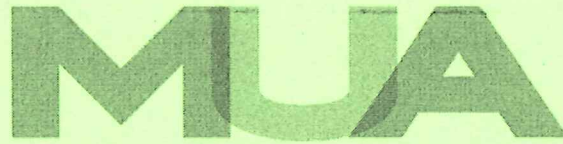


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**CERTIFICATE UNIVERSITY EXAMINATIONS**

**SCHOOL OF MANAGEMENT AND LEADERSHIP**

**CERTIFICATE IN SUPPLY CHAIN MANAGEMENT**

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

**DATE: 3<sup>RD</sup> APRIL 2025**

**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:

### UNIQUE LOGISTICS LIMITED:

Unique Logistics Limited was established in 1998 with the aim of providing logistics support business to deliver packages of goods on behalf of its customers within East and Central Africa. The company has developed strategies to collect 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.

When the owners of Unique logistics limited came up with the idea of starting the logistics company it was purely to make profits as they provide a service and at the end maximize the owner's wealth. Logistics and delivery business in East and Central Africa is dominated by many family businesses who own small delivery trucks and this business setup made businesses making profit margins to be extremely tight and unless smart strategies were in place it was difficult to penetrate into the business areas. The market is saturated by these family operators and a few other operators from the neighbor countries. The cost is dominated by staff and fuel, with fuel prices being highly volatile in the last few years especially now when currencies in Europe have kept on eroding against the USA dollar.

The management of Unique logistics in 2015 sought help from various consultancy companies with the aim of coming up with new ideas that will improve efficiency and effectiveness of their operations. The objective is to invest heavily in Logistics Information system and Technology to able their operations be the best in the region. However, the lead consultant has been reassigned other responsibilities away from this project to deal with an issue with refinancing the business' principal lending facility. Unique logistics management has identified some suitable logistics Technology and needs you to complete this work and address any potential questions which might arise when you make your presentation to the board.

**Required:**

- a) In reference to the case study, advise five characteristics of a good logistics information system being followed (10 marks)
- b) From the case study, advise Unique management five elements of distribution management systems steps involved in getting the product from the manufacturer to the end customer and how they can help them. (10 marks)
- c) Discuss five points unique logistics can include in their new competitive framework of Logistics as a service function (10 marks)

#### QUESTION TWO

- a) Distribution challenges can arise from a variety of disruptions; discuss at least five challenges (5 marks)
- b) The fundamental objectives of the Materials Management function are acquisition of materials and services, often called 5 Rs, explain (5 marks)

#### QUESTION THREE

- a) Explain five roles of a materials manager (5 marks)
- b) Highlight five reasons for Value Analyzing Existing Products in organizations (5 marks)

#### QUESTION FOUR

- a) Explain five inventory costs used for inventory decisions (5 marks)
- b) Road transportation offers a number of advantages, discuss five of such advantages (5 marks)

#### QUESTION FIVE

- a) Explain five areas Logistics information system (LIS) for warehousing typically covers (5 marks)
- b) Explain five aspects (components) of distribution management (5 marks)

**QUESTION SIX**

- a) Forklift trucks represent the greatest single innovation in material handling after World War II. Describe five advantages of forklift trucks (5 marks)
- b) Discuss five factors that can influence freight costs (5 marks)