

Ford Motor Company
O F S O U T H E R N A F R I C A

Chief Director
Contract Management
Private Bag X49
PRETORIA
0001

February 1 , 2007.

Dear Sir,

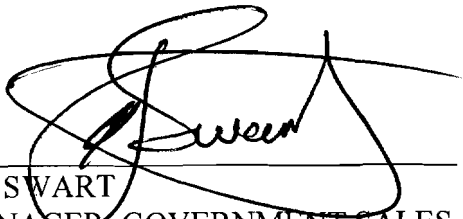
TENDER RT57-2007 CV - APRIL 1, 2007 to MARCH 31, 2008.

We have pleasure in submitting herewith our offers against the above Tender and trust you will find all the information contained in the relevant documents to be in order.

Supporting comments to this letter are contained in the various sections of this document and for easy reference we have included an index of contents.

Should any queries arise we would be pleased to assist in clearing them up.

Regards



A.J. SWART
MANAGER: GOVERNMENT SALES
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ATTACHMENTS

- DEALER LIST
- SERVICE PLAN SCHEDULES
- DELIVERY COST SCHEDULE
- POD COST SCHEDULES : DATA DOT SCHEDULES : OTHER COST SCHEDULE
- SBD FORMS
- BROCHURES

1. PRICING

FMCSA Tender prices for FORD and MAZDA products will be firm as per the SCC paragraph 8 and only subject to the fluctuations in the rate of exchange as per paragraph 8.1.1 a.

It must be noted that FMCSA do, on certain models, use more than one exchange rate to source components. They provide only for one exchange rate. FMCSA want to place on record that price adjustments will be monitored and should there be a negative effect, it will be expected that the necessary correction will be done.

We enclose a listing detailing the currencies applicable by model for record purposes.

THE INVOICE PRICE OF VEHICLES SUPPLIED WILL BE BASED ON THE DATE OF INVOICE FROM FMCSA, PRETORIA.

Vehicles will be supplied on a first-come-first-serve basis.

Departments MUST please confirm availability prior to placing of orders.

2. VOLUME STATEMENT

This is indicated on the respective tender schedules. **Higher volumes can be negotiated by departments.**

3. PRICES FOR METALLIC AND NON-STANDARD PAINT

R1140.00 (including vat) is payable for Metallic paint, Special paint for all FMCSA vehicles.

Special colour orders will only be accepted in minimum quantities of 10 or more at time of order placement .

4. 3 YEAR / 100,000 KM WARRANTY

Please be advised that all vehicles (excluding response type vehicles) will have a 3 year / 100,000 km warranty. In addition all Ford and Mazda products have the 3 year unlimited kilometer AA Roadside Assistance Programme as well.

The stipulations of this warranty will be as per the owners manual and it is the responsibility of the owner of the vehicle to ensure that full understanding and compliance to the conditions are achieved i.e. only authorised Dealers to service and maintain the vehicle as per the service schedules during the warranty period.

Special Requirements and Conditions of Contract 11.4 b, page 19 indicates that should a new vehicle be damaged in transit or during delivery to the customer, the repaired vehicle will not be accepted.

The position of FMCSA is that only damages that CAN be repaired to place a vehicle in a new car condition will be conducted as only new parts and approved panel beaters are used. This is in line with the stipulated warranty conditions and it is accepted that such a repaired vehicle will be fully covered under the new vehicle warranty.

5.3 YEAR / CORROSION WARRANTY

FMCSA offers an in-house 3year corrosion protection warranty on all products. Details regarding this corrosion warranty is enclosed for your perusal.

Important conditions:

- It is mandatory that vehicles be presented for corrosion inspection every 6 months at the franchised Dealer, i.e. Ford products - Ford Dealers, Mazda products - Mazda Dealers,

It is critical that the Dealer stamps and signs the warranty booklet as proof of inspection done.

- Failure to have these inspections done as stipulated will invalidate the warranty.
- The cost of R57.00 (including vat) is payable for these inspections by the Departments.

6. DELIVERY TIMING

All vehicle delivery times have been listed in the respective tender item documents. However, the quoted delivery time only recognise that of the basic vehicle as specified for each tender.

Should FMCSA receive multiple bulk orders from more than one Government department, the rate and time of delivery to those departments could be lengthened. Expedited delivery could however be negotiated against specific orders if required.

If vehicles are to be sent to dealers for PDI and hand-over, an additional one to two weeks will be required.

Ldv's requiring standard specification canopies (which are items made and fitted at vendors) Will require only 4 weeks for completion after receipt of the vehicle by the vendor. The exception will be the conversion of ambulances that will require a further 4 to 6 weeks. Every endeavor will be made to improve on this quoted timing by all concerned.

If orders/deliveries span our annual shutdown (December - January) and additional three to four weeks are required.

Non-standard colours and special paint will require an additional six to eight weeks prior to commencement of production. A paint sample of the required colour must please be submitted with these orders placed.

Please note that delivery periods quoted are given in good faith and should our tender be accepted, Every endeavor will be made by all concerned in the FMCSA organisation to ensure that these deliveries are strictly adhered to. We can however not be held responsible for any delays in shipping, delays in obtaining material from outside suppliers, or any other circumstances beyond our control, both locally and overseas.

In view of the above and our build to order process, it is inevitable that orders placed in month B and C will only be supplied in month E and F. Departments are therefore urged to place their orders soonest.

7. STORAGE PROTECTION PROCEDURE

It is recommended that all vehicles purchased from FMCSA which are to be stored inland for 3 (three) months or more are provided with storage protection. Those to be stored within 30 kilometers of a coastal belt require storage protection if not put into use within 1 (one) month.

Procedure:

- Underbody/Chassis - Spray application of a tectyl wax to all underside surfaces and suspension components.
- Over-body Surface - Spray application of a hard wax product to protect the paint surface against fall out and also external hardware such as locks, badges, wheel rims and wheel nuts.
- Engine Compartment - Spray application of a tectyl product to prevent corrosion of brake and clutch pipes and fittings plus any other ferrous fittings that may be subject to rust.
- Cleaning Off - To commission the vehicle the external wax protection will require to be cleaned Off using a steam, power paraffin and soap suds cleaning process.

8. DEALER HANDLING FEE

R342.00 (Including Vat) is payable where a Dealer is expected to deliver the vehicle to the premises of the Government department. Your order must clearly identify this requirement.

9. PRE-DELIVERY SERVICE (PDi)

It is mandatory that each vehicle sold by FMCSA is prepared for delivery in accordance with the procedure published by FMCSA. These services will be performed through **ONLY** the authorised Dealer Network and the cost are included in the price of the vehicle.

SMME's (Pdi)

- The retail side of the motor industry is a complex and very competitive one. Local Motor manufacturers, in order to ensure the viability of their Dealer network, are following a strategy of having less dealers in order to support Dealer volumes, turnover and profit opportunities.
- This is a result of the decrease in import duties that are allowing the influx of every international manufacturer into the country. Imported products such as Daewoo, Hyundai, Peugeot, Kia, etc. are all having their share of the market, resulting in less volumes and the diminish of many smaller business operators.
- Pre-delivery services cannot be given to the very small operators. All vehicles on their premises must be covered by insurance against fire, theft, hail and damage and this an added financial burden for these operators that are struggling to survive.
- The above results that the remaining authorised Dealers are having annual turnover numbers way in excess of the indicated SMME values.
- Franchise rights must be protected and subsequently only authorised Dealers are allowed to sell and service FMCSA vehicles. Pre-delivery services cannot be given to independent operators who are not authorised franchise Dealers.
- In terms of Ford Motor Company activities with regard to BEE activities, please refer to our attachments. (SBD 5)

10. VEHICLE IMMOBILISER / ALARM / SPAREWHEEL LOCK

FMCSA products are fitted with immobiliser systems. Some FMCSA vehicles are fitted with a remote alarm. (Refer to category vehicle questionnaire)

All Lcv's are fitted with a spare wheel locking facility (no lock provided). All LCV,s are fitted with a unique bonnet locking device which is controlled by the immobiliser.

Note:

- This excludes the Bantam series.

11. GEAR LEVER LOCKS

A variety of locks, all VESA approved, are available and will be fitted at the Dealers. Please note that Ford Focus vehicles do not have an approved local gearlock available.

12. BODY BUILDERS

FMCSA may be making use of the following Body Builder / Suppliers during the contract period:

CabWorld, Getec, Khopotse Canopies.

Note:

- All body builder work done only carries **12-month warranty on workmanship.**

13. CERTIFICATE OF PARTS AVAILABILITY

FMCSA (Marketing) (Pty) Limited policy is to make available all normal serviceable items of a functional nature for a period of up to 10 years, dependent on the demand. This covers all vehicles in our range and the period is often extended should the demand for any part continue to exist.

Our policy is governed by the availability of parts from source companies, and should there be no movement or demand for any part for an extended period subsequent to the discontinuation of an particular model, the part will no longer is carried in the range.

FMCSA (Marketing) (Pty) Limited carry in their Parts Division Warehouse in this country, an adequate parts inventory to service the complete range of Ford and Mazda vehicles.

Our present inventory levels stand at approximately R330,000,000 at recommended retail prices.

These stocks are in addition to those carried by our countrywide Dealer organisation, the value of which is estimated to be in excess of R300,000,000.

Note:

- For the reason that many of the parts applicable to our range of vehicles are interchangeable or common, we are unable to specify the exact value of parts carried for any particular model.

- All prices published in our pricelists and microfiche are retail prices inclusive of VAT and are subject to discounts as indicated for the Government departments. Copies are available on request.

***** ALL PRICES ARE SUBJECT TO CHANGE WITHOUT NOTICE. *****

14. DISCOUNT FROM DEALERS

While we do provide a suggested Retail price, the franchised dealers of Ford Motor Company of Southern Africa (Pty) Ltd. have absolute discretion regarding the price they charge for parts and accessories supplied to customers. The dealer discounts below serve only as a guideline and it reflects voluntary (unsolicited) business practices.

Discount Table (Mazda & Ford)	Dealer Indicated Discount
• Service, Maintenance and Collision	25%
• Repair	20%
• Accessories & major assemblies	10%
• Re-manufactured Assemblies	Net

Note:

- **Discounts:** Are deducted from the dealers' retail (list) price, which may differ from the company's recommended retail price.
- **Delivery period:** Off the shelf depending on availability.
- **Stockists:** FMCSA and their appointed Dealers.
- **Orders Ex Dealer:** Directly to the Dealer Network.

15. DEVIATIONS

Deviations from the specification called are:

- The date of receipt of a vehicle by any Government department is considered to be the date the warranty becomes effective. This is due to a computerised warranty control system.
- Should vehicles not be placed in service on that day, it will be the **RESPONSIBILITY OF THE GOVERNMENT CONCERNED TO SEEK APPROVAL** from FMCSA in writing for a later date of warranty commencement. Vehicles not intended for immediate use should be treated as per FMCSA's Vehicle Storage procedure - refer Point 7.

16. PRODUCT ISSUES / SPECIFICATION CHANGES

Ford Motor Company of Southern Africa (Marketing) (Pty) Limited will, on a "running change basis" alter product specification during the year 2007/8. Whilst every effort was made to obtain the latest specification detail for these changes, certain product may well be altered and minor specification changes and appearance alterations may occur versus the products offered on Tender.

FMCSA (Marketing) (Pty) Limited therefore respectfully request that we be absolved from the duty of delivering such nominated product as offered in the Tender and will, in consultation with the Department concerned, offer the alternative or "upgraded product" as available.

We do not anticipate any major specification differences to occur other than those listed.

Product issues

The Mazda 3 MPS will be available in the last quarter 2007.

The new Ford Ranger light commercials vehicles will be available during the last quarter 2007. Introduction dates will vary, starting from September and October onwards. The new Mazda Drifter products will only be available in the first quarter 2008. We are placing both the old and new level vehicles on tender and availability of the old level vehicles will depend on demand and orders received in terms of delivery timing.

Ford Focus and Mazda 3 will receive minor cosmetic changes during 2007. We are tendering only one product as it will be on a running change basis with NO additional cost implication to Government.

A number of Marketing programs will be introduced during the course of the tender year. In these instances, the value of the " Special Value Pack " (SVP) will be made available at market retail prices as and when it is applicable.

We regret to advise that FMCSA did not tender on any EMS (Emergency Response Vehicles) We did firstly NOT obtain 3 quotes from suppliers that complied with the EMS Special Conditions (only one) and will again tender for EMS vehicles when suitable products are available i.e. panel van type vehicles. The requirements of the Department are also outside of our core business i.e. the manufacture and distribution of standard production vehicles. We believe that the route of one supplier (maybe FML Company) would make the requirements more economically viable.

17. PAYMENT TERMS

When Dealers have completed the pre-delivery service and have handed the vehicle(s) over to the Government department concerned, the Dealer will forward a copy of the stamped and signed Proof of Delivery to FMCSA Government Sales department. At this point a FMCSA invoice will be generated and forwarded to the Government department concerned for payment.

In view of the above, and as the vehicles have been supplied at a tender price, **payment is to be effected within 30 days of invoice date**, as stipulated in the SCC paragraph 9.2

Note:

Effective this contract all outstanding payments after the 30-day period from date of invoice will incur interest at the prime overdraft rate (as determined by ABSA). Should accounts remain unpaid for more than a further 30-days we retain the right to apply the maximum rate as allowed in terms of the Usuary Act, No 73 of 1968. FMCSA or its duly authorized agent will apply for interest/revenue lost in the form of a Debit Note to the department concerned, at the above rates.

FMCSA also reserves the right to suspend shipment due to - non payment of accounts, Riots and political unrest situations.

Payment of vehicle invoices must be made to FFS South Africa (Pty) Limited as per the statement made on all vehicle invoices.

18. DELIVERY COSTS

FMCSA's delivery contractor by carrier will dispatch all vehicles. Due to problems experienced during previous years we regret to advise that no department will be permitted to collect vehicles from FMCSA in Silverton, nor will rail warrants be accepted.

Please note that the delivery charges are not included in the price of the vehicle - this is an additional charge.



RT57/07 - Option Priceslist

April 01, 2007 to March 31, 2008

Destination	Price In vat
E ⁿ oni BENONI	527
Bethlehem	1174
Bloemfontein	1247
Cape Town	4131
Durban	1206
East London	2578
Empangeni	1647
Gaberones	1233
George	2827
Harrismith	1115
Johannesburg	616
Kimberley	1628
Kingwilliamstown	2442
Louis Trichardt	1254
Mafikeng	1089
Middelburg	616
N ^o ord ^o ost NELSPRUIT	1107
Oudtshoorn	3121
Pietermaritzburg	1228
Pietersburg	921
Port Elizabeth	2871
Port Shepstone	1575
Potchefstroom	770
Pretoria	333
Rustenburg	659
Tzaneen	1200
Upington	2460
Welkom	1115

Canopy Type	Item	1/2 Ton	Lwb	Sup/cab	D/cab	F250
Steel	OO1	9690	8892	8892	8892	
Steel Wire Grid	OO3		10260	10260	10260	
Fibre Glass Half Door	OO4	6840	8208	7980	7980	11400
Fibre Glass Full Door	OO5	8208	8778			
Prison	OO6		12540	12540		
Ambulance 4x2	OO7		86640			
Ambulance 4x4	OO8		86640			
Riot	426/OO		14250	14250	14250	
Sap	243/OO		13110	13110	13110	14820
Sap - New	243A/OO	11172	13646	13646	13646	12540
Mortuary with 2 hearses	265/OO		19494			
Mortuary with 4 places	1122/OO		14820			
Saps - Dog canopy	2206/04		19950			
Saps - Dog cage	2292/05			14250	14250	
Saps - Dog cage - Passenger	2292/05	21090				
Troop pack	Sandf		43890			57000

ACCESSORIES

Description	Price
Air conditioner	7980
Radio/Cd	2736
Colour coded canopy	1710
Non Standard paint	1140
Golden yellow	1140
Brunswick green (bonnet)	1140
Metallic paint	1140

Description	Price
Rubber mat	1140
Diff - Lock	4560
Gear lever lock	1140
Sliding window	1140
Tonnage cover	1140
Registration plates	342
Handling charge	342
Datadot	741

ALL PRICES INCLUDES 14% VAT

RT57/07
PRICE LIST
January 01, 2007 to March 31, 2007

P. Mendes
Co. ID. 0278629
checked
3/1/2007

MODEL DESCRIPTION	Item No.	Offer	Imported Content	Excluding Vat Price	Including Vat Price	Preference Percentage	Local Percentage %	Import Percentage %	Local Content	Currency	Imported Content	Vehicle Price
Ford Bantam 1.3i Base	RT57-02-13-01	Original	29,945	64565.79	73605.00	1	59.32%	40.68%	43,660.00	American Dollar	29,945	73,605.00
Ford Bantam 1.3i Base Ac	RT57-02-13-01	1	29,893	69400.88	79117.00	1	62.22%	37.78%	49,224.00	American Dollar	29,893	79,117.00
Ford Bantam 1.3i XL Rc Ac	RT57-02-13-01	2	33,497	77551.75	88409.00	1	62.11%	37.89%	54,912.00	American Dollar	33,497	88,409.00
Ford Bantam 1.3i XLT Rc Ac	RT57-02-13-01	3	35,003	88246.49	100601.00	1	65.21%	34.79%	65,598.00	American Dollar	35,003	100,601.00
Ford Bantam 1.6i Base	RT57-02-16-01	Original	29,869	64700.00	73758.00	1	59.50%	40.50%	43,889.00	American Dollar	29,869	73,758.00
Ford Bantam 1.6i Base Ac	RT57-02-16-01	1	31,990	69745.61	79510.00	1	59.77%	40.23%	47,520.00	American Dollar	31,990	79,510.00
Ford Bantam 1.6i XL Rc Ac	RT57-02-16-01	2	33,617	76118.42	86775.00	1	61.26%	38.74%	53,158.00	American Dollar	33,617	86,775.00
Ford Bantam 1.6i XLT Rc Ac	RT57-02-16-01	3	34,950	81176.32	92541.00	1	62.23%	37.77%	57,591.00	American Dollar	34,950	92,541.00
Ford Bantam 1.6i XLE Rc Ac	RT57-02-16-01	4	36,968	91257.02	104033.00	1	64.47%	35.53%	67,065.00	American Dollar	36,968	104,033.00
Ford Ranger 2200 Lwb Base - New	RT57-02-22-07	Original	44,437	86716.67	98857.00	0	55.05%	44.95%	54,420.00	Japanese Yen	44,437	98,857.00
Ford Ranger 2500TD Lwb Base 4x4 - New	RT57-02-25-01	Original	65,177	142647.37	162618.00	1	59.92%	40.08%	97,441.00	Japanese Yen	65,177	162,618.00
Mazda Drifter 2500TD Lwb SLX 4x4	RT57-02-25-01	1	76,578	164048.25	187015.00	1	59.05%	40.95%	110,437.00	Japanese Yen	76,578	187,015.00
Ford Ranger 2500TD Lwb Base Safety 4x4 - New	RT57-02-25-01	2	65,255	150307.89	171351.00	1	61.92%	38.08%	106,096.00	Japanese Yen	65,255	171,351.00
Ford Ranger 2500TD Double Cab XLT	RT57-02-25-03	Original	59,067	155789.47	177600.00	1	66.74%	33.26%	118,533.00	Japanese Yen	59,067	177,600.00
Ford Ranger 2500TD Double Cab Base - New	RT57-02-25-03	1	66,967	136843.86	156002.00	0	57.07%	42.93%	89,035.00	Japanese Yen	66,967	156,002.00
Mazda Drifter B2500TD Double Cab SLE	RT57-02-25-03	2	83,978	164048.25	187015.00	0	55.10%	44.90%	103,037.00	Japanese Yen	83,978	187,015.00
Mazda Drifter B2500TD Double Cab SLE - New	RT57-02-25-03	3	96,392	178004.39	202925.00	0	52.50%	47.50%	106,533.00	Japanese Yen	96,392	202,925.00
Ford Ranger 2500TD Double Cab XLT 4x4	RT57-02-25-05	Original	66,470	190204.39	216833.00	1	69.35%	30.65%	150,363.00	Japanese Yen	66,470	216,833.00
Ford Ranger 2500TD Double Cab XLT 4x4 - New	RT57-02-25-05	1	82,221	189292.11	215793.00	1	61.90%	38.10%	133,572.00	Japanese Yen	82,221	215,793.00
Ford Ranger 2500TD Double Cab Base Safety 4x4 - New	RT57-02-25-05	3	82,226	172379.82	196513.00	0	58.16%	41.84%	114,287.00	Japanese Yen	82,226	196,513.00
Mazda Drifter B2500TD Double Cab SLE 4x4	RT57-02-25-05	4	82,927	197719.30	225400.00	1	63.21%	36.79%	142,473.00	Japanese Yen	82,927	225,400.00
Ford Ranger 2500TD Super Cab XLT	RT57-02-25-07	Original	59,785	151992.11	173271.00	1	65.50%	34.50%	113,486.00	Japanese Yen	59,785	173,271.00
Ford Ranger 2500TD Super Cab XLT 4x4	RT57-02-25-07	1	66,482	176533.33	201248.00	1	66.97%	33.03%	134,766.00	Japanese Yen	66,482	201,248.00
Ford Ranger 2500TD Super Cab Base - New	RT57-02-25-07	2	77,685	137828.95	157125.00	0	50.56%	49.44%	79,440.00	Japanese Yen	77,685	157,125.00
Ford Ranger 2500D Lwb Base	RT57-02-25-09	Original	45,169	109239.47	124533.00	1	63.73%	36.27%	79,364.00	Japanese Yen	45,169	124,533.00
Ford Ranger 2500D Lwb Base - New	RT57-02-25-09	1	50,918	107165.79	122169.00	0	58.32%	41.68%	71,251.00	Japanese Yen	50,918	122,169.00
Ford Ranger 2500D Lwb XL	RT57-02-25-09	2	44,423	114445.61	130468.00	1	65.95%	34.05%	86,045.00	Japanese Yen	44,423	130,468.00
Ford Ranger 2500TD Lwb XL - New	RT57-02-25-09	2	56,839	119173.68	135858.00	0	58.16%	41.84%	79,019.00	Japanese Yen	56,839	135,858.00
Ford Ranger 2500TD Lwb Hi-Trail Base	RT57-02-25-09	3	49,075	118301.75	134864.00	1	63.61%	36.39%	85,789.00	Japanese Yen	49,075	134,864.00
Ford Ranger 2500TD Lwb Hi-Trail XL	RT57-02-25-09	4	49,896	126486.84	144195.00	1	65.40%	34.60%	94,299.00	Japanese Yen	49,896	144,195.00
Mazda Drifter 2500TD Lwb Hi-Ride SLX	RT57-02-25-09	5	72,757	138146.49	157487.00	0	53.80%	46.20%	84,730.00	Japanese Yen	72,757	157,487.00
Mazda Drifter 2500TD Lwb Hi-Ride SLX - New	RT57-02-25-09	6	87,657	146263.16	166740.00	0	47.43%	52.57%	79,083.00	Japanese Yen	87,657	166,740.00
Mazda Drifter B2600i Lwb Hi-Ride SLX	RT57-02-26-01	Original	57,730	127322.81	145148.00	1	60.23%	39.77%	87,418.00	Japanese Yen	57,730	145,148.00
Mazda Drifter B2600i Lwb Hi-Ride Base - New	RT57-02-26-01	1	64,167	111183.33	126749.00	0	49.37%	50.63%	62,582.00	Japanese Yen	64,167	126,749.00
Mazda Drifter B2600i Lwb SLX 4x4	RT57-02-26-03	Original	63,300	155250.88	176986.00	1	64.23%	35.77%	113,686.00	Japanese Yen	63,300	176,986.00
Mazda Drifter B2600i Lwb Base 4x4 - New	RT57-02-26-03	1	68,854	141478.95	161286.00	0	57.31%	42.69%	92,432.00	Japanese Yen	68,854	161,286.00
Mazda Drifter B2600i Lwb Base Safety 4x4 - New	RT57-02-26-03	2	68,797	144987.72	165286.00	0	58.38%	41.62%	96,489.00	Japanese Yen	68,797	165,286.00
Mazda Drifter B2600i Double Cab SLE	RT57-02-26-05	Original	69,550	159713.16	182073.00	1	61.80%	38.20%	112,523.00	Japanese Yen	69,550	182,073.00
Mazda Drifter B2600i Double Cab SLE - New	RT57-02-26-05	1	81,780	158321.93	180487.00	0	54.69%	45.31%	98,707.00	Japanese Yen	81,780	180,487.00
Mazda Drifter B2600i Double Cab SLE 4x4	RT57-02-26-07	Original	74,990	198795.61	226627.00	1	66.91%	33.09%	151,637.00	Japanese Yen	74,990	226,627.00
Mazda Drifter B2600i Double Cab Base Safety 4x4 - New	RT57-02-26-07	1	79,174	148814.91	169649.00	0	53.33%	46.67%	90,475.00	Japanese Yen	79,174	169,649.00
Mazda Drifter B3000TD Lwb Hi-Ride SLX - New	RT57-02-30-02	Original	98,663	158044.74	180171.00	0	45.24%	54.76%	81,508.00	Japanese Yen	98,663	180,171.00
Ford Ranger 3000DiT Lwb XLT - New	RT57-02-30-02	1	73,863	157338.60	179366.00	0	58.82%	41.18%	105,503.00	Japanese Yen	73,863	179,366.00
Ford Ranger 3000DiT Super Cab XLT - New	RT57-02-30-02	2	103,737	170043.86	193850.00	0	46.49%	53.51%	90,113.00	Japanese Yen	103,737	193,850.00
Ford Ranger 3000DiT Super Cab XLT 4x4 - New	RT57-02-30-04	Original	100,069	197919.30	225628.00	0	55.65%	44.35%	125,559.00	Japanese Yen	100,069	225,628.00
Mazda Drifter B3000TD Double Cab SLE - New	RT57-02-30-06	Original	109,789	192696.49	219674.00	0	50.02%	49.98%	109,885.00	Japanese Yen	109,789	219,674.00
Mazda Drifter B3000TD Double Cab SLE Auto - New	RT57-02-30-06	1	114,761	201636.84	229866.00	0	50.07%	49.93%	115,105.00	Japanese Yen	114,761	229,866.00
Ford Ranger 3000DiT Double Cab XLE - New	RT57-02-30-06	2	96,490	198875.44	22718.00	0	57.44%	42.56%	130,228.00	Japanese Yen	96,490	227,118.00
Mazda Drifter B3000TD Double Cab SLE 4x4 - New	RT57-02-30-08	Original	107,704	218380.70	248954.00	0	56.74%	43.26%	141,250.00	Japanese Yen	107,704	248,954.00
Ford Ranger 3000DiT Double Cab XLE 4x4 - New	RT57-02-30-08	1	102,322	226159.65	257822.00	1	60.31%	39.69%	155,500.00	Japanese Yen	102,322	257,822.00
Ford Ranger 4000i V6 Double Cab XLE - New	RT57-02-40-05	Original	72,848	189106.14	215581.00	1	66.21%	33.79%	142,733.00	Japanese Yen	72,848	215,581.00
Ford Ranger 4000i V6 Double Cab XLE Auto - New	RT57-02-40-05	1	79,320	196748.25	224293.00	1	64.64%	35.36%	144,973.00	Japanese Yen	79,320	224,293.00
Ford Ranger 4000i V6 Double Cab XLE Auto 4x4 - New	RT57-02-40-07	1	84,426	223923.68	255273.00	1	66.93%	33.07%	170,847.00	Japanese Yen	84,426	255,273.00
Ford Ranger 4000i V6 Super Cab XLT - New	RT57-02-40-09	Original	76,429	170546.49	194423.00	1	60.69%	39.31%	117,994.00	Japanese Yen	76,429	194,423.00
Ford F250 4.2TD Lwb	RT57-02-42-01	Original	211,528	240700.00	274398.00	0	22.91%	77.09%	62,870.00	American Dollar	211,528	274,398.00
Ford F250 4.2TD Lwb 4x4	RT57-02-42-01	1	218,054	291750.00	332595.00	0	34.44%	65.56%	114,541.00	American Dollar	218,054	332,595.00
Ford F250 4.2TD Double Cab 4x4	RT57-02-42-01	2	240,912	322750.00	367935.00	0	34.52%	65.48%	127,023.00	American Dollar	240,912	367,935.00

RT57/07

PRICE LIST

January 01, 2007 to March 31, 2007

P. Mantjes
Co. ID. 0278629 *checked*
3/1/2007

Model Description	Item No.	Offer	Imported Content	Excluding	Including	Pref Points	Local %	Import %	Local Content	Currency	Imported Content	Vehicle
				Vat Price	Vat Price							Price In vat
Ford Ka 3-dr 1.3i Ambiente Rc	RT57-01-13-03	Original	60141	66863.16	76224.00	0	21.10%	78.90%	16,083.00	European Euro	60141	76224.00
Ford Ka 3-dr 1.3i Trend Rc Ac	RT57-01-13-03	1	66029	74913.16	85401.00	0	22.68%	77.32%	19,372.00	European Euro	66029	85401.00
Ford Ka 3-dr 1.3i Collection Rc Ac	RT57-01-13-03	2	68405	81192.11	92559.00	0	26.10%	73.90%	24,154.00	European Euro	68405	92559.00
Ford Fiesta 3-dr 1.4i Trend Rc Ac	RT57-01-14-02	Original	81159	98397.37	112173.00	0	27.65%	72.35%	31,014.00	European Euro	81159	112173.00
Ford Fiesta 5-dr 1.4i Base Rc Ac	RT57-01-14-03	Original	77901	90159.65	102782.00	0	24.21%	75.79%	24,881.00	European Euro	77901	102782.00
Ford Focus 4-dr 1.6i Ambiente Rc Ac	RT57-01-16-01	Original	69571	100690.35	114787.00	0	39.39%	60.61%	45,216.00	European Euro	69571	114787.00
Mazda3 4-dr 1.6i Ac	RT57-01-16-01	1	76914	103884.21	118428.00	0	35.05%	64.95%	41,514.00	Japanese Yen	76914	118428.00
Mazda3 4-dr 1.6i Original Rc Ac	RT57-01-16-01	2	82410	118833.33	135470.00	0	39.17%	60.83%	53,060.00	Japanese Yen	82410	135470.00
Mazda3 4-dr 1.6i Active Rc Ac	RT57-01-16-01	3	91612	127945.61	145858.00	0	37.19%	62.81%	54,246.00	Japanese Yen	91612	145858.00
Mazda3 4-dr 1.6i Dynamic Rc Ac	RT57-01-16-01	4	94590	132330.70	150857.00	0	37.30%	62.70%	56,267.00	Japanese Yen	94590	150857.00
Ford Fiesta 3-dr 1.6i Trend Rc Ac	RT57-01-16-02	Original	81322	103835.96	118373.00	0	31.30%	68.70%	37,051.00	European Euro	81322	118373.00
Ford Fiesta 3-dr 1.6i Trend TDCi Rc Ac	RT57-01-16-02	1	101567	113007.02	128828.00	0	21.16%	78.84%	27,261.00	European Euro	101567	128828.00
Ford Fiesta 5-dr 1.6i Ambiente Rc Ac	RT57-01-16-03	Original	80458	100200.00	114228.00	0	29.56%	70.44%	33,770.00	European Euro	80458	114228.00
Ford Fiesta 5-dr 1.6i Ambiente Auto Rc Ac	RT57-01-16-03	1	90654	108988.60	124247.00	0	27.04%	72.96%	33,593.00	European Euro	90654	124247.00
Ford Fiesta 5-dr 1.6i Ambiente TDCi Rc Ac	RT57-01-16-03	2	99400	113573.68	129474.00	0	23.23%	76.77%	30,074.00	European Euro	99400	129474.00
Ford Fiesta 5-dr 1.6i Ghia Rc Ac	RT57-01-16-03	3	83832	109185.09	124471.00	0	32.65%	67.35%	40,639.00	European Euro	83832	124471.00
Ford Focus 5-dr 1.6 Ambiente Rc Ac	RT57-01-16-03	4	71249	100690.35	114787.00	0	37.93%	62.07%	43,538.00	European Euro	71249	114787.00
Ford Focus 5-dr 1.6 Si Rc Ac	RT57-01-16-03	5	71138	114165.79	130149.00	0	45.34%	54.66%	59,011.00	European Euro	71138	130149.00
Mazda3 Sport 5-dr 1.6i Original Rc Ac	RT57-01-16-03	6	82717	115261.40	131398.00	0	37.05%	62.95%	48,681.00	Japanese Yen	82717	131398.00
Mazda3 Sport 5-dr 1.6i Active Rc Ac	RT57-01-16-03	7	91725	125298.25	142840.00	0	35.78%	64.22%	51,115.00	Japanese Yen	91725	142840.00
Mazda3 Sport 5-dr 1.6i Dynamic Rc Ac	RT57-01-16-03	8	94707	129684.21	147840.00	0	35.94%	64.06%	53,133.00	Japanese Yen	94707	147840.00
Ford Focus 4-dr 2.0i Trend Rc Ac	RT57-01-20-01	Original	76566	123200.00	140448.00	0	45.48%	54.52%	63,882.00	European Euro	76566	140448.00
Ford Focus 4-dr 2.0i Trend Auto Rc Ac	RT57-01-20-01	1	76829	135107.02	154022.00	0	50.12%	49.88%	77,193.00	European Euro	76829	154022.00
Ford Focus 4-dr 2.0i Trend TDCi Rc Ac	RT57-01-20-01	2	98770	141200.00	160968.00	0	38.64%	61.36%	62,198.00	European Euro	98770	160968.00
Mazda3 4-dr 2.0i Dynamic Rs Ac	RT57-01-20-01	3	100978	143845.61	163984.00	0	38.42%	61.58%	63,006.00	Japanese Yen	100978	163984.00
Mazda3 4-dr 2.0i Individual Rs Ac	RT57-01-20-01	4	106204	152058.77	173347.00	0	38.73%	61.27%	67,143.00	Japanese Yen	106204	173347.00
Mazda6 4-dr 2.0i Original Rs Ac	RT57-01-20-01	5	107035	126692.11	144429.00	0	25.89%	74.11%	37,394.00	Japanese Yen	107035	144429.00
Mazda6 4-dr 2.0i Active Rs Ac	RT57-01-20-01	6	112438	136800.00	155952.00	0	27.90%	72.10%	43,514.00	Japanese Yen	112438	155952.00
Ford Fiesta 3-dr 2.0i ST Rc Ac	RT57-01-20-02	Original	98661	132113.16	150609.00	0	34.49%	65.51%	51,948.00	European Euro	98661	150609.00
Ford Focus 5-dr 2.0 Si Rc Ac	RT57-01-20-03	1	77697	123200.00	140448.00	0	44.68%	55.32%	62,751.00	European Euro	77697	140448.00
Ford Focus 5-dr 2.0i Si TDCi Rc Ac	RT57-01-20-03	2	96817	135700.00	154698.00	0	37.42%	62.58%	57,881.00	European Euro	96817	154698.00
Mazda3 Sport 5-dr 2.0i Dynamic Rs Ac	RT57-01-20-03	3	100829	141637.72	161467.00	0	37.55%	62.45%	60,638.00	Japanese Yen	100829	161467.00
Mazda3 Sport 5-dr 2.0i Individual Rs Ac	RT57-01-20-03	4	106103	149850.00	170829.00	0	37.89%	62.11%	64,726.00	Japanese Yen	106103	170829.00
Mazda6 4-dr 2.3i Dynamic Rs Ac	RT57-01-23-01	Original	126557	155648.25	177439.00	0	28.68%	71.32%	50,882.00	Japanese Yen	126557	177439.00
Mazda6 4-dr 2.3i Dynamic Auto Rs Ac	RT57-01-23-01	1	136288	164287.72	187288.00	0	27.23%	72.77%	51,000.00	Japanese Yen	136288	187288.00
Mazda6 4-dr 2.3i Individual Rs Ac	RT57-01-23-01	2	133491	170571.05	194451.00	0	31.35%	68.65%	60,960.00	Japanese Yen	133491	194451.00
Mazda6 4-dr 2.3i MPS AWD Rs Ac	RT57-01-23-01	3	188518	227967.54	259883.00	0	27.46%	72.54%	71,365.00	Japanese Yen	188518	259883.00
Mazda3 4-dr 2.3i Individual Rc Ac	RT57-01-23-01	4	110024	159035.96	181301.00	0	39.31%	60.69%	71,277.00	Japanese Yen	110024	181301.00
Mazda3 Sport 5-dr 2.3i Individual Rc Ac	RT57-01-23-02	Original	110395	156826.32	178782.00	0	38.25%	61.75%	68,387.00	Japanese Yen	110395	178782.00
Mazda3 Sport 5-dr 2.3i MPS Limited S/Diff Rs Ac	RT57-01-23-02	1	137735	205335.96	234083.00	0	41.16%	58.84%	96,348.00	Japanese Yen	137735	234083.00
Ford Focus 3-dr 2.5i ST Rc Ac	RT57-01-25-02	2	152539	181163.16	206526.00	0	26.14%	73.86%	53,987.00	European Euro	152539	206526.00
Ford Focus 5-dr 2.5i ST Rc Ac	RT57-01-25-02	3	153419	193046.49	220073.00	0	30.29%	69.71%	66,654.00	European Euro	153419	220073.00
Ford Territory 4.0i RWD TX Auto	RT57-01-31-02	Original	197026	225700.00	257298.00	0	23.42%	76.58%	60,272.00	Australian Dollar	197026	257298.00
Ford Territory 4.0i RWD Ghia Auto	RT57-01-31-02	1	220897	262516.67	299269.00	0	26.19%	73.81%	78,372.00	Australian Dollar	220897	299269.00
Ford Territory 4.0i AWD Ghia Auto	RT57-01-31-02	2	249517	286678.07	326813.00	0	23.65%	76.35%	77,296.00	Australian Dollar	249517	326813.00
Ford Territory 4.0i AWD Ghia ST Auto	RT57-01-31-02	3	283359	325334.21	370881.00	0	23.60%	76.40%	87,522.00	Australian Dollar	283359	370881.00
Ford Focus 3-dr 2.5i ST Rc Ac	RT57-01-53-01	Original	152539	181163.16	206526.00	0	26.14%	73.86%	53,987.00	European Euro	152539	206526.00
Ford Focus 5-dr 2.5i ST Rc Ac	RT57-01-53-01	1	153419	193046.49	220073.00	0	30.29%	69.71%	66,654.00	European Euro	153419	220073.00
Mazda3 Sport 5-dr 2.3i MPS Limited S/Diff Rs Ac	RT57-01-53-01	2	137735	205335.96	234083.00	0	41.16%	58.84%	96,348.00	Japanese Yen	137735	234083.00
Mazda5 2.0i Active 7-Seater	RT57-04-20-01	Original	121645	145860.53	166281.00	0	26.84%	73.16%	44,636.00	Japanese Yen	121645	166281.00
Mazda5 2.0i Individual 7-Seater	RT57-04-20-01	1	129736	158751.75	180977.00	0	28.31%	71.69%	51,241.00	Japanese Yen	129736	180977.00
Ford Territory 4.0i Rwd TX Auto	RT57-04-30-01	Original	197026	225700.00	257298.00	0	23.42%	76.58%	60,272.00	Australian Dollar	197026	257298.00
Ford Territory 4.0i Rwd Ghia Auto	RT57-04-30-01	1	220897	262516.67	299269.00	0	26.19%	73.81%	78,372.00	Australian Dollar	220897	299269.00
Ford Territory 4.0i Awd Ghia Auto	RT57-04-30-03	Original	249517	286678.07	326813.00	0	23.65%	76.35%	77,296.00	Australian Dollar	249517	326813.00
Ford Territory 4.0i Awd Ghia ST Auto	RT57-04-30-03	1	283359	325334.21	370881.00	0	23.60%	76.40%	87,522.00	Australian Dollar	283359	370881.00