

Kluxie Transportation Business

Chilufya Mulenga



My business offers transportation preservation to customers who want to get to their reputable place of work and elsewhere. I stay in a gated community where 75% of people own their personal cars and the rest struggle with their movements. We have a few buses, however, it takes 2 to 3 hours for them to be full. owners of the cars can not start their uses until they have 18 passengers in it. Which leads a lot of working people including school going children to look for other means of transport, to avoid being late, and they find motorbikes to be the best and fastest to get them to their destination.

EXPLAIN THE PROBLEM:

The problem is that the community lacks access to adequate and timely transport which has cursed a lot of people with missing opportunities and sometimes getting late at their different workplaces so the majority of people complain about the availability of transportation.

EXPLAIN YOUR SOLUTION:

My solution is to provide fast and reliable transportation to my customers in my community, hence a number of people complain about the available transportation, so our transportation service will make sure that people reach their destinations in time by using passable roads.

BUSINESS MISSION STATEMENT:

Our mission is to be the safest, most dependable transportation company in Zambia Lusaka. To provide the best in safety and affordable transportation service to customers safely and efficiently by utilizing quality personnel and resources to offer cost-effective, environmentally friendly, and problem-solving. Solving solutions that assist our customers in achieving their objectives, provide a fair return for our school-going children and rewarding work environment, Recognize and accept our stewardship to the community we serve through personal involvement and support of community activities while trusting in the knowledge, wisdom, and direction of the divine.

HOW LONG HOW YOU BEEN IN BUSINESS?

My business has already started, and I have been in the business for 11 months. My business is my only source of income.

YOUR NET INCOME

My business is able to invest close to 50% of the revenue back into the business after all expenses and has the potential to invest more.

Explain how much your revenue is, what are your expenses including salaries and what's your profit.

In a typical month, our revenue is approximately \$500 while our expenses are about half that amount which is about \$250 which leaves us \$250 to reinvest

SERVICE OR PRODUCT DELIVERABLE:

We have hired a driver, who is punctual. We use an app called "Yango Delivery" to which we have subscribed. During the hours when the rides slow down, the driver goes to a nearby mall where almost everyone there requests for deliveries. He gets the order on the app, collects the parcel, and takes it to wherever he is instructed to, using the app's gps system. When the parcel is delivered the app automatically calculates the fee to be paid by the customer. When the delivery is made, the customer pays and the rider waits for the next delivery request.

During the evening hours when students and workers are getting off work, the rider starts transporting people back and forth until he gets off. The process repeats the next day.

DESCRIBE YOUR BEST CUSTOMER:

A student nurse, she always books for her seat. A motorbike carries two passengers. Her booking in advance makes me continuously provide the best service making sure aren't late for work. The business is always busy and profitable from 06 hrs to 9 hrs and in the evenings hours. The rest of the time, the motorbike is used for deliveries.

WHO IS YOUR BEST CUSTOMER?

School-going children and working personnel such; as retailers, students, marketeers, policemen, and women.

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

Apart from the goods and services we provide, I also make loyalty my priority. I drop a text "thank you" since they pay through mobile phones. My competitors are the buses, only if they started moving in without waiting for the bus to be full, so I would say, my business is on demand and if there were another way out for me to buy a bus, I would be happy, it would also provide all the services my community needs and might stand in future.

LIST YOUR SERVICES OR PRODUCTS AND THEIR PRICES:

Per person (K20) which is almost \$1

Per delivery (K100 to K200) which is \$15

HOW DO CUSTOMERS KNOW THAT YOU EXIST?:

In Lusaka, the number of motorbikes used for human transportation is less and few people know this kind of transportation, as compared to product delivery bikes. This has caused curiosity in people's minds making everyone wait to try it so whenever we pass we give referrals to our clients and other people in this way that is how we make our business known.

WHY DID YOU CHOOSE THIS BUSINESS:

I chose the transportation service business; because a lot of people in our community suffered and some even lost their jobs because they continued reporting for work late, including myself, others would miss opportunities to make money because they always got late, since time is money I was interested in starting up something that will save people's money and time, I also realized that transportation is the business that will forever remain because people don't stop moving.

LIST YOUR TOP WAYS TO FIND NEW CUSTOMERS:

- By referral
- I give flyers to all my customers.
- My customers see us passing through the road, that's the greatest advertisement for us and has caused us to have a lot of people look for us, including those who have a motorbike before, it has been a new thing in our community.

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



Waiting for a customer



making a delivery

Note that these are web photos.

HOW WILL YOU USE THE MONEY?

We will buy a motorbike for the services that we offer to our clients.



GATOMA ENTERPRISES LIMITED
Order - Retail - Service
Call +260 978 824343 / +260 97766632
Darbhanga Mall 2, Off King Road, Yamoussa

TPIN: T003724783

QUOTATION

M/s. *Mrs. XJ Dewi* No. *145*
0128237 Date *31/1/2025*

Qty	Description	Unit Price	Amount
01	STIGOB	29000	29000
			7
			TOTAL K 29000

Quotation Valid for: *2* Days

Cash Cheque Other

Prepared by: *George* Signature: *[Signature]*

Received by: _____ Signature: _____

	A	B	C	D	E	F	G	H	I
Income Statement									
Your name is:	Chilufya Mulenga Kluxie Transportation Services								
Business name:	Chilufya Mulenga Kluxie Transportation Services								
Current Date:	02/02/2025								
Month	3 Months Ago	2 Months Ago	Last Month	Month 1 Forecast	Month 2 Forecast	Month 3 Forecast	Total		
Sales revenue	222	655	532	600	700	800	3,509		
Total transactions or units sold	140	329	98	120	150	230	1,067		
Revenue per transaction or unit	2	2	5	5	5	3	3		
Expenses									
Self salary	50	111	111	111	111	111	605		
Employee salaries	35	37	37	37	37	37	220		
Raw materials	52	83	56	26	25	26	267		
Store Rent	30	30	30	30	30	30	180		
Technology	0	0	0	0	0	0	0		
Advertising	4	4	4	4	4	4	24		
Transportation	0	0	0	0	0	0	0		
Loan repayment	0	0	0	42	42	42	126		
Taxes/Fees	0	0	0	0	0	0	0		
Other	1	1	1	1	1	1	6		
Total Expenses	172	266	239	251	250	251	1,428		
Expense per transaction or unit	1	1	2	2	2	1	1		
Net Income to reinvest	50	390	293	349	450	549	2,081		
Net Profit Margin	23%	59%	55%	58%	64%	69%			

Instructions: Change the numbers in the income statement below to match your business. Then save it and upload it with your homework at the end of this

	2 months ago	last month	this month	next month	month 3	month 4	month 6
Income	222	655	341	600	700	800	900
- Fixed expenses	35	35	183	183	183	183	183
- Loan payment	0	0	0	42	42	42	42
- Variable expenses	137	231	56	26	26	26	26
= Profit (or loss)	394	196	580	851	951	1051	1151
Starting cash	74	120	196	776	1627	2578	3629
Available cash	514	196	776	1627	2578	3629	4780

Share about your family and picture here:



My family consists of my husband, myself, our little angel (Kezza), and our beloved pet dog (Ottis)

My husband is a plumber operator, however, he has found himself excelling in business administration. He's such an adorable person with a beautiful spirit, he's hard-working but Mostly he loves Heavenly Father.

I got a diploma in tourism and hotel management, however, I plan on going back to school for a different course. My current diploma hasn't been as useful as I thought it was going to be. Am currently running a business called "Kluxie Transportation" which I am currently enjoying.

I love being with my family. I love learning, watching the news, and being at church.

Our baby and pet beautify our home. We love them so much.

CONTACT DETAILS:

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