

# ***High Voltage Fabrication Business Plan***



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## **DESCRIBE YOUR BUSINESS**

We specialize in Fabrication and welding jobs, and we have about 18 customers in the small town of operation. And when given a grant, we would expand our business by having all the raw materials necessary for our business. This will help our business to be more identified by many people through our variety of projects we can make, and this will enable us to open 5 workshops in areas that we have already surveyed as suitable for the business we do.

## **EXPLAIN THE PROBLEM**

We have been in this business for some time now, and some challenges we face may be common ones for those who run retail stores. Because of not have cash we have found it difficult to expand this business. We lack funds in order to expand our business

## **EXPLAIN YOUR SOLUTION.**

### **Here are some solutions needed:**

When enough raw materials are in place, we will be able to grow our business and have cash flowing in and out of the business

## **BUSINESS MISSION STATEMENT:**

To offer services reasonable to our community and the country at large in order to contribute to the economic growth.

## **HOW LONG HAVE YOU BEEN IN BUSINESS?**

We have been in this business for one year plus.

## **YOUR NET INCOME**

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

- Revenue=\$500

-Expenses=\$350

-Income=150.

-Profit margin=30%

## **SERVICE OR PRODUCT DELIVERY**

**The following are the services and how we deliver:**

1. Labour only for a standard gate for the wall face is \$200.
2. The price for the gate is \$400.
3. Labour only for a door frame is \$5.2.
- 4 . The price for the door frame is \$21.
5. Labour for a double open window frame is \$30.
6. The price for a double open window frame is \$60.
7. Labour only for a steel door is \$20.
8. The price for a steel door is \$55

## **DESCRIBE YOUR BEST CUSTOMER:**

Our best customer is Mr. Sinyiza. One of the healthy workers at Ndola Teaching Hospital.

## **WHY CUSTOMERS DO BUSINESS WITH YOU RATHER THAN WITH YOUR COMPETITORS?:**

The following are some of the reasons why customers choose to do business with us instead of our competitors.

Pricing: Our prices are competitive, and we offer transparent pricing with no hidden fees. And our team is friendly, knowledgeable, and dedicated to providing exceptional customer service. Our team takes the time to understand each customer's needs and provides personalized support.

## **Why is your business better?**

Here are some reasons why our business stands out:

Our team consists of highly trained and experienced. We only use genuine or high-quality replacement parts to ensure devices function optimally. We conduct rigorous testing to ensure devices are fully functional before returning them to customers. We are also a dedicated team as far as welding and fabrication is concerned. We are a team that is dedicated to providing exceptional customer service

### **WHAT IS THE MOST COMMON CAUSE FOR A BUSINESS LIKE THIS TO FAIL?**

Inefficient repair and welding processes, poor inventory management, and inadequate staffing lead to delays, mistakes, and increased costs.

Insufficient Capital: Inadequate funding or cash flow, making it difficult to invest in necessary equipment, staffing, and marketing.

Intense Competition: Entering a crowded market without a unique value proposition or competitive advantage.

Inadequate Training: Failing to provide ongoing training and development for staff, leading to poor work quality and customer dissatisfaction. Choosing a location is also an issue

### **HOW CAN YOU AVOID THIS PROBLEM?**

#### **Customer Service:**

By implementing a customer relationship management (CRM) system, Track customer interactions, preferences, and concerns.

Establish clear guidelines for handling customer complaints and issues.

Through monitoring customer feedback in order to identify areas for improvement. Also, by establishing a cash flow management system, we need to monitor and manage cash

flow to ensure adequate funding. By developing a budgeting and forecasting process, regularly review and update financial projections.

By maintaining a contingency fund, you set aside funds to cover unexpected expenses or revenue shortfalls.

### **LIST YOUR SERVICES OR PRODUCTS AND THEIR PRICES:**

-Portable welding machine repair and a big grinder are in the range of \$10.9 to \$20

Please note that prices may vary depending on the complexity of the repair, the type of device, and the location.

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### **HOW DO CUSTOMERS KNOW THAT YOU EXIST?**

The following are some of the ways in which customers identifies our existence:

**Word-of-Mouth and Referrals:** Satisfied customers refer their friends and family to our business

By maintaining a strong online presence, advertising locally, partnering with other businesses, and hosting events and promotions, we ensure that customers know about our Welding and fabrication/ Mechanical business and can easily find us.

## **WHY DID YOU CHOOSE THIS BUSINESS?**

**Here are some of the reasons I chose to do this business:**

Environmental concerns: Repairing devices is in demand. I have a strong interest in technology and problem-solving. We possess the necessary skills for the business we do.

## **LIST YOUR TOP WAYS TO FIND NEW CUSTOMERS:**

Social Media Marketing: platforms like Facebook. Partnerships with Local Businesses. Word- of- mouth and referral.

**PICTURES AND PHOTOS OF MY BUSINESS ACTIVITY:**



We do make steel stools, good standard braziers, different kinds of frames, etc.

HOW WILL YOU USE THE MONEY? (Include pictures of the product/service(s))

Here's a breakdown of how I plan to use the money:  
tools and equipment: Initial Investment: Equipment and Tools:\$150.



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Equipment and tools

Rent and Utilities: \$100 - Rent for a small storefront or office, Utilities (electricity, water)

Raw material: \$200



Welding Helmet



Welding Magnets



Welding C-Clamp



Welding Framing Jig



Welding Cart



Metal Brush



Sheet Metal Gauge



Soapstone



Speed Square



Metal File



Chipping Hammer

## Income Statement

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
<b>Sales revenue</b>	135	140	155	160	190	210	230	250	280	330	350	400	2,830
<b>Total transactions or units sold</b>	5	8	7	10	11	15	20	20	30	50	75	100	351
<b>Revenue per transaction or unit</b>	27	18	22	16	17	14	12	13	9	7	5	4	8
<b>Expenses</b>													
<b>Self salary</b>	30	30	30	30	30	50	50	50	50	50	50	50	500
<b>Employee salaries</b>	0	30	30	30	30	30	30	30	30	30	30	30	330
<b>Raw Materials</b>	55	30	40	45	55	40	40	35	40	30	30	40	480
<b>Store Rent</b>	10	10	15	15	15	15	15	15	15	15	15	15	170
<b>welding rods</b>	15	15	10	9	10	11	10	10	10	10	10	10	130
<b>Advertising</b>	0	0	0	0	0	0	0	0	10	10	10	10	40
<b>Transportation</b>	9	10	10	10	10	10	10	10	10	10	10	10	119
<b>Loan repayment</b>	0	0	0	0	0	0	0	0	0	42	42	42	126
<b>Taxes/Fees</b>	0	0	0	0	0	0	0	0	5	5	5	5	20
<b>Electricity</b>	12	10	10	10	15	15	15	15	15	10	10	10	147
<b>Total Expenses</b>	131	135	145	149	165	171	170	165	185	212	212	222	2,062
<b>Expense per transaction or unit</b>	26	17	21	15	15	11	9	8	6	4	3	2	-
<b>Net Income to reinvest</b>	4	5	10	11	25	39	60	85	95	118	138	178	768
<b>Net Profit Margin</b>	3%	4%	6%	7%	13%	19%	26%	34%	34%	36%	39%	45%	-

## Cash Flow Statement

	2 months ago	last month	this month	month 1 forecast	month 2 forecast	month 3 forecast	month 4 forecast
<b>Income</b>	250	280	300	330	350	400	420
<b>- Fixed expenses</b>	-100	-100	-100	-100	-100	-100	-100
<b>- Loan payment</b>	0	0	0	0		-37.5	-37.5
<b>- Variable expenses</b>	-75	-85	-113	-113	-122		-70
<b>= Profit (or loss)</b>	75	95	87	117	128	262.5	212.5
<b>Starting cash</b>	0	75	170	257	374	502	764.5
<b>Available cash</b>	75	170	257	374	502	764.5	977

WHAT HAVE YOU DONE WITH THE PROFITS YOU MADE TWO MONTHS AGO AND LAST MONTH? BE VERY SPECIFIC ABOUT ITEMS PURCHASED AND THE AMOUNT SPENT.

We did invest 34% of the profit in buying raw material, 10% for my tithe, and 28% into the business account, and 28% into my personal account

**What did you learn from the practice pitch you gave to your area supervisor's Rotary Club? What was the date of that practice pitch event?**

To be honest in business and manage the loan money well according to the reason requested. And it was on 13 January, 2026.

**Share about your family and picture here:**

I'm a mother of two children, and I'm married. We live in Kabushi, Ndola. My husband is a boilermaker at Zambezi Portland Cement, and I'm into Engineering work. We work as a team together with him whenever he leaves work. I strive to help my husband with some domestic expenses. We live by faith in everything we do. We believe in working hard to become self-reliant. This enables us to help others who may need our help.



**CONTACT DETAILS:**

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