



BY DAVID BOYCE, CEO,  
NZ TRUCKING ASSOCIATION

# NZ Trucking Association offers business mentoring service

**F**or every new small to medium business that starts each year in New Zealand, just under 40 percent of these businesses will have failed within their first five years. So what is the reason that some businesses fail and others go on to be successful businesses? In the trucking industry there are a number of common themes amongst those businesses that fail:

- A lack of basic business skills
- They are over-committed financially
- A lack of understanding of their true business costs
- Have failed to plan ahead
- They haven't monitored their progress
- They haven't learnt from their mistakes
- They haven't sought professional advice
- They don't have a support network of experienced industry knowledge

Most people start their new business with enthusiasm, excitement and big dreams. It does not take long before the reality of running a business kicks in, and then the initial enthusiasm starts to dry up.

Often there is no one you can talk to, at least not someone that understands the issues that you are facing. Some will procrastinate as they are too scared to make a decision. Others will struggle for new ideas to reinvigorate an existing business. Many business owners get so caught up going around in circles in the day-to-day operation of their business that they don't get or take the opportunity to step back and review their business.



Dave Boyce  
with Ellen Voie,  
President/CEO of  
USA-based Women  
in Trucking Assn

NZ Trucking Association offers a business mentoring service, which is free to all members, to help you to avoid making these same mistakes. The team is made up of experienced, successful business people who have a wealth of knowledge learnt over many years operating their own businesses. We also have a huge network of trucking industry experience to draw from to make sure that the advice we give you is the best available. By belonging to the association you not only have access to this service, but you also have many opportunities to develop and maintain an extensive network of contacts with owners of larger more successful businesses that may be happy to share their experiences and help you with some friendly advice.

Owning a business can be hard work, with long hours, and can use up all your energy.

But don't give up, as a successful business can also be very rewarding.

We can help you with information and knowledge to create a successful business, and to help you to think about your business more strategically. We provide assistance with the following:

- Reviewing your actual business costs with our industry leading business cost model
- Reducing your business costs by providing access to our group purchasing schemes, which include major expenses of fuel, tyres, insurance and finance
- Helping you to learn business and management skills
- Assistance with strategic and business planning
- Advice with taxation, GST and PAYE
- Reviewing contractual agreements

- Assistance with employment agreements
- Assistance and advice with health and safety policies and procedures
- Helping you to identify new opportunities
- Helping you to review your overall strategy and goals
- Giving you an unbiased third party to bounce your ideas off
- Helping you to manage your time wisely and to prioritise tasks

Without support and knowledge in running your business, you will end up struggling to make your business a success, and all that hard work, long hours, passion and enthusiasm that you have put into it will be wasted. ■

**For more information, call  
0800 338 338 or email  
info@nztruckingassn.co.nz**

## NZ Trucking Association is opening an exciting new Christchurch Transport Hub

Later this year, NZ Trucking Association is on the move to an exciting new development in the new Waterloo Business Park development in Christchurch. The development is a specifically themed transport hub, a place for transport related businesses to operate from, and is expected to be completed before the end of the year. While NZ Trucking Association will take up the majority of the space, there is room for other businesses to locate in an environment of like-minded businesses.

This new development has been planned with transport access in mind, with the business park having direct access to the Christchurch Southern Motorway, Christchurch International Airport, SH1, the main Christchurch north/south bypass, the Rolleston industrial zone and the main South Island distribution hubs.

The new premises features a modern transport-themed fit-out, with a 30-person conference/meeting room, complete with the latest video conference facilities. The premises include large north facing offices with easy access for trucks to pull up. Included in the development is an adjacent

cafe offering healthy food and your coffee fix.

This is an exciting time for the association that is a result of unprecedented growth in the benefits and services on offer to our members. The new premises future-proofs the association, with plenty of scope for expansion.

Other businesses that are also locating in

the Waterloo Business Park include Tulloch Transport, Conroy Removals, Cardinal Freight, Flyway's, TransDiesel, Midland Brick, Irvine Flooring, Santa Rosa Foods, Hagley Building Products, Davis Foods, Hanham and Philp and a rental car village.

**For more information, call  
(03) 349 8070 or email  
dave.boyce@nztruckingassn.co.nz**



NZTA's premises under construction

**PH 0800 338 338**

**HEAD OFFICE**

NZ Trucking Association, 778 Halswell Junction Road, Islington, Christchurch 8042

**www.nztruckingassn.co.nz**

**info@nztruckingassn.co.nz**