



**How Business works : Throughout the flow-chain**

**SUPPLIERS : DELIVERIES**

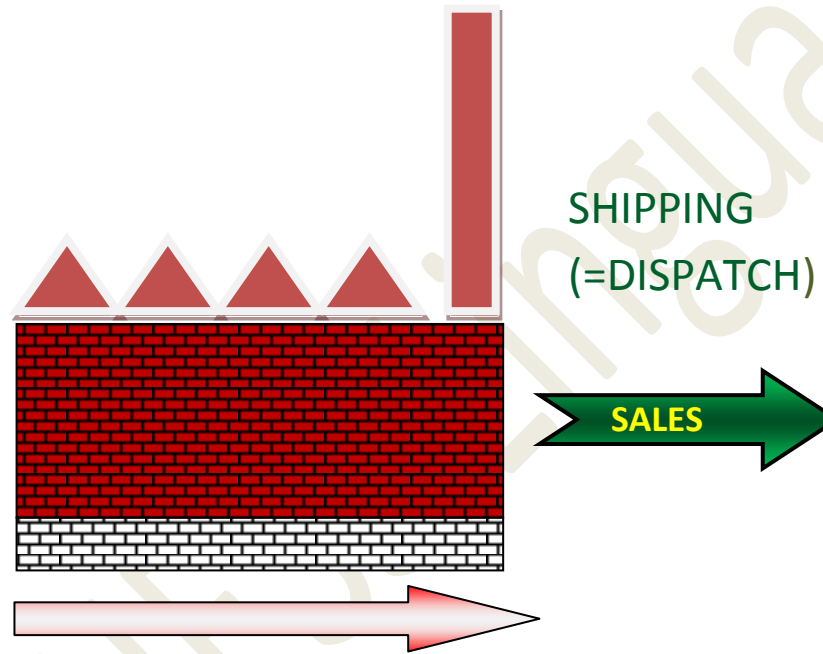
[ raw materials, (semi-)finished products, parts, components, equipment, ...]

or /and



**PROVIDERS : SERVICES**

[ Internet access, (I.T. )support, consultancy, training, auditing, maintenance, cleaning, security, ...]



SHIPPING (=DISPATCH)

**CUSTOMERS /CLIENTS :**

- Individual
- Professional
  - craftsmen,
  - Industrial (makers, assemblers)
  - distributors,...
- Organizations (associations, charity,...)

**The PROCESS :**  
**Making (= manufacturing) or Assembly**

**IN / THROUGH / OUT**

**GLOSSARY :**

Charity	: Organisation caritative	Individual (n)	: Particulier (nom commun)
Craftsman	: Artisan	Provider	: prestataire, fournisseur (de services)
Craftwork	: Artisanat	Raw material(s)	: Matière(s) première(s)
Deliveries	: Livraisons	Shipping / Dispatch	: Expédition(s)
Flow- chain	: Chaine des flux	Supplier	: Fournisseur (de biens)



BORDERS ARE NOT A PROBLEM...