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TOTAL MOTOR MART CO., LTD.



Zambezi River : Pictured is our Zambia Partner with the Husband with one of the Courtesy Vehicle for our Country Office.

Message from the President

The buy Zimbabwe campaign in my view has not yet received the due attention it deserves. In business, it always helps to have contacts and clients referring friends and colleagues to try your service. In this vein, I sincerely wish to extend my gratitude to a large number of Zimbabweans in the diaspora who have favoured us with their patronage and have been referring other people to procure vehicles from us. In most cases it is one call or email and the deal is sealed. On our part we will strive to surpass your expectations and promise to deliver as promised. My kudos to brothers who have hosted us on their websites and this spirit of Africans helping and propping each other can only make our stay away from home worthwhile. Support a Zimbabwean, support the nation!!

This month, we are happy to advise our clients that your premier vehicle supply company is now fully operational in Zambia. Our presence in this growing economy can only be beneficial to all former and future clients. Now one on one interaction with the Zambia office personnel is now a reality. We have deliberately started with the resort town of Livingstone which is experiencing phenomenal growth and we are convinced our being there at this time can only result in benefits to us and all our clients and friends. As all those in the know have come to expect, we are also actively fine-tuning our famed door step delivery. Just put all the hassles in our hands and we will ensure we perform beyond your expectations.

Because we know you have a choice, we will never stop working for you!

Peter Gamundani President / CEO TMM CO., LTD.

TMM Marketing Division Alert

Genuine Parts for your Vehicle

- In some of our markets where dealers have problems stocking service kits for Japanese marquees, some have grown to the phrase “But the air filter for your RVR is the same one as for the Mazda B2500!” Often they look and feel the same but the first thing which should get you worried is that one is a direct injection engine and the “suitable replacement” is for a vehicle with a carburetor. The quality and texture of the material is never the same with cheap imitation or replacements often of inferior build and qualities.
- We insist on genuine parts for your vehicle as that aids in giving it significantly longer and trouble-free mileage.
- Genuine parts ensure everything is as it should be thus you get good fuel consumption, which is a major factor in this era of rising oil prices and the need to be environmentally.
- Genuine parts will fit in correctly and not result in you having to do modifications which ultimately can and will affect the performance of your car.

Much as it might be cheaper to attempt the minor service on your own, ultimately it is so much better to have a qualified technician do it for you. It is highly likely you might not have the right tool for the right job and some processes require delicate assembly lest you break some electrical or plastic components.

And finally please let us procure genuine parts for you. In your orders please forward the engine and chassis numbers. This will make us double sure that the part we are ordering for you is the right one.

Total Motor Mart. Delivery Team

Today I revisit an issue I touched on slightly in our February issue.

For clients getting their stock from Total Motor Mart, we can clear their vehicles at Beitbridge, Victoria Falls, Chirundu or Kariba border posts. Every care is taken to ensure that the vehicle is fairly assessed and at times we have appealed on behalf of clients where the duty charged has been on the high side. This is enabled by our knowledge of the intricacies of the transactions and this is our demonstration of never stopping working for you.

We are in the process of ensuring that each vehicle sold will now have a picture and its FOB price information, as appearing on the website included in the package sent to the client. We noted this greatly assists customs staff in assessing a “fair value” for the vehicle. This is all to ensure no stone is left unturned in our mission to achieve total customer satisfaction. We urge our clients to also comply with their country’s legal requirements as ultimately it is cheaper to do it right the first time. It is never worth it to cut corners and “tear through the bureaucracy!”

There is a list of recommended vehicles for each country we generated. This will assist the client in their preparation of the approximate duty requirements and the duty regime to be charged. We

can advise offhand that for Zimbabweans we do have stock that will attract duty in local currency and all would-be buyers should take advantage of this window to get their stock now.

Durban and Port of Beira Update

Last month we touched on the challenges of bringing in vehicles by road from Durban. Because the temporary plates are not being issued out, some daredevils are driving through the night and risk getting caught and having the vehicle being impounded and the agent fined heavily. This type of risk, we can tell you from the onset that it is never worth it, the way to go now is to work within the confines of the law.

Right now there is a huge backlog of vehicles requiring transportation to Beitbridge with 3 months being a normal minimum waiting period. But don't despair as for TMM clients, we guarantee a period of not more than 1 week for your vehicle to secure transportation to the border. We have entered into agreement with a vehicle carrier company and our stock always gets priority. On the client's part, we only urge that port charges and the vehicles transportation charges be quickly settled to ensure that your vehicle is not unduly delayed and also that you do not incur punitive storage costs.

For those thinking of Beira as an alternative route, please get in touch with us on **tmmsales@totalmotormart.com** for weekly updates on progress in our discussions with the port authority and their current capacity and requirements.

Total Motor Mart in the Community

Are you aware that for every dollar that you invest in getting stock from Totalmotormart, at least 5 cents goes back to the community?

Total Motor Mart has active and continuing community service programmes. In Tanzania we have donated and are maintaining a vehicle being used in the Same Diocese. In Zimbabwe we have programmes with rural development associations and schools. We procure vehicles for needy communities. We have a huge list of needy groups and we urge all who might feel the urge to do something for their communities to partner with us.

Our Scholarship Scheme has taken off and currently we have two tertiary students we are paying tuition and living expenses for.

Donwell Muparaganda is a first year Bachelor of Accountancy student and Leon Nyamande is also a first year Bachelor of Sociology student. We identified the two students as most needy and the only condition we put on the bursary is that they pass all their courses each semester.

We are drafting memorandum of association with organizations looking after orphaned and vulnerable children. Our focus is on AIDS orphans and it is our firm conviction that everyone should get involved in the effort to eradicate this pandemic which is decimating our societies especially in southern Africa. Each little effort will make a difference as there is no family that has not been affected in this part of the world. As a corporate entity, it is incumbent upon us to ensure that communities from which current and future clients emerge from also benefit from their association with TMM.

May I invite Africans in the diaspora to write me with their contributions on what and how their societies should partner others in eradicating poverty in the third world.

With this, I leave you to look at our platinum deal for June. Hurry and get your hands on this machine.

TRACTORS, PLANTERS AND SPRAYERS!!!!!!

We have in stock a wide selection of tractors in all shapes and sizes at rock bottom prices. These workhorses will give you thousands and thousands of trouble-free hours hard at work in you tobacco or wheat fields. Our express delivery service ensures it is delivered straight to Harare from Japan in at most 6 weeks! Place your order now and be the envy of fellow farmers.

Drop an email personally to Peter on peterg@totalmotormart.com and get a feel of the tractors, sprayers and planters we have in stock.

There is also a huge selection of branded quad-bikes for that leisurely ride around the fields.

PLATINUM DEAL OF THE MONTH! HURRY FOR OUR JUNE DEAL OF THE MONTH.

1992 MITSUBISHI PAJERO 2500cc Diesel ,power steering, power window, air-con, radio and tape +CD, sport lights, sunroof, Manual 5F, runner boards. Back-step. Pearl white+ grey under Guard coating 105 000km **US\$4900 FOB JAPAN**

You are free to ask for clear pictures. The vehicles from previous specials are all sold.

All our Vehicles come with money back guarantee. And full back up of spares...

