

THE FEASIBILITY STUDY ON
TRANSPORTATION SERVICE
IN BACOOR, CAVITE

PRESENTED TO THE FACULTY OF
COLLEGE OF BUSINESS ADMINISTRATION
DE LA SALLE UNIVERSITY—DASMARIÑAS
DASMARIÑAS, CAVITE

ON PARTIAL FULFILLMENT
OF THE REQUIREMENTS FOR THE DEGREE OF
BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION

ARLEENE A.GALICIA

MARCH, 1998

ABSTRACT

NAME OF INSTITUTION: Dela Salle University—Dasmariñas
TITLE: Transportation Service
ADDRESS: Bacoor, Cavite
AUTHOR/PROPOSER: Arleen A. Galicia
FUNDING SOURCE: The proponent funded the project.
COST: P5,000.00
DATE STARTED: June 1997
DATE COMPLETED: March 1998

Objectives of the Study**A. General**

This project study seeks to determine the viability of a transportation business concern to be located in Bacoor, Cavite.

B. Specific**1. On Organization and Management**

- A. The form of business suitable for this concern
- B. Its organizational structure and manpower requirements

- C. The qualifications of its key personnel and job descriptions for and efficient and effective management of the business
2. On Marketing Aspects
- A. The historical and projected demand and supply of transportation business in Cavite
 - B. The size of the target market that will make the project viable
 - C. The marketing strategy that will be adopted to realize projected market share
3. On Technical Aspects
- A. To familiarize with the equipment to be used for the operation of the proposed transportation business
 - B. To familiarize with the different vehicles to be used for the operation of the proposed transportation business
 - C. To familiarize with the different processes in operating a transportation service business
 - D. To find out the operational cost of the business

4. On Financial Aspects

- A. To tabulate the initial capital needed in order to establish the proposed business
- B. To find out the proposed business' profitability
- C. To find out the return of profit at a certain period of time
- D. To know the cost and rate of investment

5. On Socio-Economic Aspects

- A. To come out terms with the benefits that the community will get pertaining to the business location
- B. To know the advantages and disadvantages of the project
- C. To come out on how the business will help the community and country in terms of their taxation.

Scope and Delimitation

This study is concerned with the transportation service in Bacoor, Cavite. This includes various considerations of the probable risks, the

marketing desirability of the project and its viability within a five-year time frame.

Methodology

The study used descriptive method, which is usually utilized in this kind of study. It is used to describe and interpret gathered data into significant information.

Conclusion

- A. Demand for transportation will surely increase because many people migrating to Bacoor.
- B. FX taxis are very popular today so the business will not be having a hard time penetrating the target places.
- C. The business can endanger the environment and our health but the people involved know this so they create ways and programs to prevent the pollution.

Recommendation

The researcher recommends that the business be true to their ideal of dedication and service to the people: Their primary goal in mind must be the satisfaction of the commuting people so that they could give a 100% service.

The business must be responsible in its operation so that health hazard such as pollution and accidents will be prevented.

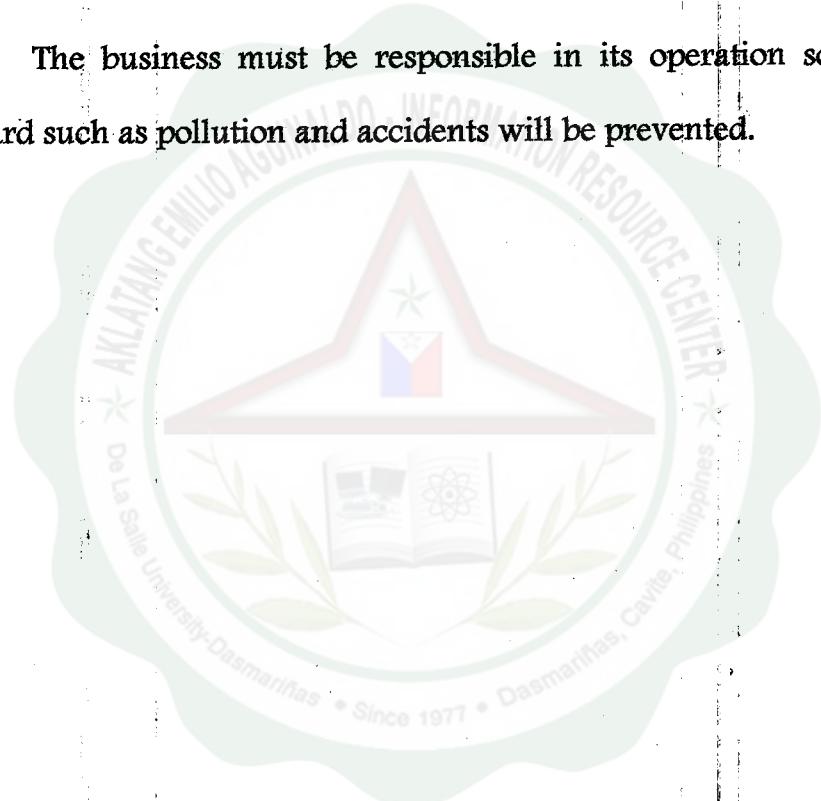


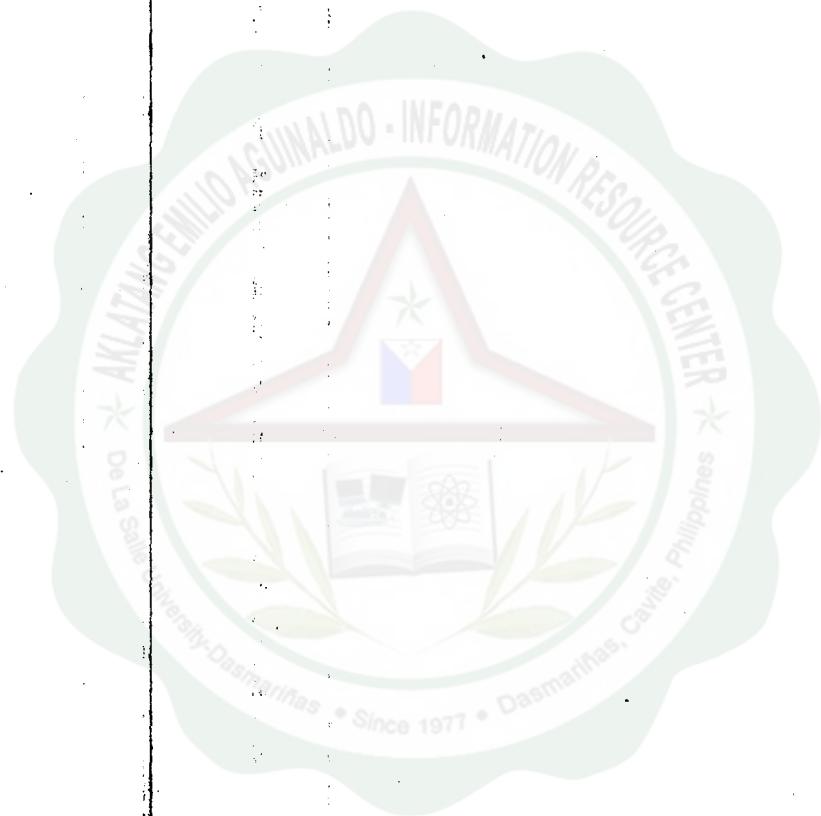
TABLE OF CONTENTS

	Page
APPROVAL SHEET	i
ABSTRACT	ii
ACKNOWLEDGMENT	vii
CHAPTER	
I. INTRODUCTION	1
The Need	2
Objectives of the Study	3
Scope and Limitations of the Study	5
Review of Related Literature.....	6
Definition of Terms	7
Methodology.....	9
Treatment of Data.....	9
II. EXECUTIVE SUMMARY.....	11
Organization and Management Aspects.....	11
Form of Business Organization.....	12
Organizational Chart	12
Personnel Specifications.....	14
Duties and Responsibilities.....	17

Salaries and Wages Administration	20
Hiring of Personnel	20
Orientation and Training	21
Program of Activities	22
III. MARKETING ASPECTS.....	26
Market Description	26
Components of Demand.....	28
Analysis of Historical Demand.....	28
Analysis of Projected Demand.....	29
Components of Supply.....	30
Analysis of Historical Supply.....	31
Analysis of Projected Supply.....	32
Demand and Supply Analysis	33
Marketing Program.....	34
Market Share/Target Market	36
Sales Forecast/Pricing Scheme	37
Trade Practices	38
Channels of Distribution.....	39
Advertising and Promotion	40
IV. TECHNICAL ASPECTS.....	42
The Vehicle	42

Operation Process	42
Garage Size and Operation Schedule	46
Machinery and Equipment	46
Garage Layout	50
Garage Location	52
Utilities	53
Waste Disposal	54
Labor Requirements	54
V. FINANCIAL ASPECTS	55
Major Assumptions	55
Total Project Cost	69
Sources of Financing the Project.....	70
Initial Working Capital Requirement	71
Pro-Forma Projected Income Statement	72
Pro-Forma Projected Cash Flow	74
Pro-Forma Projected Balance Sheet	75
Financial Analysis	77
VI. SOCIO-ECONOMIC ASPECTS	82
CONCLUSION	84
RECOMMENDATION	85
CURRICULUM VITAE	86

BIBLIOGRAPHY.....	87
APPENDIX 1, Derivation of Projected Demand	88
APPENDIX 2, Derivation of Projected Supply	89
APPENDIX 3, Interview Guide	90



LIST OF TABLES**TABLE 1**

Salary and Wage of Personnel 21

TABLE 2

Gross National Product 28

TABLE 3Historical Demand 29
(population Commuters)**TABLE 4**

Projected Demand 30

TABLE 5

Historical Supply 32

TABLE 6

Projected Supply 33

TABLE 7

Supply Analysis 34

TABLE 8

5 Years sales Revenue Projection 41

TABLE 9

Required Machinery and Equipment 47

TABLE 10

Required Machinery and Equipment 53

LIST OF FIGURES

FIGURE 1	Table of Organization	13
FIGURE 2	Gantt Chart – Monthly Program	25
FIGURE 3	Channel of Distribution	40
FIGURE 4	The New TOYOTA GL	43
FIGURE 5	Operational Flow	45
FIGURE 6	Torque Wrench	48
FIGURE 7	Pliers	49
FIGURE 8	General Perspective	50
FIGURE 8	Garage Floor Plan	51
FIGURE 9	Vicinity Map	52