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A practical guide to transportation and logistics

July 22, 2019 11 minutes read you read The South African Entrepreneur, an international media franchise for entrepreneurs. Are you considering starting your own transport and logistics company? While getting into the industry is not difficult, staying successful as a trucking company can be a challenge if your business plan, finance and employment strategy are not solid since day one. Whether you start with a bakkie or a minibus, you need to ensure you are ready for high competition due to the low barrier in the transport and logistics industry to enter. Why should I start a transportation and logistics company? Apart from the easy access to the industry, you don't need a lot of capital to start with - but you will need to do your homework. This is the only way to build sustainable business. In many cases, an entrepreneur starts this business with little or no capital, relying instead on business-generated revenue to cover all overheads from day one, according to BizConnect. Find customers and contracts before starting work because transport contracts do not appear magically later. Related: Paying dividends at TransportNow that you have established the kind of market you have to enter into, how do you go about starting your logistics company? These are some of the most important questions that should be asked before starting a shipping company:1. What costs should I consider when starting a transportation company? You don't need to be a genius for numbers, but basic understanding of funds is useful when launching any kind of startup. First, you'll need to specify where you'll issue the capital to get your transport ation business. There are multiple options including bank, investors and shoes. After that, you need to consider the specific expenses associated with the logistics industry, for example licensing and loss expenses, as well as training costs in the development of driving and fuel skills. Although you haven't started running your transportation and logistics company yet, you need to consider operating costs and maintenance expenses when setting your budget. The latter is crucial to provide reliable service to customers as you must provide the excellence you will market them. While marketing may not seem important at this point, it is important to budget for these expenses as your company grows. Remember that in addition to all the above costs, you will need money to keep your vehicles safe when they are not in use and when on the road. Invest in a secure location and other security features, such as tracking devices. Finally, you will need to pay the salaries of drivers and other employees on a monthly basis, so this is a factor in those expenses when budgeting for transport and logistics.2 What to look for when buying the first fleet of Cars suitable for your transport and logistics company mean your drivers will be the right car for the job. This leads to efficiency and speed of service. Related: Benji Coetzee never worked in logistics, knowing how they launched empty flights market successful logisticsSee someone driving a pickup truck to deliver a huge load will make your company look unprofessional, as well as using large bus trailers to transport minimum cargo, say experts in the truck and trailer industry. Creating the vehicles you need now will help you get a clearer idea of how much truck financing you need to apply for when approaching banks for transportation financing options. This information helps structure your payment plan and set interest rates more accurately. You will be able to budget your finance accordingly. Experts recommend investing in a long-haul truck for larger shipments and longer journeys. For example, Babcock International has vehicles that will meet this need, although the cost is slightly higher than the average truck size. If you're already considering new vehicles instead of trucks that have already been enriched for your business, you'll benefit from full warranty and service plans. Related: 10 South African entrepreneurs who have funded - and how they did it, you've determined how much you can spend on your fleet, start looking at the models available to meet the specific needs of your business. An important aspect to consider is what the car will be used for. Now, this may seem simple, but it is an aspect that is often overlooked by many fleet owners. You need to have an idea in mind about what the car will be using before you can go to the agency. – Truck and freight there are vital aspects to consider when choosing your logistics vehicles are: what types of supplies will carry the volume of supplies that will carry the types of terrain that will be driving the most. Courier companies will require different vehicles from carriers, for example. You may have an idea of the ideal vehicle for the type of transportation and logistics of your company must be adjusted based on the amount of funding you have qualified for or how much capital you have been able to allocate to purchase vehicles for your fleet. Related: How to keep the wheels turning for your transport businessyou may need to consider viable alternatives to find the right car. Therefore, the list of features such as safety, comfort and status instead of searching for brand names and the latest models. Being open to different vehicles is the key to buying a successful fleet of vehicles, experts advise.3 How do I get truck financing for my transportation and logistics company? No matter how you pay for vehicles, the cost of financing transportation and logistics is the biggest expense you should manage. Make sure you do your homework and understand the different options When it comes to paying for vehicles. You can consider the following options: financial lease and extended lease agreements, where the use of vehicles is financed by revenue, and no down payment is required, but the property remains with the lessor; Related: How to serve customers through reverse logisticsmember to factors in operating costs to operate a logistics company, such as maintenance and wear and tear. These expenses should be included when considering how much funding is needed to launch and sustain your transport and logistics company. Before approaching a financial institution for finance, budget and cost-sustainability calculation.4 Where can I find training to help me start a transport and logistics business? The Road Traffic Management Company offers structured professional training courses such as a national certificate in handling shipping. Contact TETA for a list of accredited training institutions. The Department of Public Transport, Roads and Works is responsible for issuing operating licences. Related: An example of a free business plan to launch your South African BusinessA National Certificate in Professional Leadership is a valuable qualification that provides owners and managers with a variety of capabilities. It is advisable to search for a qualification approved by the Transport and Training Authority.Remember that according to South African law, any vehicle on public roads must be considered worthy of consideration by an official test station. Roadcarriageiness merit test achieves the following aspects of the vehicle: identification and documentation of the systemof the professionalism and equipment (including mirrors, seat belts etc.) braking systemWheels (including tyre condition) suspension and underis is in engineExhaust systemTransmissionIntrumentsVehi.5 dimensions. How can I hire drivers to work in my transport business? The main components of your business, besides your vehicles, are your drivers. Drivers need to obtain the relevant licenses before they can be considered legal to operate vehicles in your transportation and logistics business. Related: 5 different types of versions of business structures in South Africa later, with the law and your customers, by ensuring the employment of qualified and experienced drivers at launch and with the growth of your business needs. Not only do good drivers increase productivity, but your reputation is high when your customers know they can count on your employees. Invest in excellent staff and avoid setting low bar like driving ability and following directions. Drivers will need the relevant driver's licenses for different trucks and need training Dealing with driving in dangerous situations, such as storms and heat waves. Learn how to deal with employees, and understand all the shortcuts in the areas to which they will be delivered, Business South Africa advises. They will also need excellent communication skills to convey messages about their whereabouts. 6. Where do I find clients for my logistics company? As mentioned earlier, everything around us needs to be delivered from point A to point B. So, while it may seem that jobs are scarce and getting business is difficult at first, avoid taking the first opportunity to get their first customer. Related: Initial capital financing for South African startups may seem counterintuitive to allowing opportunities to get turning wheels passing by, however, it is important to assess whether it is worth your or not. Proper planning is necessary so it is recommended to avoid custom work. Remember that all you need to attract customer attention is a computer, a smartphone and an Internet connection. Cargo-centric technology has progressed dramatically over the years, as has been customer expectations. Most large companies allow customers to book and track all parcels or delivery online. - The best South African business is that, not only is it getting a word about your transportation and logistics going out there is inexpensive, it's also relatively easy and fast. Related: Your SWOT TemplateEmbracing analysis technology doesn't mean free, creating a detailed website, but you need to make sure your customers can track deliveries and get to you quickly if they need to. Perhaps you should implement an SMS notification system so that customers can track their orders at the touch of a button. Make sure that your system is accurate when it comes to ETA to delivery and any delay in delivery, giving customers peace of mind about using your service and trust to recommend you to others. Your service should be as simple and convenient to use as possible.7 How do I get suppliers to add my logistics company to their books? The best way to get noticed is to get regular business by being reliable from day one. People love it they notice and appreciate good service, and when you start your transportation business, it's a good reputation to have. Related: 2 simple ways to keep your startup grow when a company decides to take advantage of your transportation services, they need to make sure you don't compromise. Customers are satisfied with the value of the service that is trustworthy and it is easier to retain existing customers when providing high quality service. It also helps that good customers can encourage new businesses through recommendations. Despite the many challenges that come with running successful transportation and logistics business, customers love to know that you are giving your best and consistency is the key to loyalty from these companies. It is recommended to start with logistics you are better qualified to deal and work your way from there. If you have experience with small items, start there, but if you intend to eventually expand your portfolio to include other specialized services, get as much comprehensive knowledge as possible, building a strong range of contacts in relevant areas throughout the industry, and possibly the country as well. Related: Treat yourself as a customer of successful startup success

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