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[www.totalmotormart.com](http://www.totalmotormart.com)

“Because we know you have a choice we never stop working  
for you”

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# The President's Message



## Vehicle Importation Alerts

Admittedly the payment of duty in forex left a good number of our clients with more headaches than joy. The October to January period has a lot of challenges for us in the shipping schedules. At times we experience shipping delays due to issues like the weather. In winter, it is very difficult to charter space in a vessel bound for our regions. Some operators are in the habit of chartering the whole vessel and just throw in all kinds of vehicles and hope for the best wherever they will land. Our mailbox is full of enquiries for parts and assistance from clients whose vehicles have failed to run from Beitbridge to Harare. There could be issues with the transmission or even total engine failure. This is not an exaggeration as you will have given your hard earned cash to a faceless enterprise and the often quoted and abused term of *voets toets* is often shoved down your throat in the event of you being unfortunate to have layed your hands on a non performing vehicle.

Vehicle buying should never be like black jack played at the casino. A client must never cringe and pray that they will get a good vehicle.

At Total Motor Mart we have a deliberate policy of ensuring that the vehicle we supply will run for at least 100 000km trouble free. Why do we insist on this? To start with Total Motor Mart was borne out of a genuine concern for total client satisfaction as we know vehicles are a good store of value to every market we ship our products to. We have the clients who have experienced our commitment to excellence to witness our Total Motor Mart commitment to client satisfaction. We never abandon you.

Finally in our installment on client alerts, please if you have a vehicle at the border for which you are raising the forex component required, just ensure you do so on time. The price of buying a local and landed one has just shot up exponentially. Do not be taken in by smart Alecs who advise you they have ways and means of getting the car out. ZIMRA's system will eventually get you. At Total Motor Mart we insist our clients give the tax man his due. It is so much better for you and the country. You don't want to be driving constantly checking your rear view mirror checking if you have gotten away with it.

Stay Safe.

*Peter Gamundani*

*President Total Motor Mart Co. Ltd.*

# INTERESTING FACTS ON MANUAL VS AUTOMATIC TRANSMISSION

## INTERESTING FACTS ON MANUAL VS AUTOMATIC TRANSMISSION

In Japan 86% of vehicle sold have automatic transmission. In the USA 80% of the vehicles sold also have automatic transmission. I have had to revisit this issue because of the number of clients enquiring on why our automatic transmission vehicles are generally cheaper. It is essentially a market driven phenomenon in which clients in our traditional sub Saharan markets are hooked on manual transmission. Some prophets of doom have also served to fan the ignorance on automatic transmission.

Our readers will know that the newer versions of most Japanese and European descent at the top end of the market are exclusively automatic or have some kind of tiptronic or steptronic or manutronic transmission.

We often hear of but if the gearbox breaks down how will you repair it without local expertise. This has me wondering as I have rarely come across a broken down automatic gearbox. How many of us have driven the so called manual vehicles and we are told "Eh, be careful gear number 3 often slips and there is no 5<sup>th</sup> gear!

I believe we have opened a pandora's box as most who have driven vehicles in Africa will attest to this.

Try automatics, once hooked, I tell you wont let go! If you drive an automatic and it is not giving you much satisfaction have the torque converter chip replaced and put in new transmission oil, you will be amazed at how much this minor procedure will give you instant results.

I leave you with the following information to make your choice on what could be best for you.

### Automatic VS Manual Transmissions: Friends Or Enemies?

#### Go Manual

- Sometimes it pays to have more control over gears. To give you more control in tough climate conditions or when negotiating a steep curve.
- Cost, cost, cost. The mileage on your automatic transmission car will drop 10% compared to manual transmissions. Automatics are known to consume more fuel. Also, they'll probably be more expensive in the first place- \$700 or so on average. (True for the older cars, 1980 and before!)
- If your automatic breaks down, you'll need jumper cables to restart the engine. Otherwise have those towing company numbers handy. Which means always ensure your battery is in tip top condition!

#### Go Automatic

- Generally this kind of transmission is easier to operate. There are only two pedals. In a traffic jam, this is a big plus.

