



LOGISTICS PROPOSAL

TO

USED /RECONDITIONED CAR DEALERS

Background

World Logistics Company Ltd is a logistic company based in Dar es salaam Tanzania, the company has good network in major cities/towns like Dar es salaam, Dodoma, Mwanza, Moshi, Arusha, Mbeya, Iringa and Morogoro; the major towns/cities in Tanzania. The company is locally based, but has international focus and expertise in the logistics and marketing. The management team is composed of well-versed and experienced logistics and marketing practitioners; who enable the company to provide the state-of-the-art services to its customers at competitive prices.

Existing Car market Potentials

Currently, there is **huge potentials** for used/reconditioned cars. But a large portion of the community/population is not accessible to internet or unable to surf on the net due to technological know-how and other challenges. Even those with accesses to the net still needs services of logistic providers make them estimates for duty and taxes, arrange for customs documentation, port clearance and delivery. As some of them are busy professionals with not time to arrange for their car clearance, and the current law only allows logistic providers to do clearance and delivery, hence complementing the overseas car dealers in ensuring cars are delivered to their customers on time and at competitive prices.

Growing car market in Tanzania, the port of Dar es salaam is experiencing an increased number of imported cars. Statistics show that more than 4000 units are imported every week to Tanzania and neighbouring countries. This provides opportunities to car dealers to increase their sales to this region.

Singapore market has opened for Tanzania customers and looks is going to be a second for Tanzania customers choice after Japan. Hence its time for Singapore car dealers to take into this market.

What World Logistics Co. Ltd can do for the potential car importers/ buyers.

- Provide surfing point where customers can surf and select their cars of their choices. Assist those which can not surf on the net.
- Update customers with shipping information (vessel schedules, manifeststs, etc)
- Arrange releases from the shipping lines
- Provide customers with cost estimates-duty and taxes for their clearances (clearance budgets) so that customers can plan for their budgets.
- Provide customs and port clearance
- Deliver for car registration
- Provide car insurance covers
- Arrange for car services and maintenance on customers request (Using modern engine diagnostic equipment from a modern garage).
- Assist car dealers to provide after sales services to their customers in Tanzania by coordinating importation of spear parts for the broken vehicles.
- Provide consultancy services to customers for suitable cars for our roads and fuel-efficient cars.

What customers will benefit from the service provided by World Logistics Co. Ltd

- Enjoy one stop service centre.
- Contact point to car dealers
- Obtain clearance cost estimates for proper budgeting (duty and taxes).
- Swift/timely customs and port clearance.
- Cost saving from efficient clearance (no port storage) and free surfing on our office internet for car selections.
- Car deliveries to countryside and neighboring countries.
- Immediate car registration once port clearance is through
- Car dealers will increase number of units sold to this region; Tanzania, Zambia, DR. Congo, Malawi, Rwanda, Burundi.
- Focal point/ marketing point for car dealers in this region.
- Coordinate market promotions and branding, hence increase car dealer's brand awareness which in turn increase the volume of cars sold to this region (East and Central Africa).

Evidence- Noted outcomes

The proposed arrangement has proved positive results to some of Japanese used car dealers, who have started practicing this arrangement. Through this, they managed to roundup their customers and put them at the centre. Hence your company can practice same and start realizing the positive outcomes from this proposed arrangement.

Conclusion

World Logistics Co. Ltd using its local expertise in the industry is prepared to work jointly with your company to serve this **huge market** in this region and expand your markets to the rest of East and Central Africa. Our company will also facilitate for your company if wish to set up a hub in this region to serve the existing large market and the neighbouring markets. Let's join our synergy and work together to reap the huge used car potentials of this region.

We look forward to be of services to your company.

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