

The
Management
University
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CERTIFICATE UNIVERSITY EXAMINATIONS
SCHOOL OF MANAGEMENT AND LEADERSHIP
CERTIFICATE IN SUPPLY CHAIN
MANAGEMENT

**CSM 104 : BASIC DISTRIBUTION AND MATERIALS
MANAGEMENT**

DATE: 30TH JULY 2026

DURATION: 2 HOURS

MAXIMUM MARKS: 70

INSTRUCTIONS:

1. Write your registration number on the answer booklet.
2. **DO NOT** write on this question paper.
3. This paper contains **SIX (6)** questions.
4. Question **ONE** is compulsory.
5. Answer any other **FOUR** questions.
6. Question **ONE** carries **30 MARKS** and the rest carry **10 MARKS** each.
7. **Write all your answers in the Examination answer booklet provided.**

QUESTION ONE

Read the Case Study below carefully and answer the questions that follow:

COOL TRANSPORT COMPANY

Cool Transport Company, a logistics support business operates a fleet of Trucks to deliver packages of goods on behalf of its customers within Africa continent. Cool Transport Company collects packages from its customers' manufacturing sites, from the customers' port of importation, from customer's residential areas and delivers to the final user of the goods. The Trucks are run and maintained from a set of depots spread throughout Africa.

The overall objective of Cool Transport Company is to maximize the owner's wealth. The delivery business in Africa is dominated by a handful international companies like Kuehne and Nagel Ltd etc. and many other local family owned businesses making profit margins to be extremely tight. The market is saturated by these large operators and a number of smaller operators. The cost is dominated by staff and fuel, with fuel prices being highly volatile in the last few years especially now when local currencies have kept on eroding against the USA dollar.

In order to improve efficiency and effectiveness, the Management of Cool Transport Company plans to invest heavily in Logistics Information system and Technology. However, this plan has been shelved for the time being in order to deal with an issue with refinancing the business' principal lending facility. The management has already identified some suitable logistics Technology but needs you, as the Procurement office to complete this work and address any potential questions which might arise when he making presentation to the board.

Required:

- a)** Examine five aspects of distribution management that are important to Cool transport management while organizing timely

delivery of goods to customers

(10 marks)

b) From the case study, Describe criterion to use in choosing machines for material movement in the warehouses of Cool transport **(10 marks)**

c) Many factors can influence distribution management. In reference to the case study, Analyse factors Cool transport management can use **(10 marks)**

QUESTION TWO

a) In a warehouse, the material handling operation is performed at various stages; discuss any five stages of the materials handling operations. **(5 marks)**

b) The process of materials management includes various steps, Outline any five steps giving goals of each step **(5 marks)**

QUESTION THREE

a) Discuss five reasons why goods are returned to the suppliers **(5 marks)**

b) The ABC inventory classification system also called Pareto's Law answers questions by determining the importance of items, explain what you understand by the ABC principle **(5 marks)**

QUESTION FOUR

a) Explain the following terms and state their benefits:-

i. Value Analysis (VA) **(2.5 marks)**

- ii. Value Engineering (VE) (2.5 marks)

- b). To move cargo, documentation is necessary for exercising controls on cross-border movement of goods, describe any five documents (5 marks)

QUESTION FIVE

- a) Distribution channels are vital intermediaries through which goods or services pass, examine any five channels through which goods or services pass (5 marks)
- b) Analyse any five factors that can be said that they influence the freight cost when moving cargo. (5 marks)

QUESTION SIX

- a) Containers are transport device for moving solid or liquid material. Outline any five factors that you think have contributed to the growth of container traffic (5 marks)
- b) Depending on the transportation load, product value and urgency different types of networks are used, Discuss four different types of transportation networks (5 marks)