



# LOGISTICS, DISTRIBUTION AND TRANSPORT MANAGEMENT

12<sup>TH</sup> - 15<sup>TH</sup> OCTOBER, 2021 | 24 CPD POINTS  
PRIDEINN FLAMINGO BEACH RESORT, MOMBASA

## TARGET GROUP

Procurement & Supply Chain Managers and Officers from Private Public, and NGO sectors, Distribution & Transport Managers & Officers, logistics managers and staff handling costing, materials, imports and exports. Third party logistics service providers.

## INTRODUCTION

From the customer perspective, logistics, distribution and transport solely exist to create time and place utility of goods and services at reasonable prices. Results of a report by TradeMark East Africa (2015) clearly indicates that freight and transport costs in East Africa are among the highest in the world where the expenditure in freight logistics is higher by more than 50% compared to Europe or the U.S. The added costs in logistics are often due to the "gaps" resulting from lack of appropriate technology, ineffective skills in fleet management and lack of real time tracking of cargo.

Therefore, this workshop is designed to equip participants with prerequisite skills for managing logistics, transport and distribution functions for efficiency and effectiveness.

## COURSE CONTENT

### PART I: LOGISTICS

#### 1. Introduction to logistics Management

- Why better logistics?
- 3PL or freight forwarders?
- Securing the logistics system
- Quality, efficiency and reliability of service providers
- Total cost concept in logistics management

*Practice challenge for the session is mapping the logistics costs and identify areas where cost savings can be achieved*

#### 2. Integrated Logistics

- Why integrate logistics management?
- Planning, executing and implementing integrated logistics
- Management of logistics information to improve customer service
- Dealing with logistics systems; re-training staff costs  
*Practice focus, cost effectiveness and the need to provide customer-oriented solutions*

#### 3. Risk management in Logistics

- Transport data security
- Allocating risk among the transport participants
- Monitoring and evaluating 3 PL performance
- Contractual issues in logistics outsourcing
- Enhancing freight visibility in supply chains  
*Practice challenge: carriers create supply chain disruptions, unwanted liabilities and may damage the reputation of a firm when they are involved in accidents or fail to meet performance expectations*

#### 4. Emerging issues in logistics management

*Practice focus contemporary issues shaping logistics which impact on competitiveness*

### PART II: TRANSPORTATION

#### 5. Introduction to Transport management

- Transportation Strategy
- Main factors which influence the nature of the transport service.
  - Speed.
  - Availability
  - Reliability
  - Cost

*Practice focus cost cutting and timely flow of goods and services along the supply chain*

## 6. Fleet Management

- Fleet Specification, Selection, and Procurement of Vehicles
- Fleet management systems
- Vehicle Routing and scheduling
- Load Planning
- Maintenance and Repair of Vehicles, Managing the Maintenance Schedule, Managing Vehicle Maintenance, Maintenance Options
- Cold Chains,
- Distribution Modelling, and Truck Fill, Vehicle leasing (Internal & external), Vehicle usage
- Vehicle disposal
- Optimizing routing and fleet cost containment
- Complying with Legislature and security requirements.
- Safety issues in fleet management

*Practice focus cost cutting and timely flow of goods and services along the supply chain*

## 7. Safety and Economic Regulations:

- Security and Safety in operations: comparison between transport modes
- Integrated transport systems
- Load factors and scheduled services, Stability
- Transport costing

## 8. Clearing and forwarding

- Customs procedures
- Import /export documentation
- Tariffs and import taxes
- Laws and regulations governing trade policies

- Cargo insurance and filing insurance claims
- Using IT in clearing and forwarding
- Self-clearing versus outsourced clearing

*Practice challenge here is fast and predictable release of goods for transit to organizations which impact on lead times and customer service*

## 9. Emerging Issues in Transport Management

### PART III: DISTRIBUTION

## 10. Physical distribution management

*Meaning and objectives of physical distribution; Components; Importance; Designing a sound Physical distribution System*

### ❖ Channel Distribution

- Downward flow of goods from producers to consumers
- Upward flow of cash payments for goods from consumers to producers
- Flow of marketing information in both downward and upward direction

### ❖ Types of Channel Distribution.

- Producer-Customer
- Producer-Retailer-Customer
- Producer-Wholesaler-Retailer-Customer
- Producer-Agent-Wholesaler-Retailer-Customer

*Practice challenge here is the adoption of the most viable distribution channel which impact on the overall performance of an organization for competitiveness.*

## 11. Challenges facing physical distribution

- Increasing Competition from Manufacturers
- Retailers Demanding Faster Delivery
- Dependence on Fuel Prices
- Vulnerability to Changing Prices
- Worker Safety Concerns
- Supplier and Retailer Consolidation
- Centralized Buying by Large Customers

*Practice focus contemporary issues shaping distribution which impact on competitiveness of a firm*

### COURSE DELIVERY

Sessions are interactive. Delivery will be through formal PowerPoint presentation, discussions, Q/A sessions, Exercises, Case Studies and role-plays.

### TRAINING CERTIFICATE

An e-certificate of participation will be issued and workshop presentations sent to participants via e-mail. KISM members attending the workshop will earn 24 CPD points

### COVID 19 PROTOCOL

1. Facemasks MUST be worn at all times inside the training room.
2. All participants will be subjected to mandatory body temperature check before entering the training hall.
3. 2.0M social distancing will be maintained throughout the training period.
4. Sufficient sanitizing facilities will be provided at the training venue.
5. Individual participants are urged to take personal responsibility to keep the virus at bay.
6. Individual participants are urged to ensure that the MOH guidelines on management of COVID 19 are observed at their chosen residential places.

### WORKSHOP BOOKINGS

Book online via [www.kism.or.ke](http://www.kism.or.ke). For workshop inquiries and registration, please contact Titus or Valary on +254 0713 244 828 / 0721 244 828 / 0717 004 842 or e-mail [programs@kism.or.ke](mailto:programs@kism.or.ke)

### ACCOMMODATION

Participants are required to make their own travel and accommodation arrangements.

### PAYMENT OF WORKSHOP FEES

1. No participant will be admitted to the workshop without either of the following documents in regards to payment of the above training fees:
2. Bankers cheque (Personal cheques will not be accepted), Bank deposit slip, money order, Mpesa payment reference, evidence of funds transfer, any other evidence of payment.
3. LPO/LSO
4. A commitment letter, from the employer, listing the delegates sent to the workshop and a statement expressing commitment to pay the fees at a later date.



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