

# DODOMA WASHED SAND LTD

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## BUSINESS PLAN

*(Cargo Transportation Services – Tanzania)*

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### 1. Executive Summary

**Company Name:** Dodoma Washed Sand LTD

**Business Activity:** Cargo Transportation & Logistics Services

**Location:** Dodoma, Tanzania

**Total Investment:** TZS 2,500,000,000 (2.5 Billion)

Dodoma Washed Sand LTD is a Tanzanian-based cargo transportation company established to provide reliable, efficient, and cost-effective logistics services across Tanzania and neighboring East African countries. The company will focus on bulk cargo, construction materials, agricultural produce, industrial goods, and general freight transportation.

With Tanzania's growing infrastructure projects, mining activities, agricultural expansion, and increasing inter-regional trade, demand for professional cargo transport services is rapidly rising. Dodoma Washed Sand LTD aims to capture a significant share of this growing market through strategic fleet acquisition, technology integration, and strong operational management.

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### 2. Business Objectives

1. To establish a fleet of modern cargo trucks within the first year.
  2. To achieve operational break-even within 18–24 months.
  3. To expand services to regional cross-border transport (Kenya, Zambia, Rwanda, Burundi) by Year 3.
  4. To achieve annual revenue exceeding TZS 6 Billion by Year 5.
  5. To build long-term contracts with mining, construction, and agricultural companies.
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# 3. Market Analysis

## Industry Overview – Tanzania

Tanzania is experiencing rapid economic growth driven by:

- Infrastructure projects (SGR, roads, ports)
- Mining sector expansion
- Agricultural exports
- Cement and construction materials demand
- Port of Dar es Salaam cargo growth

Major cargo corridors include:







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- Dar es Salaam – Dodoma
- Dar es Salaam – Mwanza
- Dar es Salaam – Zambia (Tunduma)
- Central Corridor to Rwanda & Burundi

The increasing cargo movement presents strong business opportunities for structured logistics companies.

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## **4. Services Offered**

Dodoma Washed Sand LTD will provide:

1. Bulk cargo transportation (sand, aggregates, cement)
2. Agricultural produce transport (maize, rice, beans)
3. Mining and industrial equipment haulage
4. Cross-border transport services
5. Contract-based logistics solutions
6. Fleet leasing services

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## 5. Investment Breakdown (TZS 2.5 Billion)

Item	Description	Estimated Cost (TZS)
Truck & Trailer Purchase (10 Units)	Heavy-duty cargo trucks	1,800,000,000
Yard & Office Setup	Land lease, fencing, office building	200,000,000
Working Capital	Fuel, salaries, maintenance (6 months)	250,000,000
Licenses & Insurance	Business registration, road licenses, insurance	100,000,000
GPS & Fleet Management System	Tracking & monitoring systems	50,000,000
Maintenance Equipment	Tools & workshop setup	100,000,000
Contingency Fund	Risk buffer	100,000,000
<b>Total Investment</b>		<b>2,500,000,000</b>

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## 6. Operational Plan

- Headquarters: Dodoma
- Fleet size (Year 1): 10 trucks
- Average trips per truck per month: 12
- Average revenue per trip: TZS 2,000,000
- Monthly projected revenue (Year 1): Approx. TZS 240M
- Annual projected revenue (Year 1): Approx. TZS 2.88B

The company will operate with:

- Professional drivers
- Fleet tracking system
- Preventive maintenance schedule
- Fuel monitoring controls
- Contract-based dispatch planning

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## 7. Management Structure

- Managing Director
  - Operations Manager
  - Fleet Supervisor
  - Finance & Administration Officer
  - Mechanics
  - Drivers & Turn Boys
  - Security & Yard Personnel
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## 8. Financial Projections (5-Year Revenue Forecast)

### Assumptions:

- 10 trucks in Year 1
- Fleet expansion to 15 trucks by Year 3
- Gradual increase in trip volume and rates
- 10–15% annual revenue growth

### Projected Revenue Table (TZS)

Year	No. of Trucks	Estimated Annual Revenue (TZS)	Growth Rate
Year 1	10	2,880,000,000	—
Year 2	10	3,200,000,000	11%
Year 3	15	4,500,000,000	40%
Year 4	18	5,400,000,000	20%
Year 5	20	6,200,000,000	15%

By Year 5, Dodoma Washed Sand LTD is projected to generate over **TZS 6.2 Billion annually**, positioning it among the competitive mid-sized transport companies in Tanzania.

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## 9. Risk Analysis

<b>Risk</b>	<b>Mitigation</b>
Fuel price fluctuation	Contract pricing adjustments
Vehicle breakdown	Preventive maintenance
Road accidents	Insurance & driver training
Delayed payments	Contractual agreements
Regulatory changes	Compliance monitoring

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## 10. Competitive Advantage

- Strategic location in Dodoma (central hub)
  - Modern fleet with GPS tracking
  - Strong cost control systems
  - Experienced management
  - Long-term contracts with industrial clients
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## 11. Conclusion

Dodoma Washed Sand LTD presents a strong and viable investment opportunity in Tanzania's growing logistics and transportation sector. With an investment of **TZS 2.5 Billion**, the company is projected to achieve sustainable growth, profitability, and long-term expansion across East Africa.

The financial projections demonstrate strong revenue potential and scalability within five years.

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