

**ECONOMIC DEVELOPMENT OF LOGISTIC SPHERE**

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**ABSTRACT**

This article discusses the positive effects of the logistics sector on the economy and offers suggestions and recommendations for improvement.

**Keywords:** Logistic company, process, road, economy, transportation.

**Introduction**

In the modern world, globalization is doing its job, and the market for goods is becoming ever wider. Now the variety of products that used to be purchased in a store around the corner is amazing, and they are already presented not only in local grocery stores, but also on the shelves of shopping centers. Thanks to this process, people no longer feel the concepts of "import" and "foreign", and foreign economic trade has become the activity of many companies, which helps to find more economical options abroad, increase profits and create profitable partnerships. Often, delivery from a neighboring region will be more expensive than, for example, importing products from China. That is why foreign economic activity in the 21st century is one of the priority areas for a huge number of businessmen, allowing you to increase the efficiency of your business and develop it at a rapid pace. The participation of a trade or manufacturing enterprise in foreign economic activity significantly increases the cost of moving goods, complicates the organization of goods movement, so the use of logistics can reduce the cost of transportation and intermediate storage of goods.

The main participants in the logistics channel of foreign trade transactions are: enterprises that independently purchase raw materials or goods abroad; forwarding companies; commercial intermediaries; transport agents; customs brokers; intermodal transport operators.

Forwarding companies and intermodal operators connect participants in foreign trade transactions with carriers, ports, terminals, warehouses, and customs authorities. Traditional transportation in modern conditions can be filled with elements of foreign trade consulting, so freight forwarding companies can offer their clients foreign trade cargo support on a one-stop basis. Therefore, enterprises can transfer foreign economic activity to outsourcing.

Freight forwarding companies can provide their clients with the following services: selection of the appropriate TN VED code; registration of necessary permits; selection of the optimal route and mode of transport; conclusion of a foreign trade contract.

The enterprise can conclude a contract for the sale of goods with the freight forwarder, and the fuel and energy complex sells the delivered goods to the customer within the framework of internal trade. Consequently, the enterprise refuses to perform complex foreign economic operations and transfers them to external execution.

The source of information necessary for making operational management decisions about the material flows of foreign economic activity is a large number of unrelated subjects of transport logistics - exporters and importers, freight forwarders, carriers, freight agents, enterprises providing complex, customs and logistics intermediaries, banks, insurance companies.

Let's consider the logistical approach to the transport support of foreign economic activity. More than 20% of the gross national product of leading foreign countries, such as the USA, Japan, Great Britain, France, Germany, is connected with the logistics systems of goods distribution. At the same time, more than 98% of the time of movement of goods from the primary source of raw materials and materials to the final consumer of finished products falls on their passage through various channels of logistics and transportation, and own production of goods takes only 2% of the total time. Similar indicators in Russia are not lower, and sometimes even higher, than abroad, therefore, in recent years, more and more attention has been paid to logistics in the sphere of the country's economic life and foreign economic activity of firms.

Logistics can be defined as the science of planning, controlling and managing transportation, warehousing and other tangible and intangible operations performed in the process of bringing raw materials and materials to a manufacturing enterprise, inside the factory processing of raw materials, materials and semi-finished products, bringing finished products to the consumer in accordance with interests and requirements of the latter, as well as the transfer, storage and processing of relevant information. The logistics scheme at the macro level involves the organization of a common, integrated scheme for the movement of material and information flows. At the same time, the overall supply chain is divided into separate functional elements, such as supply, production of goods, transportation, etc. Local management activities within each of these links are defined as micro logistics.

Logistics is the science of planning, control and management of transportation, warehousing and other material and

Intangible transactions performed in the process of bringing raw materials and materials to a manufacturing enterprise, in-plant processing of raw materials and materials and semi-finished products, bringing finished products to the consumer in accordance with the interests and requirements of the latter, as well as transferring storage and processing of relevant information and relevant financial flows. Logistics is the science of managing the movement of goods.

Types of logistics.

- Supply, including operations for planning, control and regulation of the provision of production with raw materials and materials, as well as the creation of stocks;
- Production, aimed at achieving a high degree of interaction of all production departments with minimal costs of raw materials and labor;
- Distribution, ensuring the sale and placement of goods with the consumer.

In the logistics system of the company, the construction of the transport module is of great importance. The purpose of building a transport module in the management of a manufacturing or trading company is to create a balanced delivery system that is closely related to the purchase, distribution, warehousing and control of stocks, as well as the sale of goods.

### **Features and participants of foreign economic activity**

Foreign economic activity is the direction of the company's work, which is directly related to the conclusion of partnerships with foreign companies in the field of import and export of goods and services. Foreign economic activity plays an important role for enterprises that import and export technical equipment for production, parts, machine components and other elements that are in great demand in everyday life. FEA is often an indicator of the firm's competitiveness, and, therefore, a critical

part. Many companies, when entering the international market, do not fully understand the full scale of the work and changes that their organization will need to do. After all, interaction with foreign partners requires new skills, knowledge of the law, ethical standards and unspoken rules of doing business. Outsourcing of foreign economic activity can solve all these problems. transfer of part or all of the list of powers related to work with foreign partners. Logistics, warehouses and interaction with customs authorities occupy a key place in foreign economic activity. Logistics in foreign economic activity differs significantly from logistics within the country, because it is necessary to solve a number of problems not only in Russia, but also abroad. A logistician must be fluent in foreign languages, thoroughly understand the legislation, be able to plan and organize the logistics infrastructure. It is important for a businessman to clearly understand what foreign economic activity logistics is. This area is a whole range of actions aimed at optimizing costs during the fulfillment of the terms of international contracts. Participating in foreign economic activity, a firm (trading or manufacturing) inevitably faces a significant increase in spending on the transportation of its goods. Moreover, due to the international status of relations, the movement of products becomes more complicated, so competent logistics of foreign economic activity is necessary. It will help to effectively reduce the cost of transfer and intermediate storage of goods.

Competent VDE logistics includes the management of:

- Transport movements;
- Reserves;
- Prime cost;
- Documents for customs and other papers.

In the process of international transactions, the main participants in the logistics process are:

- Firms that buy materials or finished products abroad;
- Intermediaries;
- Transport agents;
- Customs brokers;
- Transport and logistics companies;
- Managers of intermodal transfers.

The last two points are engaged in communication of direct business partners and help to find carriers, terminals, warehouses, customs offices and so on to ensure their exchange of goods. Also, logistics services can be in the nature of foreign trade consulting and foreign trade support of goods on the principle of 1 window. Thanks to this, a businessman can transfer worries about foreign economic activity to outsourcing.

### **Service of carrier companies**

Transport logistics is the main component of the activity of almost any company. Its competent organization has a direct impact on:

- Cost of products;
- reliability and quality of deliveries.

The list of services traditionally provided by forwarding companies in the field of logistics of foreign economic activity includes:

- Planning of product supply optimization;

- Conclusion of agreements between the parties to the transaction;
- Calculation of a transport scheme with a route, selection of a suitable vehicle and carrier;
- Execution of all payments;
- Delivery and assistance in customs clearance;
- Control of unloading of products and reconciliation with the estimate, as well as the passage of all stages of the transaction and the movement of goods;
- Storage in temporary warehouses.

There is also an interesting way of avoiding the need to perform complex foreign economic transactions, giving all responsibility for their execution to the contractor. The company has the opportunity to conclude an agreement with the transport company on commodity-money relations, that is, purchase and sale. The logistics company thus assumes all obligations to purchase products, subsequently selling the goods to the customer on the terms of the domestic market.

The work of a logistics specialist in the context of export operations requires high professionalism and the ability to quickly resolve problems in any of the countries participating in the partnership agreement.

Such a professional must, among other things, possess:

- Language skills (several foreign languages);
- Perfect knowledge of the legislation of the partner country.

Foreign economic activity requires high qualification and absence of errors in the process of delivery of goods and clearance at customs in order to avoid serious financial losses.

Practice offers various organizational principles for building the management of the transportation of goods in a trading company, but at the same time, the basic logistical principles must be observed in the relationship of both departments within the company and in the external interaction of the company with carrier firms, freight forwarders / operators and other companies that provide transport services. and related services in a package or separately. One of the fundamental tools that implement the strategy and tactics of transport management, as well as determine the scope of the real transport tasks of the company's operations, are the basic conditions of sales contracts, which initially determine the possibility of organizing the movement of goods flows along the supply chain.

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