

МЕЖГОСУДАРСТВЕННОЕ ОБРАЗОВАТЕЛЬНОЕ УЧРЕЖДЕНИЕ  
ВЫСШЕГО ОБРАЗОВАНИЯ  
«БЕЛОРУССКО-РОССИЙСКИЙ УНИВЕРСИТЕТ»

Кафедра «Гуманитарные дисциплины»

# АНГЛИЙСКИЙ ЯЗЫК

*Методические рекомендации к практическим занятиям  
для студентов специальности 1-27 02 01 «Транспортная  
логистика (по направлениям)»  
очной и заочной форм обучения*

**ЗАДАНИЯ ДЛЯ ОБУЧЕНИЯ  
ПРОФЕССИОНАЛЬНО-ОРИЕНТИРОВАННОМУ  
ЧТЕНИЮ**

# A

Могилев 2020



УДК 804.0  
ББК 812.АНГ  
А 64

Рекомендовано к изданию  
учебно-методическим отделом  
Белорусско-Российского университета

Одобрено кафедрой «Гуманитарные дисциплины» «24» марта 2020 г.,  
протокол № 9

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Задания для обучения чтению профессионально-ориентированных текстов на английском языке для студентов специальности 1-27 02 01 «Транспортная логистика» (по направлениям) предназначены для развития навыков ознакомительного, поискового и изучающего чтения, перевода, говорения и реферирования на английском языке, усвоение лексики по специальности.

Учебно-методическое издание

## АНГЛИЙСКИЙ ЯЗЫК

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Подписано в печать . Формат 60×84/16. Бумага офсетная. Гарнитура Таймс.  
Печать трафаретная. Усл. печ. л. . Уч.-изд. л. . Тираж 36 экз. Заказ № .

Издатель и полиграфическое исполнение:  
Межгосударственное образовательное учреждение высшего образования  
«Белорусско-Российский университет».

Свидетельство о государственной регистрации издателя,  
изготовителя, распространителя печатных изданий  
№ 1/156 от 07.03.2019.

Пр-т Мира, 43, 212022, Могилев.

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университет, 2020



## Unit 1. Introduction to logistics

Before reading the text check the meaning of the key words in the dictionary.

*Nouns:* goods, flow, resources, consumer, consumption, user, product, producer, storage, retailer, inventory, warehouse, destination, re-engineering, customs, taxes, duties, logistician

*Verbs:* to consume, to handle, to include, to require, to comprise, to produce, to manufacture, to manage, to purchase, to sell, to implement, to perform, to ensure, to increase, to decrease, to pack

**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).

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 to customers.

**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 these activities. Logisticians are responsible for the life cycle and supply chain operations of a variety of products. They are also responsible for customs documentation. They regularly work with other departments to ensure that the customers' needs and requirements are met.



## Understanding the main points

### 1. Review questions.

1. What does the term “logistics” imply?
2. What does the term “supply chain” imply?
3. What is logistics management?
4. What do service providers do in order to increase efficiency of the supply chain?
5. What process is called “logistics re-engineering”?
6. What factors does this process consider?
7. What are the main functions of a qualified logistician?
8. What are professional logisticians responsible for?

### 2. Decide whether the following statements are true or false. Why?/Why not? Discuss with your partner.

1. Logistics can be defined as the management of the flow of goods between the point of origin and the point of consumption.
2. Logistics involves the integration of information, transportation, inventory, warehousing, etc.
3. Logistics always has an external focus.
4. The complexity of the supply chain will vary with the size of the business.
5. Logistics management is part of supply chain management.
6. Logistics management plans, implements, and controls the efficient flow and storage of goods, services and related information.
7. Successful supply chain operators work in close partnerships with their customers.
8. The re-engineering process does not consider the nature of the product.
9. Logisticians normally do not work with other departments of the company.

### 3. Match the parts you find under A with the parts under B to make meaningful sentences.

A	B
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, and packaging, and security



4) The re-engineering process considers	d) is the ability to ensure that the right products are sourced, made available at the right place and at the right time
5) Logistics involves	e) to ensure customer 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.
7) Logisticians work with other departments	g) use the latest systems and techniques to re-engineer the process

#### 4. Discuss with your partner.

1. Today, no marketing, manufacturing or project execution can succeed without logistics support.
2. What do you know about the logistics industry in your country?

#### 5. Make a summary of this unit.

### Unit 2. Inbound logistics

**Before reading the text check the meaning of the key words in the dictionary.**

*Nouns:* activity, service, materials, operation, production, opportunities, system, agility, storage, inventory, shipment, freight, cargo, area, quality, facility, delay, compliance, procedure, visibility, efficiency

*Verbs:* to receive, to store, to affect, to distribute, to manufacture, to bring, to arrive, to maintain, to take place, to set back, to cost, to reduce, to supply, to eliminate, to ship, to pick, to trace, to consolidate, to collect, to analyze, to provide

**Inbound Logistics** involves the activities of receiving, storing, and distributing raw materials for use in production. It is an integral element of business operations for a manufacturing firm. Inbound logistics services cover all activities required to bring goods from a sourcing location to a warehouse or production plant, such as transportation, inventory, warehousing and materials handling.

Receiving and storing raw materials is a big responsibility for manufacturers. Big companies may have separate facilities for storing raw materials. Smaller companies often maintain receiving areas within the plant, in which the manufacturing process takes place. The organizational element of the materials receiving process is important because it significantly affects the efficiency, with which staff can distribute materials. Delays in this process can set back production

and cost the company money or opportunities.

Inbound Logistics is an outsourced service, which offers customers the following **benefits**: identification and reduction of inbound costs; lower inventory levels of both packaging and ingredients; increase supply chain agility so that new products or promotions can be brought to market faster, etc.

**The advantages** of the effective inbound logistics service are as follows:

1. Consolidation of goods prior to shipping that helps eliminate costly part shipments.
2. Local representation to affect customs compliance procedures in the country of origin.
3. Product picking and packing prior to export.
4. Temporary storage prior to shipping.
5. Product quality control.
6. Mapping the supply chain and analyzing the cost elements on a comparable basis.
7. Managing the transport and freight forwarding of inbound materials and finished product.
8. Use of state-of-the-art IT systems to provide full visibility of transit throughout the supply chain.

### **Understanding the main points**

#### **1. Review questions.**

1. What does the term Inbound Logistics imply?
2. Is Inbound Logistics an outsourced service?
3. What activities does Inbound Logistics involve?
4. What benefits does Inbound Logistics offer to customers?
5. Is receiving and storing raw materials a big responsibility for manufacturers?

Why?

6. What facilities do big companies have for storing raw materials?
7. What may significantly affect the efficiency, with which staff can distribute raw materials?

#### **2. Decide whether the following statements are true or false. Why?/Why not? Discuss with your partner.**

1. Inbound logistics services cover all activities required to bring goods from a sourcing location to a warehouse or production plant.
2. Receiving and storing raw materials is a big responsibility only for large manufacturers.
3. Delays in this process can set back production and cost the company money or opportunities.
4. Small companies usually have separate facilities for storing raw materials.



5. Huge companies typically maintain receiving areas within the same plant, in which manufacturing takes place.

6. The organizational element of the materials receiving process is important because it significantly affects the efficiency, with which staff can distribute materials.

7. The advantages of the effective inbound logistics service include consolidation of goods prior to shipping, product picking and packing prior to export, etc.

8. Consolidation of goods prior to shipping helps logisticians eliminate costly part shipments.

**3. Match the parts you find under A with the parts under B to make meaningful sentences.**

A	B
1) Outbound Logistics is	a) monitoring the specification, quality and condition of merchandise supplied by a manufacturer prior to collection or shipment
2) Inbound Logistics is	b) online cargo tracking and complete transparency of operations through the integration of systems
3) The cargo handling services include	c) the flow, or management, of goods into a production unit or warehouse
4) First line of quality control includes	d) lower inventory levels of both packaging and ingredients
5) Logistics is a service, which offers customers	e) some common activities, such as transportation, inventory, warehousing, materials handling
6) Customers now demand	f) the process related to the storage and movement of the final product and the related information flows from the end of the production line to the end user
7) Inbound and outbound systems share	g) customs clearance and services through to onward and final delivery

**4. Find information on the Internet about outbound logistics and make a presentation about it.**

**5. Describe the key differences between inbound and outbound logistics.**



## Unit 3. Logistics services customs, warehousing, transport and terminal services

Before reading the text check the meaning of the key words in the dictionary.

*Nouns:* challenge, pallet, label, stamp, container, transportation, representation, surveyor, waybill

*Verbs:* to process, to complete, to represent, to administer, to weigh, to lash, to palletize, load, to reload, to sort, to stick, to label, to wrap, to mark, to pack, to repack, to secure

The main challenge for logistics companies is to offer various services at a competitive price. Logistics companies usually provide various services including the following.

### 1. Customs services

- Processing of documents required for customs procedures.
- Completion of CMR (road transport waybill) and TIR Carnet.
- Administering of documents required for sanitary border inspection and presentation of goods for control.
- Presentation of documents and procedure execution in the customs.
- Consultation of customs duties and tariff issues.
- Representation of the client interests in the customs.
- Processing of sanitary border documents.
- Provision of convoy services.
- Information on freight transportation.
- Freight weighing, inspection and other services in accordance with the customs requirements.

### 2. Warehousing services

- Long-term and short-term storage in warehouses.
- Storing of special and non-standard cargoes and containers.
- Reloading, weighing of cargo and containers.
- Cargo lashing and securing within containers.
- Palletisation / depalletisation, wrapping, marking.
- Cargo sorting, damage and quantity inspection.
- Repacking of cargo content, pre-packing, labelling or sticking stamps.
- Cargo consolidation.
- Photo and video monitoring documentation upon the customer's request.
- Surveyor services.





### 3. Transport services

#### a) *Railway transportation*

- Cargo transportation and transit by rail.
- Railway line for simultaneous processing of a certain number of rail freight cars.
- Processing of documents necessary for rail transportation and customs authorities.

#### b) *Sea transportation*

- Regular cargo shipments of less than container (LCL) and full container loads (FCL) in partnership with all shipping lines operating in the port.
- Door to door cargo delivery.
- Dangerous and valuable cargo transportation.
- Special (out-of-gauge) cargo transportation through the port.

#### c) *Road transportation*

- Cargo transportation on trailers and container carriers.
- Special (out-of-gauge) freight forwarding.
- Local delivery.

#### d) *Air transportation*

- International express deliveries.
- Charters and special project cargo handling services (large equipment, refrigerated goods, animals, etc.).
- Small package shipping.
- Aircraft maintenance and other support services.

### 4. Terminal services

- Vessel stevedoring.
- Full / empty container storage and handling.
- Container “Cross-dock” operations (cargo from one mode of transport is shifted to another mode of transport).
- A full range repair services for the customer’s container.
- Tank container repair.
- Storage of dangerous goods.

### Understanding the main points

#### 1. Complete the following statements.

1. Logistics company may provide various ... .
2. Customs services include processing of documents required for customs ... .
3. Special documents are required for sanitary border ... .
4. The company provides information on freight ... .
5. The company offers consultation concerning customs .... and tariff ... .
6. The company is responsible for provision of convoy ... .



7. Customs services incorporate freight weighing and inspection in accordance with the ... .

8. The company is also responsible for reloading, weighing of cargoes and complete ... .

9. Photo and video monitoring documentation is performed upon the ... .

10. Warehousing services include long-term and short-term storage in ... .

11. They also include storing of special and non-standard cargoes and ... .

**2. Decide whether the following statements are true or false. Why?/Why not? Discuss with your partner.**

1. Customs services include processing of documents required for customs procedures.

2. Logistics companies may be responsible for cargo palletisation and wrapping.

3. Customs services include repacking of cargo content, prepacking and labelling.

4. Warehousing services involve cargo transportation.

5. Customs services include processing of sanitary border documents.

6. Customs services may involve cargo consolidation.

7. Customs services incorporate cargo lashing and securing within containers.

8. Warehousing services include freight weighing in accordance with the customs requirements.

9. Any logistics company must provide information on freight transportation.

**3. Complete the passage below with the following terms:**

*services, money, vessels, systems, vehicle, clearance, cargo, costs*

Customers can take advantage of a wide range of terminal services, which help optimize the movement of 1) ... through the port to its final destination. Depending on the terminal, these services can include customs 2) ..., pre-delivery inspection, storage, re-forwarding and inland transport. Some terminals also have 3) ... processing centres that offer additional services such as upgrades, repair and accessory installation. Communication and information 4) ... within the terminals are linked to the customized information technology solutions. This means that we know the exact location of cargo while at our terminals or on board any of our 5) ... . This knowledge allows customers to control their cargo.

By simplifying and reducing administration and handling 6) ..., logistics companies help customers save time, energy and 7) ... . Modern companies focus on their customers' needs and continually provide creative new 8) ... to add flexibility, reliability and efficiency to their businesses.

**4. Work with a partner. Ask questions about logistics services. Give your considerations.**

**5. Make a presentation about logistics services in your country.**



## Unit 4. Supply chain

**Before reading the text check the meaning of the key words in the dictionary.**

*Nouns:* chain, goal, responsiveness, channel, quality, quantity, accuracy, department, item, invoice, supplier, method, area, sales order, link, date, site, inventory

*Verbs:* to assemble, to purchase, to move, to involve, to transform, to deliver, to respond to, to plan, to decide, to complete, to test, to fulfil, to send, to combine, to select, to determine, to test, to require, to link, to specify

A **supply chain** can be defined as a system of organizations, people, technology, activities, information and resources involved in moving a product or service from supplier to customer. Supply chain activities transform natural resources, raw materials and components into a finished product that is delivered to the end customer. The supply chain goal is to reduce the total cost, whereas providing the desired level of responsiveness to customers. The supply chain segment involved with getting the finished product from the manufacturer to the consumer is known as the **distribution channel**.

For most companies, the supply chain is an essential component of success. The supply chain is a key determinant of a company's responsiveness to emerging opportunities. The supply chain is an important link with the company's customers.

A simple supply chain links a company that manufactures or assembles a product with its suppliers and distributors and customers. It should be noted that every supply chain starts and ends with the customer. A typical supply chain is made up of a number of elements that are connected by the movement of goods along it.

**Customer.** The supply chain begins with the customers and their need for a particular product. The customer contacts the Sales Department of the company, which enters the sales order for a specific quantity to be delivered on a specific date. The sales order includes specific requirements that have to be fulfilled by the production facility.

**Planning.** The requirements activated by the customer's sales order are combined with other orders. The Planning Department creates a production plan to make the products to complete the customer's orders. To manufacture the products the company has to purchase some raw materials.

**Purchasing.** The Purchasing Department receives a list of raw materials and services required by the Production Department to fulfil the customer's orders. The Purchasing Department sends purchase orders to selected suppliers asking for the necessary raw materials to be delivered to the manufacturing site.

**Inventory.** The raw materials are received from the suppliers; then they are checked for quality and accuracy and moved into the warehouse. The supplier will then send an invoice to the company for the delivered items.



**Production.** The finished products ordered by the customer are manufactured using the raw materials purchased from suppliers. The items are tested and then they are stored in the warehouse prior to delivery to the customer.

**Transportation.** The Shipping Department determines the most efficient method to ship the products to the customer so that they are delivered on time. When the goods are received by the customer, the company will send an invoice for the delivered products.

## Understanding the main points

### 1. Review questions.

1. What does the term “supply chain” refer to?
2. What is the goal of any supply chain?
3. What does the term “distribution channel” imply?
4. Why is the supply chain regarded as an essential component of success for most companies?
5. Is the supply chain an important link with the company’s customers?
6. What elements is a simple supply chain made up of?
7. What is the function of the Sales Department?
8. What is the function of the Planning Department?
9. What is the function of the Purchasing Department?
10. What is the function of the Production Department?
11. What is the function of the Shipping Department?

### 2. Decide whether the following statements are true or false. Why?/Why not? Discuss with your partner.

1. A supply chain is a system of organizations, people, technology involved in moving a product or service from customer to provider.
2. Supply chain activities transform natural resources, raw materials and components into a finished product that is delivered to the end customer.
3. The supply chain starts and ends with the provider.
4. A simple supply chain links a company that manufactures or assembles a product with its suppliers and distributors and customers.
5. The customer contacts the Shipping Department of the company, which enters the sales order for a specific quantity to be delivered on a specific date.
6. The raw materials are received from the customers, checked for quality and accuracy and moved into the warehouse.
7. The raw materials are stored until they are required by the production department.
8. The finished products ordered by the customer are manufactured using the raw materials purchased from suppliers.
9. When the finished product arrives in the warehouse, the Sales Department determines the most efficient method to ship the products.



### 3. Fill in the gaps using suitable word combinations from the box below.

*sales order    natural resources    production area    production plan    sales department    production department    shipping department    movement of products    raw materials*

1. Supply chain activities transform ... .. , raw materials and components into a finished product that is delivered to the end customer.

2. A simple supply chain is made up of several elements that are linked by the ... .. along it.

3. The customer contacts the ... .. of the company, which enters the sales order for a specific quantity to be delivered on a specific date.

4. The requirement activated by the customer's ... .. will be combined with other orders.

5. The planning department will create a ... .. to produce the products to fulfill the customer's orders.

6. The purchasing department receives a list of raw materials and services required by the ... .. to complete the customer's orders.

7. The purchasing department sends purchase orders to selected suppliers to deliver the necessary ... .. to the manufacturing site on the required date.

8. Based on a production plan, the raw materials are moved to the ... ..

9. When the finished product arrives in the warehouse, the ... .. determines the most efficient method to ship the products.

#### 4. Describe a typical supply chain.

#### 5. Give details about the basic components of a supply chain.

### Unit 5. Supply chain management

Before reading the text check the meaning of the key words in the dictionary.

*Nouns:* objective, capacity, inventory, factory, plant, mix, metrics, invoice, decision, payment

*Verbs:* to eliminate, to optimize, to implement, to integrate, to seek, to test, to monitor, to improve, to prepare, to communicate, to source, to set up, to decide, to pay, to support

The term **Supply Chain Management** (SCM) was introduced in the 1980s. The primary objective of supply chain management is to fulfill customer's needs through the most efficient use of resources, including distribution capacity, inventory and labour.



Various aspects of optimizing the supply chain may include

1. Communicating with suppliers to eliminate bottlenecks in the supply chain.
2. Sourcing strategically to establish balance between the lowest material cost and transportation.
3. Implementing JIT (Just-In-Time) techniques to optimize manufacturing flow.
4. Maintaining the right mix and location of factories and warehouses to serve customer markets.
5. Using location and distribution analysis, vehicle routing analysis, traditional logistics optimization methods to maximize the efficiency of the distribution.

The five basic components of SCM are the following:

**Plan.** Logistics Companies must create a strategy for managing their resources in order to meet customer demand for their product or service. SCM planning includes developing a set of metrics to monitor the supply chain so that a) it is efficient, cost-effective; b) it delivers high quality and value to customers.

**Source.** Logistics companies must choose suppliers to deliver the goods and services they need for creating their product. Therefore, supply chain managers must a) develop a set of pricing, delivery and payment processes with their suppliers; b) create metrics for monitoring and improving these relationships.

**Make.** Supply chain managers must schedule the activities that are necessary for manufacturing, testing, packaging and preparation for delivery.

**Deliver.** Logistics companies have to develop a network of warehouses, select carriers that will get products to customers and establish an invoicing system for receiving payments.

**Return.** Supply chain planners have to create a responsive and flexible network for receiving defective or surplus (excess) products back from their customers. They must provide support to those customers who have problems with delivered products.

Supply chain managers make decisions at different levels.

**Strategic level.** At this level, managers develop strategic decisions that affect the long-term performance of the company, such as the size and location of manufacturing sites, partnerships with suppliers, products to be manufactured and sales markets.

**Tactical level.** Tactical decisions focus on taking measures that will produce cost benefits, such as using industry best practices, developing a purchasing strategy with preferred suppliers, working with logistics companies to develop cost-effective transportation and creating warehouse strategies to reduce the cost of storing inventory.

**Operational level.** Decisions at this level are made each day. Such decisions are often administrative in nature. Operational decisions involve making schedule changes to production, purchasing agreements with suppliers, taking orders from customers and moving products in the warehouse.



## Understanding the main points

### 1. Review questions.

1. When was the term **Supply Chain Management** introduced?
2. What is the primary objective of supply chain management?
3. What do various aspects of optimizing the supply chain include?
4. What are the basic components of SCM?
5. What decisions are made at the strategic level?
6. What decisions are made by top managers?
7. What decisions are made at the operational level?

### 2. Decide whether the following statements are true or false. Why?/Why not? Discuss with your partner.

1. Logistics companies need a strategy for managing all the resources that is aimed at meeting customer demand for their product or service.
2. Logistics companies must choose suppliers to deliver the goods and services they need to create their product.
3. Supply chain managers schedule the activities necessary for production, testing, packaging and preparation for delivery.
4. Logistics companies develop a network of warehouses, select carriers to get products to customers and establish an invoicing system to receive payments.
5. At the tactical level, company management develops high level strategic decisions concerning the whole organization.
6. Strategic decisions focus on adopting measures that will produce cost benefits.
7. Operational decisions are made each day, and they are often administrative in nature.
8. Operational decisions involve making schedule changes to production, purchasing agreements with suppliers, etc.

### 3. Match the following terms with their definitions.

1. Tactical decisions	a) the management of materials, information, and finances as they move in a process from supplier to consumer
2. Supply chain management	b) the decisions that involve making schedule changes to production, purchasing agreements with suppliers, etc.
3. Operational decisions	c) the decisions that influence the future of the company
4. Strategic decisions	d) the decisions that focus on adopting measures that will produce cost benefits
5. Top (or executive) Managers	e) managers that are responsible to manage the day-to-day activities of a group of workers
6. Middle managers	f) managers that are responsible for overseeing the whole organization and typically engage in more strategic and conceptual matters
7. First-line managers	g) managers that are in charge of a major function or department



**4. Write an essay about the relationship between supply chain management and logistics management. Discuss it in your group.**

## **Unit 6. Logistics and supply chain managers**

**Before reading the text check the meaning of the key words in the dictionary.**

*Nouns:* merchandise, item, supplies, supplier, manufacturer, carrier, retailer, wholesaler, consumer, employer, intermediary, stock, quality, quantity, staff, solution, contract, performance, evaluation, improvement

*Verbs:* to organize, to plan, to direct, to monitor, to supervise, to influence, to allocate, to employ, to collaborate, to analyze, to gain, to resolve, to negotiate

Logistics (distribution) and supply chain managers organize the safe and efficient storage and distribution of goods (merchandise). They have to ensure that orders are fulfilled correctly. They plan and manage the movement of goods in the supply chain; their job is to ensure that the right products are delivered to the right place on time and in the most cost-efficient way. Logistics and supply chain managers deal with many parties including suppliers of raw materials, manufacturers, retailers and consumers.

Typical employers of logistics and supply chain managers are distribution companies, consultancies, manufacturers, major commercial organizations, retailers, etc. There could be a very significant international focus within the job, where knowledge of international commerce, finance and import/export laws are essential and fluency in a foreign language is recommended.

International logistics managers must have an extensive knowledge of different modes of transportation, since they manage the performance of international carriers and logistics intermediaries.

**Typical work activities** of a logistics manager may include:

- Directing inbound or outbound logistics operations, such as transportation or warehouse activities, safety performance, etc.
- Monitoring the quality, quantity, cost and efficiency of the movement and storage of goods.
- Resolving problems concerning transportation, logistics systems, imports or exports, customer issues.
- Keeping an accurate record of all orders, production times, and transportation of supplies and manufactured items.
- Collaborating with other departments to integrate logistics with business systems or processes, such as customer sales, order management, accounting, or shipping.
- Supervising the work of logistics specialists, planners, or schedulers.
- Allocating and managing staff resources according to changing needs.





- Ordering and maintaining stock inventory necessary for production.
- Dealing with customers and suppliers, and negotiating transportation rates or services.
- Developing business by gaining new contracts, analyzing problems and producing new solutions.

## Understanding the main points

### 1. Review questions.

1. What do logistics and supply chain managers organize?
2. What do they plan and manage?
3. What parties do they deal with?
4. What are typical employers of logistics and supply chain managers?
5. What skills must international logistics managers have?
6. What do international logistics managers control?
7. What are typical work activities of a logistics manager?

### 2. Decide whether the following statements are true or false. Why?/Why not? Discuss with your partner.

1. Logistics and supply chain managers deal with many parties including suppliers of raw materials, manufacturers, retailers and consumers.
2. There could be a very significant international focus within the job, where fluency in a foreign language is recommended.
3. Logistics and supply chain managers mainly deal with retailers only.
4. International logistics managers usually do not have an extensive knowledge of different modes of transportation.
5. For logistics managers, it is important to ensure that the right products are delivered to the right place on time and in the most cost-efficient way.
6. A distribution manager is often also called a sales manager.
7. Typical work activities of a logistics manager include monitoring the efficiency of the movement and storage of goods.
8. Logistics managers must also supervise the work of other logistics specialists.

### 3. Complete the passage below with the following terms:

*depots, schedule, network, companies, transport, staff*

As a supply chain manager works in the supply chain for a variety of organizations; he/she can specialize in shipping goods on behalf of other 1) ... . His/her main responsibilities will embrace tracking the movement of goods through 2) ... , overseeing the ordering and packaging process ready for dispatch and the arrival of shipments.



A supply chain manager is expected to monitor performance and make sure targets are met, and look at ways to improve the supply 3) ... . He/she is also responsible for managing clerical, administrative and warehouse distribution 4) ... . He/she works closely with purchasing officers, warehouse staff and 5) ... clerks to make sure goods and materials arrive at the depot as scheduled. A supply chain manager may be required to work evenings and weekends on a 6) ... basis.

#### 4. Develop the following ideas.

1. Instant communication between sellers and customers is vital for management of the supply chain.

2. Supply chain managers must have an awareness of external influences, such as legislation, fuel costs, etc.

### Unit 7. Modes of transportation: road and rail

**Before reading the text check the meaning of the key words in the dictionary.**

*Nouns:* mode, infrastructure, type, vehicle, consigner, consignee, consignment, route, container train, tonnage, rail, conveyance, distance, crane, trans-shipment

*Verbs:* to refer to, transport, to transfer, to move, to carry, to compare, to recognize, to power, to deliver, to load, to unload, to haul

Logistics refers to the transportation of merchandise – raw materials or finished products – from the point of production to the point of final consumption. Different modes of transportation - road, rail, water and air – can be used for the effective management of merchandise. Every mode of transportation requires a different set of infrastructure, type of vehicles, technological solutions and regulations. All modes of transportation have different costs, service and transit times.

There are the following types of cargo (freight): a) **general cargo** (goods packed in boxes); b) **bulk cargo** (large quantities of cargo, e.g. sand); c) **bulky cargo** (large individual items, e.g. cars). A **consigner** (someone who ships goods) chooses how to send the **consignment** (these goods) to **the consignee** (someone who receives these goods) by water, road, railway, air.

#### 1) Road

Road transportation is one of the most basic and historical means of transportation. Road transport is the principal means of transport in the European Union for both passengers and goods. Today, the European Union has almost one vehicle for every two residents, and road freight traffic represents more than two thirds of the total tonnage. There are many different types of vehicles, although trucks are typically used for carrying or delivering freight. Road transportation offers a relatively lower cost compared to other logistic forms and has a widely recognizable and flexible route. However, transportation by road takes a relatively longer period of



time than other means of transportation. Besides, it offers a limited capacity. Road transport is most often used for comparatively inexpensive, non-perishable items or for shorter distances.

## 2) Rail

Rail transport is a means of conveyance of passengers and goods by way of wheeled vehicles running on rails. It is also commonly referred to as train transport. Rail transport uses freight trains for the delivery of merchandise.

**Freight trains** are usually powered by diesel, electricity and steam. A freight train hauls cargo using **freight cars** specialized for the type of goods. Freight trains are very efficient, with economy of scale and high energy efficiency. However, their use can be reduced by lack of flexibility, if there is need of trans-shipment at both ends of the trip due to lack of tracks to the points of pick-up and delivery. **Container trains** have become the dominant type in the US for non-bulk haulage. Containers can easily be trans-shipped to other modes, such as ships and trucks, using cranes.

**Passenger trains** are part of public transport; they can perform a variety of functions including long distance intercity travel and local urban transit services.

## Understanding the main points

### 1. Review questions.

1. What modes of transportation can be used for the effective management of merchandise?
2. What does every mode of transportation require?
3. What types of cargo do you know?
4. What is one of the most basic and historical means of transportation from one place to another?
5. What are the main advantages of road transportation?
6. What vehicles are normally used for carrying or delivering freight?
7. What capacity does road transport offer?
8. What is road transport most often used for?
9. What does rail transport use for the delivery of merchandise?
10. What trains have become the dominant types in the US for non-bulk haulage? Why?
11. What functions can passenger trains perform?

### 2. Decide whether the following statements are true or false. Why?/Why not? Discuss with your partner.

1. There are four types of cargo (freight).
2. Goods packed in boxes are called bulky cargo.
3. Large quantities of cargo are called general cargo.
4. Large individual items are called bulk cargo.
5. A consigner chooses how to send the goods to the consignee.
6. The consignee can receive the goods either by air or by railway.



7. Different modes of transportation like road, rail, water and air can be used for the effective management of merchandise.

8. All modes of transportation require the same set of infrastructure, type of vehicles, technological solutions and regulations.

9. All modes of transportation have similar costs, service and transit times.

10. Rail transportation is one of the most basic and historical means of transportation from one place to another.

11. Vans are typically used for carrying or delivering freight.

12. Road transportation offers a relatively higher cost than other logistic forms.

13. Transportation by road takes a relatively shorter period of time than other possible means of transportation.

14. Road transport offers an unlimited capacity.

15. Rail transport is most often used for relatively inexpensive, non-perishable items or for shorter distances.

16. Freight trains are usually powered by steam.

17. A freight train hauls cargo using freight cars specialized for the type of goods.

18. Freight trains are very inefficient.

19. Containers can easily be trans-shipped to other modes, such as ships and trucks.

20. Passenger trains can perform a variety of functions including long distance intercity travel and local urban transit services.

### 3. Match the two parts of sentences.

I.

1. Main maritime routes are composed of ...
2. Sea, lake or river transport is particularly effective ...
3. Merchandise is carried on passenger airplanes and/or ...
4. Perishable merchandise (fruits/vegetables) are mostly ...
5. Road transportation offers a lower cost than other ...
6. Rail transport uses freight trains for ...

II.

- a) ... via aircraft designed to carry freight.
- b) ... for significantly large quantities of goods that are non-perishable in nature.
- c) ... sent by air.
- d) ... oceans, coasts, seas, lakes, rivers and channels.
- e) ... the delivery of merchandise.
- f) ... logistic forms.

### 4. Compare road and rail modes of transportation.

5. You represent a transport company. Describe the services of your company to a potential customer.



## Unit 8. Modes of transportation: water, air, pipelines, intermodal and multimodal transportation

Before reading the text check the meaning of the key words in the dictionary.

*Nouns:* vessel, compartment, pipeline, advantage, disadvantage, airline, aircraft, harbour, gas, oil, fluid, refinery, pipeline

*Verbs:* to link, to connect, to lay, to correspond to, to vary, to categorize

### 1) Water (maritime transportation)

Sea transport has been the largest carrier of freight throughout recorded history. Main maritime routes include oceans, coasts, seas, lakes, rivers and channels. Water transport uses ships and large commercial vessels that carry billions of tons of cargo every year. Sea, lake or river transport is particularly effective for significantly large quantities of goods that are non-perishable in nature and for cities or states that have water access. Moreover, transport via water is considerably less expensive than other logistics methods, which makes it one of the most widely used choices of transport for merchandise.

### 2) Air transportation

An airline is a company that provides air transport services for travelling passengers and freight. Airlines vary from those with a single aircraft carrying mail or cargo, to full-service international airlines operating hundreds of aircraft. Airline services can be categorized as being intercontinental, intra-continental, domestic, regional, or international, and may be operated as scheduled services or charters. Air routes are practically unlimited. Merchandise is carried in cargo compartments on passenger airplanes, or by means of aircraft designed to carry freight.

Although air transport is more expensive than all other means of transportation, it is definitely most time-efficient. Perishable merchandise like fruits and vegetables are generally sent by air. More recently, air transportation has been accommodating growing quantities of high value freight and is playing a growing role in global (international) logistics.

### 3) Pipelines

Pipeline transport is the transportation of goods (liquids, gases, chemically stable substances) through a pipe. Pipeline routes are also practically unlimited as they can be laid on land or under water. The longest gas pipeline links Alberta to Sarnia (Canada); it is 2,911 km in length. The longest oil pipeline is the Trans-Siberian, extending over 9,344 km from the Russian arctic oilfields in eastern Siberia to Western Europe. Pipeline construction costs differ according to the diameter, and increase proportionally with the distance and with the viscosity of fluids. Pipeline terminals are very important, since they correspond to refineries and harbours.

### 4) Intermodal and multimodal transportation



**Intermodal transportation** concerns a variety of modes used in combination so that the respective advantages of each mode are better exploited. It involves the movements of passengers or freight from one mode of transport to another.

**Multimodal transportation** (also known as combined transport) is the transportation of goods under a single contract, but performed with at least two different means of transport; the carrier is liable for the entire carriage, even though it is performed by several different modes of transport (by rail, sea and road, for example). The carrier does not have to possess all the means of transport; the carriage is often performed by sub-carriers (actual carriers). The carrier responsible for the entire carriage is referred to as a multimodal transport operator, or MTO.

## Understanding the main points

### 1. Review questions.

1. What are main maritime routes composed of?
2. What do ships and large commercial vessels carry?
3. What is sea transport mainly effective for?
4. Is transport via water considerably less expensive than other logistics methods?
5. Are air routes practically unlimited?
6. Is air transport more expensive than all other means of transportation?
7. How can airline services be categorized?
8. Are perishable merchandise sent by water?
9. What does pipeline transportation involve?
10. What is the longest gas pipeline?
11. What does intermodal transportation concern and what does it involve?
12. What does multimodal transportation involve?
13. What does MTO stand for?

### 2. Decide whether the following statements are true or false. Why?/Why not? Discuss with your partner.

1. Main maritime routes are composed of oceans, coasts, seas, lakes, rivers and channels.
2. Water transport uses ships and large commercial vessels that carry billions of tons of cargo every year.
3. Sea, lake or river transport is particularly effective for small quantities of goods.
4. Transport via water is considerably more expensive than other logistics methods.
5. Air routes are limited.
6. Air transport is indisputably most time-efficient.
7. Perishable merchandise like fruits and vegetables are mostly sent by road.



8. More recently, air transportation has been accommodating growing quantities of high value freight.

9. An airline is a company that provides air transport services for traveling passengers and freight.

10. Airlines vary from those with a single aircraft carrying mail or cargo, to full-service international airlines operating hundreds of aircraft.

11. Airline services may be operated as scheduled services or charters.

12. Pipeline routes are virtually unlimited.

13. The longest oil pipeline is the Trans-Siberian.

14. Pipeline construction costs increase proportionally with the distance and with the viscosity of fluids.

15. Pipeline terminals are very important since they correspond to refineries and harbours.

16. Intermodal transportation presupposes that the respective advantages of each mode are better exploited.

17. Intermodal transportation is also known as combined transport.

18. Multimodal transportation is performed with one means of transport.

19. In intermodal transportation, the carriage is often performed by sub-carriers.

20. Sub-carriers are also called “actual carriers”.

### 3. Complete the passage below with the following terms:

*infrastructures, facilities, mode, circulation, transportation, systems*

Maritime transportation is the most effective 1) ... to move large quantities of cargo over long distances. However, due to the location of economic activities maritime 2) ... takes place on specific parts of the maritime space, particularly over the North Atlantic and the North Pacific. Comprehensive inland waterway 3) ... include Western Europe, the Volga/Don system, St. Lawrence/Great Lakes system, the Mississippi and its tributaries, the Amazon, the Panama/Paraguay and the interior of China. Maritime transportation has high terminal costs, since port 4) ... are among the most expensive to build, maintain and improve. High inventory costs also characterize maritime 5) ... . More than any other mode, maritime transportation is linked to heavy industries, such as steel and petrochemical 6) ... .

### 4. Express your opinion.

1. What do you believe are the ways of improvement of transport systems?

2. How do you think intermodal transport systems can make freight transport more efficient?

### 5. Prepare a group discussion about modes of transportation in logistics.



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