



•Peter Gamundani
CEO TMM
peterg@totalmotormart.com

Message from the President

In the December issue we had promised that we will hold the Total Motor Mart annual luncheon and requested that you make it a point to be there! It was surely a day to remember and certainly it was “*Asipo Haapo, Ongeko angeko!*” What a memorable event! What with the melodies of Ihawu Lesizwe and the traditional regalia. We had senior guys and the who’s who of Harare swaying to the melody of the African rhythms.

From my opening statement, I am sure you will by now have deciphered that I was home, kumusha for the end of year break. It was a chance to meet and mingle, away from cyberspace with some of our clients. They had opportunities for heart to heart and frank discussions with the whole Total Motor Mart team. The Master of Ceremony, Dr Shoko had us almost collapsing when he invited the guests to share their personal experiences with Total Motor Mart! The

ball got rolling in earnest and in the end it confirmed what we have been aiming for all along. Total Motor Mart is the premier player in client focused packages. The testimonies witnessed will only spur us to set even bigger targets for 2007. We also had clients who were returning residents clearing their vehicles and it is critical that if you are claiming the returning resident rebate, you advise us in time to ensure that the process is smooth right to ZIMRA releasing your vehicle.



*Ihawu Lesizwe Traditional
Dancing Group..*

Total Motor Mart SUV Month

New things as usual are in the offing for the older and new clients. This year every two months we will be running themes and promotions. For the months of January and February 2007 we are running the TMM Truck Month. The basic being that we will be focusing on trucks as we scour the showrooms and auctions for our Japan showroom. So if you have had a 4 x4 in mind for some

time, now is a good time to get in touch with our sales team for a good deal. We have a dedicated team on vehisales@totalmotormart.com. Don't delay a second longer get in touch now to get the latest lists in the Hilux Surf and Nissan Terrano range. There is also a choice range of Honda CRVs. Of course we can talk 4x4s without mentioning the Pajero. We have very clean petrol runners in all these ranges and of

course if you have a special spot for diesel power we will get it for the Toyota and Nissan ranges.



2007 Promotions Summary

January and February 2007 are your SUV months. This is just a snippet of the other exciting promotions following. Look out for the Total Motor Mart Truck month coming soon where a wide range of Isuzu, Toyota and Nissan trucks will be available on the buffet to satisfy your thirst for strong reliable trucks. And this is not all bargain hunters can whet their appetites with

rock bottom prices coming from March 2007 in the sedan vehicle range. And we repeat that being cheap does not in any way translate to that car being a *skoro skoro!* These are strong vehicles that will take you from Durban to Lusaka, no problem! Because of our wide partnership with auction houses, these bargains come to us and we want our clients to benefit

from this position.



“Total Motor Mart strives for something different, all the quest to widen choices to our customers”



Total Motor Mart Co.,Ltd. Make it a point to service and inspect all vehicles before shipping. Our Growth has been enhanced by shipping 100% Trouble free Vehicles.

GENERATORS

It is time to say goodbye to power cuts! We have state of the start silent Generators. We have just concluded a partnership agreement with the main supplier in Japan and we will have exclusive

distribution rights in the SADC region. We can easily supply 5.5Kv to seriously heavy going 30Kv powerhouses. These units can reach customers within 2 weeks. Corporates are

advised to give us a call on group schemes we have and company products we can offer. If you have up to 5 people needing generators, we will be able to come up with a payment schedule and special discounts.



The Automatic Vs Manual Transmission Debate

We seem to have started a savanna wildfire when we initiated this debate in our October volume and we note a number of car magazines have also featured the topic in their editions.

We had noted that the newer high value vehicles are coming exclusively in automatic transmission and all markets have to be ready to embrace this "old", new technology. We can only advise technicians and mechanics in our traditional markets to ready themselves to service these gearboxes. With sufficient maintenance, they run trouble free, longer than you can even imagine.

After all everyone becomes a good driver once they are using automatic transmission. There will never be that cranking of gears and you won't burn the clutch.

We have left the technological pros and cons to experts but we can assure you that once you get a vehicle with auto transmission, you will be asking yourself why you hadn't tried it earlier.

In the next issue we will have a discussion on auto-manual transmissions, and electronic and steptronic transmission. Be sure to keep

on watching the Total Motor Mart Website for more on this debate.



We make it a point to guarantee all our vehicle shipments. Peter, makes it a point to inspect every single vehicle before it is shipped.

Profile - PATSON BERNARD GAMUNDANI

Most of our clients overseas who have sent cars in advance of their arrival or have bought vehicles for relatives back home will be aware of the name Patson. The gentleman with the temperament of a dove is your man on the ground in Zimbabwe and is available 24/7, 365 to take care of all concerns. Total Motor Mart clients in Zimbabwe and abroad, here is your point man on all matters that can not be concluded over the phone or on e-mail. He is ever available to facilitate with the collection of your investment from Durban or Beitbridge, process the clearing and do the registration. And of course he

will deliver the vehicle to any destination in Zimbabwe, direct to the doorstep!!

This process requires total dedication and commitment, coupled with a cool head. Patson is also in control of our computer and IT related solutions. Currently, work is at an advanced stage for Total Motor Mart to branch into the strategic IT area and this is the point man who will spearhead development of that operational niche. Total Motor Mart through its subsidiary will be on hand to supply all your software requirements and all the

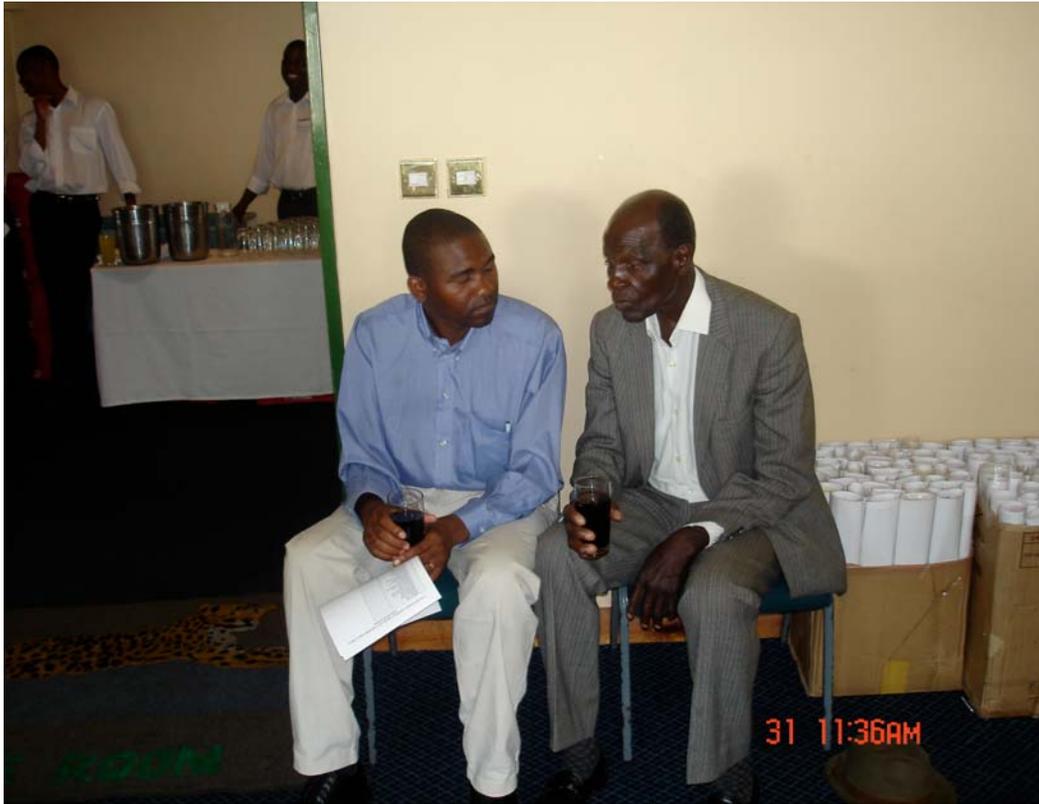
computer hardware related needs. The opening up of this operation has been due to a demand from our clients for quality electronic hardware and reliable back up. Patson has always been in the IT industry and the opening up of the proposed operation will go a long way in our quest for a one stop shop for all our clients' vehicle and computer needs.



Pictures from the Total Motor Mart Cresta Lodge Function



Tete Marembo was on hand with her kind words of encouragement. She was very clear that all enterprising young Zimbabweans needed to be supported by people locally and those in the diaspora. She is based in London and was home to attend the function and also meet with colleagues and friends.



Sekuru Dube and Dr Shoko, very important men!

Sekuru Dube (Mudhara wemhazha) came all the way from Kumusha to all experience the fruits of his effort. Here is the man who took Peter on board as a young man and imparted his wisdom and time in nurturing him to a fully grown man. Here we are sure Dr Shoko was saying:

“You see sekuru, what can happen if only people follow the advice of elders, elders and try to do their things in a straightforward manner! I will from hence try to be more like you and mentor my own Peter!”



Dr.Shoko behind the Podium Navy blue shirt, just behind him is Peter Gamundani.



Ihawu Lesizwe, in one of their scintillating performances. Extreme left: Mr. Michael M.(client). Talking to one of the performers, Chunky, during their performance break.