



www.totalmotormart.com

Because we know you have a choice, we never stop working

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TOTAL MOTOR MART CO., LTD.

TOTAL MOTOR MART

Message from the President

TOTAL MOTOR MART OPENS ZAMBIA OFFICE!!!

Your brand name in Japanese motor vehicles is thrilled to announce that your company continues to grow. Just this past month we commissioned the Zambia office!

This was in response to an overwhelming demand and enquiries for our products from the Zambian public.

We have always believed in total solutions in motor vehicle issues and the opening of the Zambia office in Livingstone, to be followed by another operation in Lusaka, will bring convenience to all our clients.

The Zambian economy has been recording steady growth over the last ten years and that growth has resulted in a growing demand for quality reasonably priced vehicles. We will be offering a one stop service from vehicle collection from Durban or Dar-es-Salaam through to after sale service and parts provision.

In the same vein we want to thank all our clients in all corners of the globe from USA, Australia, New Zealand, Africa, Jamaica, The Samoa, Gambia, across Europe, Fiji who have referred people to try our service and wish to reiterate that we will not let you down. Keep spreading the word. This is your brand, proudly Zimbabwe and Pan African!

TMM Marketing Division Alert

The Promulgation of Statutory Instrument 80A of 2007 in Zimbabwe

Our last instalment had our inbox overflowing with enquiries on the best way forward in acquiring a good used Japanese vehicle and further information on lessening chances of being duped of hard earned currency. We welcome all such enquiries and it gives us more energy as we at times ask ourselves if anyone, anywhere is taking time to go through our magazine for the latest information on Total Motor Mart and vehicle importation in general.

On 5 April 2007 the government of Zimbabwe promulgated Statutory Instrument 80A that designated some imported goods as luxury items and thus were liable to have duty being paid in forex. Most were caught unawares by this development and according to some reports, cars could be piling up at the border as importers hunt for the forex required.

People have been having sleepless nights on this development and we urge affected clients not to despair.

Our view is that people will still need to buy cars as it will always be ultimately cheaper to import from Japan. The vehicles have been on our roads long enough to make the argument on their suitability for the African region rather ill informed.

We reckon the spirit of the law was to assist the country harness as much forex as possible and this should be lauded as the forex raised could then help in the importation of medicines and settling of the country's external debt, among a host of other commitments that need hard currency payments.

For those who are contemplating buying a vehicle, please ensure that you communicate on your concerns with us first and then we can see what options workable on an individual basis are available to you.

For those who have cars already in route and they fall under the luxury goods classification list a few options are available range from.

* Approach us for help. Paying in Forex is the only option possible, but lets here from you first.

* There are so many options the Government has put in place, but we do not want to promise you that it will be an easy one, but at least we forward your proposal for help...

* A refund, highly improbable.

The thing to do really is not to panic but calmly weigh the options available. It is not the fault of the buyer or the seller. Some common ground has to be found in order to tackle the challenge at hand. If you opt to have the vehicle under zimra controlled area, this will give you some time to raise the forex component required. Our observations are that importing will still work out cheaper as local dealers have raised the selling prices for their vehicles.

Some have argued that the instrument might be at variance with the RBZ Act., which states that the Zim dollar is the legal tender for transaction but we noted that the 2003 Customs Act Amendment empowers the minister to classify certain goods he sees fit as luxury and liable to pay duty in forex and he has duly done that.

The timing has been the bone of contention but from a cursory glance it appears the authorities have made sufficient legal provisions.

If all concerned work with the same spirit of nation building and not just worry about “number 1” then ultimately the nation stands to benefit.

We are glad to advise that there is a list of vehicles we are compiling which are exempted from paying duty in forex and for further information on this please contact our sales team on tmmsales@totalmotormart.com

Driving of Vehicles from Durban

The Kwazulu Natal local government has just won a case banning the driving of imported enroute to Mozambique, Zimbabwe, Botswana and Malawi on their roads. Subsequently the latest information is that we had won a reprieve but the vehicle licensing department is not giving the temporary driving plates! So the few vehicles going to the border are doing so on vehicle carriers.

We are glad to advise that we are also liaising with the relevant authorities both here and in South Africa for a win-win situation. In the next few days we will have made a breakthrough and Total Motor Mart customers will soon be able to go shop, collect and drive their vehicles from Durban if they so desire.

We are already exploring the alternative Beira route and already a lot of ground has been covered and we will be advising our clients individually on progress and viability of this route.

Service Kits for RVRs, Terranos, Hilux Surfs and Isuzu Trucks

Total Motor Mart has that personal touch with all clients in every corner of the globe. Part of our corporate and business ethos has been ensuring that we provide service kits for all vehicles we supply.

We have worryingly noted that some “orphan buyers” have been languishing with their cars parked in garages as they can not get the appropriate spares for their imports. Hence from April 2007, we have been assisting all clients, old and new with spare parts as long as they provide us with the Car Model, type, engine and chassis numbers for their vehicles. If you are not in the TMM Platinum Club, we will be glad to give you a quotation for parts and please note that we put the package on express mail such that in at most 2 weeks you will have received your parts. Talking of the Platinum Club, have you placed your application as yet? If not please this is your last chance to take advantage of the benefits attendant with being part and parcel of this premier club. If you own a Japanese vehicle, you will need to be a member.

Promotional details are sent each month on specials and discounts available straight to your email. If you bought a vehicle from Total Motor Mart, you could qualify for an account.

If you own a pre-owned or a new direct import from Japan, please feel free to forward your requests to our sales team and whilst at it be part of the Platinum Club.

Serviceing Intervals for Japanese Vehicles

In continuing our community service and addressing burning issues from vehicle owners, we continue with the exciting issue of servicing your vehicle.

Regular servicing will ensure that your vehicle gets a good long lease of life. In the end it far much cheaper than an engine reconditioning that may become necessary due to clogged oils.

We have a rule of thumb that works for most vehicles.

For diesel engines, we recommend an oil change every 5 000km and diesel and oil filter change every 10 000km. For the air filter 10-12000km is ok.

For petrol vehicles at least the 1996 models and above oil change every 5000-10000km is ok. Plugs and air filters will need a replacement at 10000-15000km. Petrol filters also need to be changed at 10000km at most.

These are not absolutes but the earlier you change the service part, the better.

Remember the timing belt, water pumps, diesel pumps and even petrol pumps will need replacement to keep your vehicle in top condition.

Do you have a burning issue you want us to cover?

As always we welcome your questions and the information we write are just highlights of volumes we have at our offices. Please write to us suggesting any topics on vehicles you would want us to cover. Email customer services on tmmsales@totalmotormart.com.

FARMERS UPDATE

TRACTORS, PLANTERS AND PLOUGHS

Great news for all our farmers! Please note that we can now transport straight to your doorstep tractors and all the accessories you require in the road to becoming a successful farmer. Your equipment wont be delayed a day longer.

We have power plants in all shapes and sizes and do not be left out. Start preparing for your winter crop and the next summer crop now. Forward your requirements straight to your man on the ground Peter Gamundani on peterg@totalmotormart.com

www.totalmotormart.com

PLATINUM DEAL OF THE MONTH!



JD Tractor 80HP, tires still in great condition. Please send us an email. We want to here from you from Zambia, Zimbabwe and Malawi.

Plough or Disc Harrow will be a complimentary option, supplied for free.

Special of the Month. 1999 Mitsubishi Pajero io, 1800cc Petrol, ps, pw, pm, ac, radio+cd & tape 78000km US\$5800 FOB JAPAN. 5% Special Discount!



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“Hope this reminds you of Zambezi/vic-falls!” HENRY C.L

TOTAL MOTOR MART CO.,LTD. Has got what it takes to take our name to great heights. ZAMBIA here we come! The two units below are for our Zambian Brothers, shipped from TMM stables in Japan... to TMM Zambia.

