	Prend en compte	Considers
Les coûts du fret	Freight costs	Les tendances	Trends
Les droits de douane	Customs duties	Les principales fonctions	the main functions

III)- Reading comprehension:

Why logistics is important in today's economy

<https://www.masterslogistical.co.u>

(August 2nd, 2019)

Gross domestic product = GDP

Logistics is important in today's economy because it has changed distribution and the way people/ companies used to consider that part. It made it prompt- quick / fast deliveries.

A Courier will bring the goods ordered to your house.

It also made it efficient

- better than what it used to be
- better choices -on line choices
- ordering and being delivered at home
- returning items that don't fit / that I don't like
- My opinion is valued
- The customer feels considered

Logistics plays a huge (tremendous) role within today's economy.

Without a good logistics nothing can work/ most companies might fail

It is estimated that the UK Logistics & Posts Sector is worth \$55 billion to the economy and comprises 5% of the UK GDP. The industry also employs 1.7m people.

Logistics has brought many jobs.

Just imagine a world where nothing was delivered or transported between places.

Here the reference to logistics is pretty obvious.

Deliveries and transportation from the point of origin to the point of consumption

Not only is logistics vitally important to the distribution industry, ***it has made distribution prompt and efficient.*** In fact, according to the FTA (Freight Transport Association), in 2014, 139 billion tons of goods were moved by HGV (Heavy Goods Vehicle). ***In this very competitive market, it is extremely useful that companies no longer have to wait for what they need.***

Logistics and mainly a good supply chain has brought all companies a better way of working and making profits.

A company shouldn't have to wait to keep on working.

They try to meet customers' needs and REQUIREMENTS but if something goes wrong all this can't succeed.

Many companies rely on transport and logistics to keep their business strong.

A company can't do without logistics/ no way!!!

Today, companies have good infrastructure and record keeping, which continues to improve through advancements in technology.

A company keeps on improving its means of work... new software / computers/ robots.... This will enable a company to be up-to-date.

As time has progressed, so has the importance of logistics, in fact this rise has brought factors such as warehousing and other facilities closer to large towns and cities. Logistics is affecting businesses within towns and cities, bringing more jobs into these locations.

Logistics is an important part of the supply chain.

It controls the effective forward and reverse flow of goods and services from origin to recipient. This means that logistics has an impact on the shipment of goods and how quickly they can get to the consumer, again adding ***a competitive edge*** to other businesses.

The trend of third-party logistics (3PL) is on the rise.

Globally, the logistics industry has seen an immense growth over the past decade, with 40% of organisations now using 3PL and the industry being said to be worth \$750 billion globally, and \$174 billion in Europe. This shows an increase in jobs for transporters, warehouse facility owners, and brokers in freight-related jobs.

Technology is making logistics more efficient.

A huge part of the economy that is benefiting from an increase in logistics is technology.

A good logistics company will integrate all of the supply chain functions into a digital strategy. They will track orders, vehicles and pallets to gain greater visibility and improve their methods.

The word track refers to GPS tracking

Optimize costs

This better visibility helps companies to optimise their flow of goods, reduce wait times and manage their costs. *Technology is an essential part of logistics and its use is benefiting today's economy.*

1) - **True or false? Justify your answers:**

- a). Logistics is not very important in the UK.
- b). Owing to logistics, products are delivered quickly and expeditiously.
- c). Transport & Logistics are an important part of business.
- d). Technology participates to the development of logistics.
- e). Logistics plays an important role in the competitiveness of companies.
- f). 3PL is getting less and less developed.
- g). The digitization of logistics has improved the distribution process and the overall efficiency of companies.

2) - **What is Third-Party logistics?**

3) - According to you, why is the supply chain regarded as an essential component of success for most companies?

2). Third-party logistics (abbreviated as 3PL, or TPL) in logistics and supply chain management is an organization's use of third-party businesses *to outsource* elements of its distribution, warehousing, and *fulfilment services*.

To outsource = externaliser

Third-party logistics providers typically specialize in integrated operations of **warehousing** and **transportation services** that can **be scaled (adaptés)** and **customized** (personnalisés) to customers' needs, based on market conditions, to meet the demands and delivery service requirements for their products. Services often extend beyond logistics to include value-added services related to the production or procurement of goods, such as services that integrate parts of the supply chain. A provider of such integrated services is referenced as a third-party supply chain management provider (3PSCM), or as a supply chain management service provider (SCMSP). 3PL targets particular functions within supply management, such as warehousing, transportation, or raw material provision.

In 2014, **80 percent of all Fortune 500 companies** and 96 percent of Fortune 100 used some form of 3PL services.

3). The **SC** is a key determinant of a company's responsiveness to emerging opportunities. The SC is an important link with the company's customers. A SC starts and ends with the customer.

A failure in the SC can cost a lot for a company. *Customers may decide to switch to a competitor.*