

Total Motor Mart Co.,Ltd.  
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HARARE ZIMBABWE  
SEPTEMBER 2007 ISSUE

# TOTAL MOTOR MART CO., LTD.

ZIMBABWE SARPCCO GAMES 2007 OFFICIAL SPONSOR!

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



# Message from the President

## We enjoyed the SARPCCO Games chief!

I would like to welcome you to the last quarter of the year by thanking all our clients, past and present for forwarding information as we requested in the August issue.

If you have not yet done so please revert to our last issue for information we require. As always we value client confidentiality and this information will not in any way be shared. It is strictly to enable us to quickly resolve your service kits and parts issues.

At the same time it also gives us a sense of pride and achievement to update you on the progress of TMM scholarship recipients Mr Muparaganda and Mr Nyamande that their results are in and they passed. Gentleman keep at it and lay the benchmark for all those still in high school looking up to you.

The SARPCCO games have come and gone. To the Zimbabwe Republic Police team, our kudos for lifting the flag high. One thing though ladies and gentleman, I must say the Tanzanians were showing you clean pairs of feet in the athletics events and next time we must win the soccer games. You did very well and at Total Motor Mart we will continue to partner our police force in all such events.

We look forward to the Commissioner's Funfair and for 2007 it should be bigger and better. All the same, well done to Police Commissioner Chihuri, and his team for the memorable games.

## WHEN IS A PART GENUINE?

When in the market for parts, you often hear the term "OEM". The term refers to Original Equipment Manufacturer. A common misconception is that the major car manufactures create their parts. In fact they often commission independent manufacturers to supply and create the most efficient part for their cars. These parts then marked genuine, are sold exclusively to authorized dealers and repair shops. Total Motor Mart as a member of the Japanese used car dealers member is authorized to stock and disburse all genuine parts for all makes hence our often quoted cliché, "If it is Japanese we will get it!"

How then will you know that you are buying a genuine part for your vehicle? Ordinarily, it is very difficult and your best bet is to get your part from a reputable supplier.

You might spend a little extra on the genuine part and if you are purist like us knowing exactly what you are putting into your vehicle makes it well worth the expense.

You will know you are giving your vehicle a new lease of life and you will eliminate fickle parts performance. Even when you did not buy your vehicle through us, we are giving you an opportunity to keep your car in fine condition. Drop us a line for all your parts requirements.

## **FOB PRICES and CIF ON THE TOTALMOTORMART WEBSITE**

We are exporting to all corners of the globe and we noted it makes it easier for our clients to then factor in the shipping and insurance charges for their vehicles. So most of our vehicles are quoted Free on Board meaning freight and insurance has not been added on.

Often we have vehicles on specials with freight charges included for specific markets but this is in exceptional circumstances.

However it should not deter you as we often charter ships when we have large stocks going to specific regions and our freight charges ultimately become very competitive because of sheer volumes and the attendant economies of scale.

Over the last year our region of focus has been the SADC area and this has resulted in many concessions for the bargain hunter.

At times the vehicle is quoted CIF and this simply means Insurance and Freight inclusive in the total cost. Charges for freight and insurance vary depending on the volume of the vehicle and you should feel free to contact us for approximate costs for the particular type of vehicle you are importing.

### **END OF YEAR SALE**

The Northern Hemisphere is about to enter the winter means and this translates to fewer cargo ships leaving Japan bays. If you have been intending to order a vehicle for yourself or your loved ones from Japan and you want it "Home for Christmas" don't procrastinate any further, place your orders without further delays.

We are guaranteeing speedy delivery on confirmation of your transfer in the coming 6 weeks. Once you have identified a vehicle, and there are many on specials at this time, please send your reservation right away.

## **Total Motor Mart Christmas Fever Bug and Sedan Give away Promotion. SPEND US\$8900 CIF PRICE.**

We have re-launched the popular buy one, and you might get one free promotion. This is limited to specific type of vehicle purchase, any purchase of over US\$8900 CIF Price, Buy Trucks, Pickups, Combis (commuter) type and farming equipment from Total Motor mart and you can literally drive away with another vehicle for free. The only condition being you will have to foot the freight charges whilst we take care of the insurance and vehicle cost for you.

Just imagine it, you can buy a 2 ton ISUZU ELF Truck or TOYOTA HIACE and win a Nissan Sunny or any Sedan! So we urge our clients to be on the ready and not to be left out.

Also check our huge selection in the sedan range. We have new stocks coming in from November and we are literally clearing house.

Just note the stock on site and drop us a line for some lines not on the website. We will be glad to mail to you a catalogue of units we have and no obligation or strings attached.

**HURRY ORDER YOUR TRUCKS, HIACE COMBIS FARMING EQUIPMENT AND YOU COULD WALK AWAY WITH ONE SEDAN VEHICLE FOR FREE. THIS PROMOTION LAST UNTIL**

**MARCH 31<sup>st</sup> 2008.**

**CONDITIONS ARE SIMPLE ANY PURCHASE OF MORE THAN US\$8900 CIF PRICE, AUTOMATICALLY BECOMES A WINNER.**

**YOU MEET UP YOUR FREIGHT COST AND WE WILL SUPPLY A WELL SERVICED VEHICLE.(SEDAN in TOYOTA, MAZDA, NISSAN OR HONDA RANGE )**

***GOOD LUCKY... DO NOT WAIT!!!!!!!!!!!!!!!!!!!!HURRY PLACE YOUR ORDER NOW!***



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