

BLEAGLE GENERAL DEALERS LIMITED

KAPALU BWALYA PHILIP



DESCRIBE YOUR BUSINESS:

BLEALE GENERAL DEALERS LIMITED is a registered company with PACRA and currently has more than 10 customers, when we are given the EntrApov loan, we will buy our own welding equipment (**a welding machine at \$200, a genset at \$520, hand grinding machine at \$140, and a hand drilling machine at \$140**). The equipment will boost our business and increase our revenue because currently, we are just hiring at a high cost.

DESCRIBE THE PROBLEM

In our area, a lot of people are building and they are struggling with where to get/buy windows and door frames.

EXPLAIN YOUR SOLUTION:

We will bring these items right to their doorstep at high quality and at an affordable price.

BUSINESS MISSION STATEMENT:

As ***BLEAGLE GENERAL DEALERS LIMITED***, we are an engineering company and general suppliers of goods and services that are there to meet the needs of our clients at high quality but affordable, we manufacture different engineering products ranging from fabrication to machining mining and general engineering products. Our target audience range from home builders to mining companies to meet their day-to-day needs.

HOW LONG HOW YOU BEEN IN BUSINESS?

For three years.

YOUR NET INCOME

Our net income ranges from between \$171 to \$214 our total expenses range from between \$108 to \$190 at most and our profit is in the range of \$63 to \$108 this is mostly because we are currently just hiring the equipment we use in our business.

SERVICE OR PRODUCT DELIVERABLE:

We will be producing high-demand products in the construction and mining industry, we will be producing windows, door frames, tank stands, gates on the household level, and couplings, pins, and other mining equipment for the mining industry as we expand our business in the next three to five years.

DESCRIBE YOUR BEST CUSTOMER:

Who is your customer? Our best customer is **Mate World, a construction** company that does a lot of construction work and they usually engage us to do fabrication jobs for them and we have a very good work relationship with the CEO of this company.

WHY CUSTOMERS DO BUSINESS WITH YOU RATHER THAN WITH YOUR COMPETITORS?

We are efficient and reliable with the delivery of our products and services, and we are so committed to what we do. Our prices and quality are unmatched.

LIST YOUR SERVICES OR PRODUCTS AND THEIR PRICES:

Item	Price with customer material	Labor charge	Price with our material
Metal Gate	\$260	\$75	\$340
Metal Window Frame	\$140	\$85	\$230
Water Tank Stand	\$550	\$190	\$760
Grill Door	\$120	\$70	\$200

HOW DO CUSTOMERS KNOW THAT YOU EXIST?

We are a community-based company, and we are strategically located, in an area where products and services are needed. Our most important marketing strategy is the quality and price of our products and services, so we usually get referrals from our previous customers.

WHY DID YOU CHOOSE THIS BUSINESS:

Products and services are on demand and their demand never ends I have a lot of experience in this field of over 15 years, so it's something I have an understanding of.

LIST YOUR TOP WAYS TO FIND NEW CUSTOMERS:

- Location of the business.
- Quality of the products and services.
- Advertising.

Insert pictures of your business activities here and give a brief explanation of each:



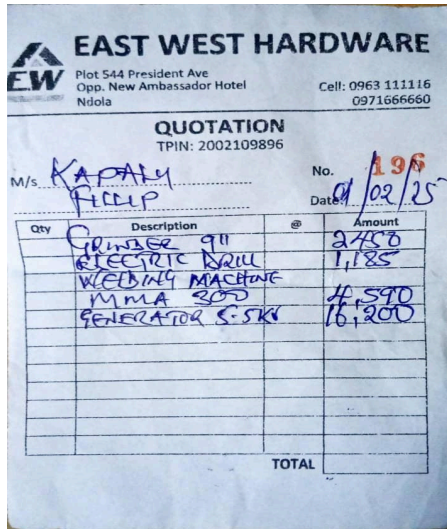
This is a metal gate and it's made with tubes and iron sheets are the only materials used. They are sold at \$260 if materials are provided or labor of \$75.



- This is a 2m/900 cm window frame for a house under construction, it's also made according to customer needs, design, and budget. They are sold at \$120 if we provide the materials or just labor of \$24.
We do make water tank stands as well.

HOW WILL YOU USE THE MONEY?

1. Grinder \$90.74
2. Electric Drill \$43.8
3. Welding machine \$170
4. Generator \$600
5. Fuel \$95.46



We plan to purchase a Genset, Welding Machine, Grinder, and Drilling Machine.

Insert pictures of your income statement here:

Month	9 Months Ago	8 Months Ago	7 Months Ago	6 Months Ago	5 Months Ago	4 Months Ago	3 Months Ago	2 Months Ago	Last Month	Month 1 Forecast	Month 2 Forecast	Month 3 Forecast	Total
Sales revenue	172	172	172	172	172	172	180	200	210	350	380	400	2,749
Total transactions or units sold	18	18	18	18	18	18	18	18	18	20	24	35	241
Revenue per transaction or unit	10	10	10	10	10	10	10	11	12	18	16	11	11
Expenses													
Self salary	20	20	20	20	20	20	20	20	20	22	25	28	255
Employee salaries	42	42	42	42	42	42	42	42	53	53	53	53	559
Raw materials	65	65	65	65	65	65	65	65	65	65	65	65	780
Store Rent	0	0	0	0	0	0	0	0	0	10	10	10	30
Technology	2	2	2	2	2	2	5	6	7	8	9	11	58
Advertising	0	0	0	0	0	0	0	0	0	5	5	5	15
Transportation	1	1	1	1	1	1	1	1	1	5	5	5	24
Loan repayment	0	0	0	0	0	0	0	0	0	42	42	42	126
Taxes/Fees	0	0	0	0	0	0	0	0	0	10	12	14	36
Other	1	1	1	1	1	1	1	1	1	1	1	1	12
Total Expenses	131	131	131	131	131	131	134	146	147	221	227	234	1,895
Expense per transaction or unit	7	7	7	7	7	7	7	8	8	11	9	7	-
Net Income to reinvest	41	41	41	41	41	41	46	54	63	129	153	166	854
Net Profit Margin	24%	24%	24%	24%	24%	24%	26%	27%	30%	37%	40%	42%	-

Insert pictures of the cash flow statement here:

	2 monhs ago	last month	this month	next month	month 3	month 4	month 6
Income	200	210	350	1400	380	400	450
- Fixed expenses	-20	-20	-20	-20	-20	-20	-20
- Loan payment	0	0	0	42	42	42	42
- Variable expenses	-38	-65	-250	-230	-150	-150	-260
= Profit (or loss)	142	196	80	1192	252	272	212
Starting cash		120	196	276	1468	1720	1992
Available cash	262	196	276	1468	1720	1992	2204

What is the common cause for this common to fail?

According to my research on this business, the main cause for this kind of business's failure is simply the ability to understand the dynamics of doing this kind of business by being more interested in making more money than quality products. As BLEAGLE GENERAL DEALERS LIMITED, we are committed to providing quality and durable products to our clients.

Share about your family and picture here:



I love my family so much and I am striving to make sure that I provide for them both physically and spiritually because I understand that, that's the divine calling I have received from my heavenly father and this company will be able to help us take care of our needs as we strive to become self-reliant.

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