

31 January 2007

The Director
Office of the State Tender Board
Private Bag X49
Pretoria
0001

Dear Sir,

Subject: **TENDER RT57/2007CV SUPPLY OF MOTOR VEHICLES DURING
THE PERIOD 1 APRIL 2007 TO 31 MARCH 2008**

We wish to thank you for the opportunity afforded us to submit our offers in respect of vehicles required by the various Departments and Provincial Government. As in the past, these offers are enclosed in the accompanying tender documents.

HEAVY COMMERCIAL VEHICLES / BUS:

Refer Annexure "AA" – Quantities Offered

VEHICLE PRICES:

Vehicle prices have been submitted in the tender documents. Refer price clause Annexure "A"

VALUE ADDED TAX:

The vehicle prices quoted in the tender documents include VAT, as well as all accessories quoted, as per tender request. In the event of any change in the VAT during the contract period these prices will have to be amended accordingly.

Page 2

Directors: M. Kobayashi* (Managing Director), C.B. Allen
M.Gauld, S. Minami*, N. Izumina*
* Japan

MODEL AND SPECIFICATION CLAUSE:

It should be noted that the models and specifications offered in our tender form part of our standard production at the time of submission of this tender and the prices and availability quoted were based on this fact. If at any time during the period of this contract, the production of any model which is the subject of this contract, is discontinued or should there be any change in specification of any model, we shall be absolved from the duty of delivering vehicles directly in accordance with provisions of the contract but will offer suitable alternatives if available and if acceptable to the Department concerned.

EXCUSABLE DELIVERY DELAY CLAUSE:

Whilst the delivery period quoted is given in all good faith and we have every hope of implementing our promises, ITSA shall be excused from and shall in no event be liable for default or for delays in dispatch or delivery occasioned by any cause beyond its control, or caused by strikes, or other labour troubles, riots, fires, public calamity, acts of any government or agency thereof, or transportation difficulties whether any such cause or default or delay shall exist before, at the time or after the contract is entered into. For the above reasons we are, therefore, unable to accept any costs in the event of default or of late delivery.

It is moreover stipulated that should any delay in delivery arise from any of the occurrences itemised in the preceding paragraph or in consequences of prototype or other inspections required by the customer, whether at the manufacturers or elsewhere resulting in changes to the basic vehicle specification other than those tendered for, or should delay in delivery arise through the customer without inspection calling for any changes aforesaid, the period of such delay shall constitute a permissible extension of the delivery period offered and incur any relevant cost escalations applicable to the period, no liability whatsoever will attach to ITSA as a result of the extension of the delivery period. Once the extent of such delay is known, it will be communicated to the customer.

SERVICE:

With regard to service facilities we would like to advise that a fully equipped ITSA training centre staffed with qualified instructors is located in Johannesburg. Members of the government departments would be welcome for training at this centre. They could be accommodated in our standard curriculum or alternatively, special courses could be arranged.

The After Sales Service provided for the models offered are handled by our dealer organisation, and we can state without reservation that the service and parts facilities are widely and conveniently distributed, and our dealer organisation operate fully equipped workshops.

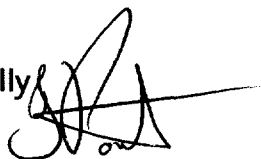
The technical staff employed by our dealers are trained at the training centres, situated in Johannesburg and Port Elizabeth and all our dealers are required to employ a certain percentage of factory trained personnel on their staff. In addition to the periodic training courses, which their personnel attend, regular technical information is supplied by the plant to all dealers and studied by their employees so as to keep their knowledge up to date.

Although our dealer organisation is equipped to undertake the service and repair of any of our products, it is advantageous to select a dealership which holds the franchise of the particular vehicles which requires servicing.

LOCAL CONTENT:

In line with our policy of increasing the percentage of local content in our products we are continually investigating the local sources and supply for components which are at present imported. In addition, we ourselves are constantly increasing the number of items manufactured in our Plant. At the time of tendering, we are incorporating all the items we have been able to source and test and that have proved acceptable. As and when further items have been proved, they will be incorporated in our production.

Yours faithfully,



Ian Porter

Truck Sales Manager

Isuzu Truck South Africa (Pty) Ltd

Tel: +27 11 806 4770

Fax: +27 11 806 4693

Cell: 082 373 3905

Ian.Porter@gmsa.com

www.gmsa.com

STATE TENDER RT57-2007/8**ROAD DELIVERY CHARGES****TRUCK**

<u>FROM PORT ELIZABETH</u>			
<u>TOWN'S NAME</u>	<u>Govt price</u>	<u>Vat</u>	<u>R</u>
JOHANNESBURG / PRETORIA/POTCHEFSTOOM	4,446	622	5,068
NORTHERN PROV/MPUMALANGA	5,903	826	6,729
KWAZULU- NATAL	3,598	504	4,102
PORT ELIZABETH	1,622	227	1,849
CAPE SOUTH COAST	2,490	349	2,839
CAPE TOWN /WEST COAST/KIMBERLEY	3,431	480	3,911
WESTERN KAROO	2,317	324	2,641
EASTERN KAROO	2,028	284	2,312
EAST LONDON/BORDER	2,396	335	2,731
TRANSKEI	2,523	353	2,876
NORTHERN CAPE	3,038	425	3,463
BLOEMFONTEIN /SOUTHERN FREE STATE	3,129	438	3,567
NORTHERN FREE STATE	3,432	3,912	7,344

<u>FROM JOHANNESBURG</u>		
<u>Govt price</u>	<u>Vat</u>	<u>R</u>
1,278	179	1,457
2,100	294	2,394
2,816	394	3,210
4,442	622	5,064
5,749	805	6,553
6,119	857	6,975
5,725	802	6,527
4,375	612	4,987
4,474	626	5,101
2,716	380	3,096
3,179	445	3,625
2,601	364	2,965
2,116	296	2,412

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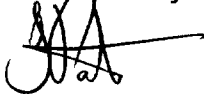
Dear Sir,

Subject: **TENDER RT57/2007CV – ANNEXURE “D”: BUS OPTIONAL EXTRA’S**

Item Number	RT57-05-50 -25	RT57-05-50-35	RT57-05-50-50	RT57-05-50-60
Tinted windows all round	R6270-00	R 6897-00	R 8778-00	R8778-00
Pull down blind sunvisor	R 1692-90	R 1692-90	R 1692-90	R 1692-90
Semi Lux splitback seats vinyl covered	R 19266- 00	R 26972-00	R 28500-00	R 34200-00
Radio & Front Load CD + speakers incl 24/12V convertor	R6897-00	R6897-00	R 6897-00	R6897-00
Roof Vent 600x600 – perspex dome	R7524-00	R7524-00	R 7524-00	R 7524-00
Rear wheelchair lift & door	R 51665-00	R 51665-00	R 51665-00	R 51665-00
Luxury reclining seats – local manufacture/supplier per seat	R 2708-64	R 2708-64	R 2708-64	R 2708-64
Luggage compartment – below floor deck	NO OFFER	R 7182-00	R 19437-00	R19437-00
Lap Seat Belts – per passenger	R 200- 64	R 200-64	R 200-64	R 200-64

All prices quoted above are inclusive of VAT.

Yours faithfully



Ian Porter
 Truck Sales Manager
 Isuzu Truck South Africa (Pty) Ltd
 Tel: +27 11 806 4770
 Fax: +27 11 806 4693
 Cell: 082 373 3905
Ian.Porter@gmsa.com
www.gmsa.com

Directors: M. Kobayashi* (Managing Director), C.B. Allen,
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 *Japan

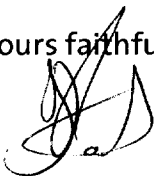
ANNEXURES

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It should be noted that this letter together with all information provided in the annexures form an integral part of our tender submission.

Yours faithfully



Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd

Date: 31.01.07

TRUCKS

ITEM NO	MODEL DESCRIPTION	Ref	Qty	Qty	Qty	Delivery	Vehicle Price	
			required	offered	pm		period	Incl
RT57-03-02-01	NKR 250 CARRIER, 4.2m dropside	245	44	44	5	90	R 152,432.82	R 45,919.20
RT57-03-02-02	NPR 300, 4.2m dropside	246	44	44	5	90	R 147,086.22	R 45,315.00
RT57-03-02-03	NPR 400, 4.8m dropside	248	1	1	1	90	R 160,555.32	R 45,315.00
RT57-03-02-04	NPR 400, 4.8m dropside	248	1	1	1	90	R 160,555.32	R 45,315.00
RT57-03-02-05 (0)	NQR 500, 5.2m dropside	249	102	102	10	90	R 197,922.24	R 50,752.80
RT57-03-02-05 (1)	FRR 500, 5.2m dropside & front crane	381	102	102	10	90	R 362,368.38	R 58,003.20
RT57-03-02-05 (2)	FRR 500, 5.2m dropside & rear crane	382	102	102	10	90	R 377,620.44	R 58,003.20
RT57-03-02-05 (3)	FRR 500, 5.2 dropside	381	102	102	10	90	R 230,950.32	R 58,003.20
RT57-03-02-06 (0)	FSR 700, 6.0m dropside	382	12	12	2	90	R 262,036.98	R 58,003.20
RT57-03-02-06 (1)	FSR 700, 5.2m dropside front crane	382	12	12	3	90	R 398,767.44	R 58,003.20
RT57-03-02-06 (2)	FSR 700, 5.2m dropside rear crane	382	12	12	3	90	R 431,647.32	R 58,003.20
RT57-03-02-07 (0)	FSR 700, 6.0m dropside	382	12	12	3	90	R 262,036.98	R 58,003.20
RT57-03-02-07 (1)	FSR 700, 5.2m dropside front crane	382	12	12	3	90	R 398,767.44	R 58,003.20
RT57-03-02-07 (2)	FSR 700, 5.2m dropside rear crane	382	12	12	3	90	R 431,647.32	R 58,003.20
RT57-03-02-08 (0)	FSR 700, 6.0m dropside	382	12	12	3	90	R 262,036.98	R 58,003.20
RT57-03-02-08 (1)	FSR 700, 5.2m dropside front crane	382	12	12	3	90	R 398,767.44	R 58,003.20
RT57-03-02-08 (2)	FSR 700, 5.2m dropside rear crane	382	12	12	3	90	R 411,984.60	R 58,003.20
RT57-03-02-09	FVZ 1400, 7.5m dropside	388	12	12	3	90	R 470,232.90	R 73,712.40
RT57-03-03-01	FSR 700, 3.8 sqm Corten tipper	382	22	22	3	120	R 311,029.62	R 58,003.20
RT57-03-03-02	FTR 800, 5.0 sqm tipper	385	1	1	1	120	R 338,673.48	R 66,462.00
RT57-03-04-01	FSR 700, 6000Lt water tanker	382	2	2	1	120	R 378,093.54	R 58,003.20
RT57-03-04-02	FSR 700, 6000Lt water tanker	382	1	1	1	120	R 378,093.54	R 58,003.20
RT57-03-04-03	FSR 700, vacuum tanker	382	1	1	1	120	R 389,721.54	R 58,003.20
RT57-03-05-01	FSR 700, Prison van	382	28	28	1	120	R 447,748.68	R 58,003.20
RT57-03-05-02	NKR 250 Carrier, Laundry van	245	1	1	1	120	R 169,784.76	R 45,919.20
RT57-03-05-03	FRR 500, Laundry van	381	1	1	1	120	R 250,354.26	R 58,003.20
RT57-03-05-04	FSR 700, Laundry van	382	1	1	1	120	R 286,668.96	R 58,003.20
RT57-03-06-01	NPR 300 Riot truck	248	44	44	4	120	R 182,093.34	R 45,315.00
RT57-03-06-02	NPR 400 Riot truck	249	1	1	1	120	R 203,127.48	R 45,315.00
RT57-05-50-25	NPR 300 25 Seater bus	246	56	56	5	150	R 310,400.34	R 45,315.00
RT57-05-50-35	NQR 500 35 Seater bus	200	29	29	5	150	R 363,465.06	R 50,752.80
RT57-05-50-50	FTR 800 (N) 50 Seater bus	383	8	8	2	150	R 495,714.18	R 60,420.00
RT57-05-50-60	FTR 800 (T) 60 Seater bus	384	26	26	3	150	R 589,254.60	R 65,253.60

Note: Service Plans:

Trucks : 2 years / 100 000 kms



Isuzu Truck South Africa (Pty) Ltd
Reg No 2006/034364/07
Private Bag X3
Sunninghill 2157
Republic of South Africa
28 Saddle Drive
Woodmead Crescent Office Park
Woodmead, Sandton
Tel +27 11 806 4600
Fax +27 11 806 4693

31 January 2007

The Director
Office of the State Tender Board
Private Bag X49
Pretoria
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Dear Sir,

Subject: **TENDER RT 57/2007 CV – ANNEXURE A – PRICE CLAUSE
(INCLUDING SUB-CONTRACTORS)**

We accept that National Treasury will provide the quarterly adjusted pricing five working days prior to the effective date of the new price.

The price ruling at the time of delivery will be the full price for the vehicle.

The quarterly prices will be calculated in line with exchange rate variation.

The rate ruling on the dates stipulated by National Treasury will be applicable.

Yours faithfully

Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
Tel: +27 11 806 4770
Fax: +27 11 806 4693
Cell: 082 373 3905
Ian.Porter@gmsa.com
www.gmsa.com

Directors: M. Kobayashi* (Managing Director), C.B. Allen,
M.Gauld, S. Minami*, N. Izumina*
* Japan

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In Association With





Isuzu Truck South Africa (Pty) Ltd
Reg No 2006/034364/07
Private Bag X3
Sunninghill 2157
Republic of South Africa
28 Saddle Drive
Woodmead Crescent Office Park
Woodmead, Sandton
Tel +27 11 806 4600
Fax +27 11 8064693

31 January 2007

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Private Bag X49
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Dear Sir,

**TENDER RT 57 / 2006 CV – ANNEXURE B – OUTSIDE
CONTRACTORS PRICE CLAUSE**

We have received numerous quotations from various body builders and manufacturers of ancillary equipment for the items specified in the tender document.

The prices quoted for bodies and extras are not firm and will be subject to escalation as per Annexure 'A'.

Yours faithfully

Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
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Fax: +27 11 806 4693
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Dear Sir,

Subject: **TENDER RT 57/2007CV – ANNEXURE C – DELIVERY CHARGES**

The delivery charges applicable on RT57 at the time of delivery will apply to this contract.

Delivery charges for the vehicles offered where bodies are manufactured in Johannesburg will be ex Gauteng.

A copy of the current delivery charges for deliveries ex Port Elizabeth and Gauteng are attached.

Yours faithfully



Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
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Fax: +27 11 806 4693
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Ian.Porter@gmsa.com
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Reg No 2006/034364/07
Private Bag X3
Sunninghill 2157
Republic of South Africa
28 Saddle Drive
Woodmead Crescent Office Park
Woodmead, Sandton
Tel +27 11 806 4600
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Dear Sir,

Subject: **TENDER RT57/2007CV – ANNEXURE “E” - RATES OF EXCHANGE**

Below are the rates of exchange as at 12 noon on 5 January 2007 used in the calculation of all prices for the above tender.

1US DOLLAR	= R7.1279
1Euro	= R9.3293
1SA RAND	= JPY 16.5837

Yours faithfully,

Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
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Fax: +27 11 806 4693
Cell: 082 373 3905
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Dear Sir,

Subject: **TENDER RT57/2007CV – ANNEXURE “G” LIST OF IMPORTED
VALUES PER ITEM**

Listed below are the amounts which will be remitted overseas for all items offered on the above tender.

HEAVY COMMERCIAL VEHICLES & BUSSES

	RANDS
RT57-03-02-01	96839
RT57-03-02-02	92786
RT57-03-02-03	103199
RT57-03-02-04	103199
RT57-03-02-05 (0)	130766
RT57-03-02-05 (1)	244637
RT57-03-02-05 (2)	255472
RT57-03-02-05 (3)	151477
RT57-03-02-06	171544
RT57-03-02-07	171544
RT57-03-02-08	171544
RT57-03-02-09	325546
RT57-03-03-01	178538
RT57-03-03-02	184200
RT57-03-04-01	171544
RT57-03-04-02	171544
RT57-03-04-03	171544

Directors: M. Kobayashi* (Managing Director), C.B. Allen,
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* Japan



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RT57-03-05-01	171544
RT57-03-05-02	96839
RT57-03-05-03	151477
RT57-03-05-04	171544
RT57-03-06-01	92786
RT57-03-06-02	103199
RT57-05-50-25	107986
RT57-05-50-35	142088
RT57-05-50-50	202862
RT57-05-50-60	230398

Yours faithfully



Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
Tel: +27 11 806 4770
Fax: +27 11 806 4693
Cell: 082 373 3905
ian.Porter@qmsa.com
www.qmsa.com



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Reg No 2006/034364/07
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Dear Sir,

Subject: **TENDER RT57/2007CV – ANNEXURE “H” - CONDITIONS OF PAYMENT**

Payment must be received by Isuzu Truck South Africa (PTY) Ltd. (ITSA) within 30 days of ITSA's invoice date for vehicles delivered to various departments.

GMSA reserves the right to withhold further shipment of vehicles, without penalties being incurred, should the credit terms not be maintained.

Yours faithfully

Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
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Fax: +27 11 806 4693
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Ian.Porter@gmsa.com
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Dear Sir,


Subject: **TENDER RT57/2007 – ANNEXURE “I” - WARRANTY**

The attached warranty details indicate that commencement of warranty is effective from the delivery date of the vehicle. However, vehicles may be held in stock for sometime before use and part of or all of the warranty period could have expired.

We have in the past handled these cases on an individual basis with our field staff. This unfortunately is no longer possible as all warranty claims are handled by Data Processing and the computer rejects claims submitted which are outside the respective period.

In order to correct this situation for the benefit of all Departments we will have to be informed by the Department concerned of the chassis numbers when units are put into service to enable us to update the computer programme accordingly.

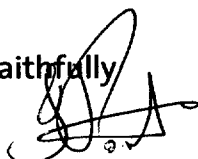
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Truck Sales Manager
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Truck Sales Manager

Isuzu Truck South Africa (Pty) Ltd

Tel: +27 11 806 4770

Fax: +27 11 806 4693

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lan.Porter@gmsa.com

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Private Bag X49
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Dear Sir,

NEW VEHICLE WARRANTY

TRUCK ANNEXURE I

Isuzu Truck South Africa (PTY) Ltd (ITSA), as distributor, warrants each new motor vehicle and chassis, (except tyres and tubes), delivered to the original retail purchaser by an authorised dealer to be free from defects in material and workmanship under normal use and service.

The manufacturer's obligation under this warranty is limited to repairing or replacing, at its option, any part or parts which shall be returned to an authorised dealer of ITSA at such dealer's place of business and which on examination shall disclose to the Manufacturer's satisfaction to have been thus defective; provided such return shall have been effected within twenty four months after delivery of such vehicle or chassis to the original retail purchaser .

MODEL	COMPONENTS	WARRANTY DISTANCE OR CONDITION
Isuzu N-Series Diesel	Complete Vehicle	2 Year-Unrestricted Distance 3 Year Anti-rust (body)
Isuzu F-Series Diesel	Complete Vehicle	As per N series above

The repair or replacement of defective parts under this Warranty will be made by such dealer without charge for parts and if made at such Dealer's place of business, without charge for labour. (If repairs are carried out after normal business hours a negotiable charge for overtime may be requested from the owner).

Directors: M. Kobayashi* (Managing Director), C.B. Allen.

M.Gauld, S. Minami*, N. Izumina*

* Japan

The provisions of this warranty shall not apply to any chassis which has not been serviced in accordance with the service schedules by and authorised ITSA dealer, or which has been subjected to misuse, negligence or accident, or which has been loaded in excess of the manufacturer's recommended mass, or which shall have been repaired outside of the ITSA organisation or altered in any way so as, in the judgement of the manufacturer, to affect adversely its performance and reliability, nor to normal maintenance services and the replacement of service items in connection with such services, nor to normal deterioration of soft trim and appearance items due to wear and exposure, nor to special bodies, body conversions, or equipment not manufactured or supplied by ITSA.

This warranty expressly excludes liability for consequential damages caused by latent defects and is in lieu of any other warranties, expressed or implied, including any implied warranty of merchantability or fitness for a particular purpose, and of any other obligations or liability on the part of the manufacturer, and ITSA neither assumes nor authorises any other person to assume for it any other liability in connection with such motor vehicle or chassis.

TYRES

In view of the abnormal stresses and strains to which tyres and tubes are or may be subjected, local tyre manufacturers stipulate that they make no representation whatsoever and give no guarantee against latent or patent defects or in any other manner whatsoever in respect of products manufactured, sold or supplied by them and all conditions and warranties whatsoever, whether statutory, implied or otherwise are expressly excluded.

It is an express condition subject to which persons are licensed to use and vend the patented or branded goods of such manufacturers that a manufacturer will be under no liability whether in contract or in default for any injury, loss or damage to any person or property, by or arising out of the use of such goods. A manufacturer is prepared to give the most sympathetic consideration to any complaint as to either manufacture or workmanship and if, in its sole discretion, it comes to the conclusion that such complaint is justified, it will be prepared to deal with the same.

The tyre manufacturers further lay down that no person shall advertise or issue any guarantee in connection with the sales of their patented or branded goods in any form which differs in effect from the foregoing or conveys any greater benefit or obligation that is set out above. It is for these reasons that ITSA must exclude tyres and tubes from its Warranty.



Isuzu Truck South Africa (Pty) Ltd
Reg No 2006/034364/07
Private Bag X3
Sunninghill 2157
Republic of South Africa
28 Saddle Drive
Woodmead Crescent Office Park
Woodmead, Sandton
Tel +27 11 806 4600
Fax +27 11 8064693

31 January 2007

The Director
Office of the State Tender Board
Private Bag X49
Pretoria
0001

Dear Sir,

Subject: **TENDER RT57/2007CV – ANNEXURE “J” – SBD 1 - Invitation to bid**

Attached for your information is above form duly completed and signed.

Yours faithfully

Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
Tel: +27 11 806 4770
Fax: +27 11 806 4693
Cell: 082 373 3905
Ian.Porter@gmsa.com
www.gmsa.com

Directors: M. Kobayashi* (Managing Director), C.B. Allen,
M.Gauld, S. Minami*, N. Izumina*
* Japan



In Association With



31 January 2007

The Director
Office of the State Tender Board
Private Bag X49
Pretoria
0001

Dear Sir,

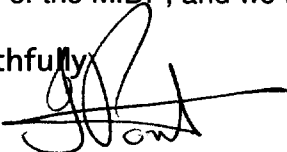
Subject: **TENDER RT57/2007CV – ANNEXURE “K” - LOCAL CONTENT REQUIREMENTS**

In 1995 the South African government comprehensively changed the regulations under which the motor industry operates, by changing away from the concept of 'local' content requirements to a system intended to encourage global competitiveness. The new system covered in the Motor Industry Development Program, recognised amongst other issues, that commercial vehicles contribute as an input cost to the national economy, and as such the cost should be kept as low as possible. To achieve this, the import duties on commercial vehicles and their components has been greatly reduced; encouraging the use of lower cost imported goods.

In pursuance of this objective, ITSA has decided to revert to Isuzu Diesel engines in the N & F Series trucks. Isuzu is a recognised leader in diesel engine technology, and our tests have proven that there are substantial benefits for truck operators in performance, fuel economy, payload productivity, engine life and interior noise levels.

The 'local content preference' clause in the Tender appears to run contrary to the MCV and HCV objectives of the MIDP, and we request that you consider the anomaly in your deliberations.

Yours faithfully,



Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
Tel: +27 11 806 4770
Fax: +27 11 806 4693
Cell: 082 373 3905
Ian.Porter@gmsa.com
www.gmsa.com

Directors: M. Kobayashi* (Managing Director), C.B. Allen,
M.Gauld, S. Minami*, N. Izumina*
* Japan

31 January 2007

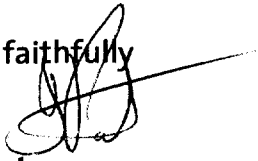
The Director
Office of the State Tender Board
Private Bag X49
Pretoria
0001

Dear Sir,

Subject: **TENDER RT57/2007CV – ANNEXURE “L” - ALTERNATE SUPPLIER
CLAUSE**

In the interest of expediting delivery to the various State Departments, ITSA offers on Tender RT 57/2007 CV extras to be supplied by various vendors including Messrs Southern Star Organisation, SA 600 Manufacturing, Busmark 2000, Cabworld, ITSA and any others, which may be required to ensure prompt delivery of vehicles for orders received. In turn, GMSA undertake to maintain the same price and specification as tendered. This clause is initiated in the interest of providing an even better service to our customers.

Yours faithfully



Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
Tel: +27 11 806 4770
Fax: +27 11 806 4693
Cell: 082 373 3905
ian.Porter@gmsa.com
www.gmsa.com

Directors: M. Kobayashi* (Managing Director), C.B. Allen,
M.Gauld, S. Minami*, N. Izumina*
* Japan



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Reg No 2006/034364/07
Private Bag X3
Sunninghill 2157
Republic of South Africa
28 Saddle Drive
Woodmead Crescent Office Park
Woodmead, Sandton
Tel +27 11 806 4600
Fax +27 11 8064693

31 January 2007

The Director
Office of the State Tender Board
Private Bag X49
Pretoria
0001

Dear Sir,

**TENDER RT57/2007 CV – ANNEXURE “M” – DEALER SERVICE
ORGANISATION**

After Sales Service for our products is handled by our dealer organisation, which is widely and conveniently distributed. Our dealer organisation comprises approximately 40 franchised dealers who operate fully equipped workshops in all major centres and towns throughout the country.

The technical personnel employed by our dealers is trained at our training centre situated in Johannesburg and all our dealers are required to employ a certain percentage of factory trained personnel on their staff. The training facilities offered by our training centre is also made available for the training of government personnel, and any other department would be most welcome to send their technicians to this training centre. They could be accommodated in our standard curriculum or alternatively, special courses could be arranged.

In addition, to periodic training courses which dealer technical staff, attend, regular technical information is supplied to all dealerships which hold the franchise for those particular vehicles which require servicing.

It is suggested that in the event of your awarding these items to ITSA, we be advised if any remote operations exist, where it would be preferable to have dealer facilities available. Such information would be evaluated on receipt and if practicable, the local ITSA dealership will be requested to extend his facilities to cover basic service of units in the area.

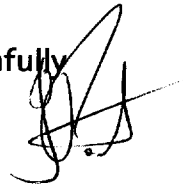
Directors: M. Kobayashi* (Managing Director), C.B. Allen,
M.Gauld, S. Minami*, N. Izumina*
* Japan



In Association With



Yours faithfully



Ian Porter

Truck Sales Manager

Isuzu Truck South Africa (Pty) Ltd

Tel: +27 11 806 4770

Fax: +27 11 806 4693

Cell: 082 373 3905

Ian.Porter@gmsa.com

www.gmsa.com



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Reg No 2006/034364/07
Private Bag X3
Sunninghill 2157
Republic of South Africa
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Woodmead Crescent Office Park
Woodmead, Sandton
Tel +27 11 806 4600
Fax +27 11 8064693

31 January 2007

The Director
Office of the State Tender Board
Private Bag X49
Pretoria
0001

Dear Sir,

Subject: **TENDER RT57/2007CV – ANNEXURE “N” – DEALER LIST**

Attached for your information is our current Dealer list giving all relevant contact information as required.

Yours faithfully

Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
Tel: +27 11 806 4770
Fax: +27 11 806 4693
Cell: 082 373 3905
Ian.Porter@gmsa.com
www.gmsa.com

Directors: M. Kobayashi* (Managing Director), C.B. Allen,
M.Gauld, S. Minami*, N. Izumina*
* Japan

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Isuzu Truck Dealers

	Dealership	Classification	City / Town	Dealer Principal Name	Contact no.	E-mail
1	Anderson Motors	Small	Ladysmith	Craig Anderson	(036) 637 2204-9	craig@andersonmotors.co.za
2	Auas Motors Pty Ltd	Medium	Windhoek	Abie Blaauw	(09264) 61 23 3090	dp@auasdelta.com.na
3	Auto House Piet Retief	Small	Piet Retief	Cedric Jones	(017) 826 2321	enable@icon.co.za
4	Barloworld City Heriotdale	Major	Heriotdale	Vernon Meakin	(011) 626 2400	herdeldp@bmh.co.za
5	Bates Port Shepstone	Medium	Port Shepstone	Noel Allchin	(039) 682 0007	batesps@venturenet.co.za
6	Bonro Brits	Small	Brits	Savvas Hadjiphanis	(012) 252 3303	bonrodp@automail.co.za
7	C P Nel Mossel Bay	Small	Mossel Bay	Gail Mc Keown	(044) 691 2116	cpnel@icon.co.za
8	Central Motors	Small	Swellendam	Matthys Koch	(028) 514 1113	central@tiscali.co.za
9	Eagle Canyon Auto	Major	Rooseveldt Park	Rodney Selesnick	(011) 794 1023	rselesnick@supergrp.com
10	Frank Vos Motors	Small	Worcester	Andrew Grieve	(023) 348 4500	andrewg@frankvos.co.za
11	Gaborone Autoworld	Medium	Gaborone	Badeti Tibone	(09267) 362 6800	badetit@gabautoworld.co.bw
12	Isuzu Truck Centre	Major	Epping	Eric Ackerman	(021) 534 4411	erica@isuzutruck.co.za
13	Jacksons	Small	Queenstown	Mark Wilson	(045) 838 1023	theboss@jacksons.co.za
14	Jowells Motors	Small	Springbok	Stompie Schenck	(027) 712 2061	stompies@jowells.co.za
15	K & R Motors	Small	Humansdorp	Felicity Kriel	(042) 291 0324	krmotors@lantic.net
16	Kenrich	Small	Grahamstown	Dean Kent	(046) 622 7312	dk@disc-online.co.za
17	Key Airport	Major	Croydon	John Farquarson	(011) 974 3001	airport@keygroup.co.za
18	Key Pietermaritzburg	Major	Pietermaritzburg	Vernon Van Heerden	(033) 345 2542	pmburg@keygroup.co.za
19	Key Pinetown	Major	Pinetown	Trevor Emanuel	(031) 701 5111	pinetown@keygroup.co.za
20	M & Z Auto World Gobabis	Small	Gobabis	Andre' Botha	(09264) 6 256 3003	gdelta@iafrica.com.na
21	Mbabane Motors	Medium	Mbabane	Jody Foss	(09268) 404 3501	jfoss@mbanmotors.co.sz
22	Menmat	Small	Newcastle	Roger Mentzel	(034) 312 1110	dp@menmat.co.za
23	Meyers East London	Major	East London	Brent Thorp	(043) 701 6600	bthorp@meyersgroup.co.za
24	Meyers George	Small	George	Garth Van Tonder	(044) 801 7411	garth@meyersgroup.co.za
25	Premier Auto Benoni	Major	Benoni	Jana Padayachie	(011) 845 3300	cbotes@porter.co.za
26	Premier Auto Bloemfontein	Major	Bloemfontein	Ian Barr	(051) 403 9200	ibarr@porter.co.za
27	Premier Auto Vereeniging	Medium	Vereeniging	Gary Bennett	(016) 421 3800	gbennett@porter.co.za
28	Provincial Richards Bay	Small	Richards Bay	Robbie Bezuidenhout	(035) 797 5101	provincialmotors@telkomsa.net
29	Pupkewitz Motors Holdings (Pty) Ltd	Small	Walvis Bay	Gerhard Carstens	(09264) 64 20 3610	pwbdp@pupkewitz.com
30	Perdeberg Motors	Small	Malmesbury	Francois Geldenhuys	(022) 482 1158	dpm@pmgroup.co.za
31	Solly'S Middelburg	Medium	Middelburg	Shiraz Latif	(013) 283 6200	shirazi@sollys.za.com
32	Thorp Paarl	Medium	Paarl	Dirk Burger	(021) 872 2101	dirk@thorpauto.co.za
33	Tommy Martin	Major	Krugersdorp	Warren Banfield	(011) 953 2055	fieldb@mweb.co.za
34	Westvaal Klerksdorp	Major	Klerksdorp	Hennie Botha	(018) 462 9535	hennie@westvaal.co.za
35	Westvaal Polokwane	Major	Polokwane	Stephan Potgieter	(015) 297 1149	stephan.potgieter@westvaal.co.za
36	Westvaal Witriver	Medium	WitRiver	Johan Badenhorst	(013) 751 1131	johan@westvaal.co.za
37	Williams Hunt Durban Cbd	Major	Durban	Dave Barden	(031) 368 5388	dbarden@um.co.za
38	Williams Hunt Midrand	Major	Midrand	Alan Brunetti	(011) 315 9422	abrunetti@um.co.za
39	Williams Hunt P.E.	Major	Port Elizabeth	Trevor Villet	(041) 396 4600	tvillet@um.co.za
40	Williams Hunt Pretoria	Major	Pretoria	Malcolm Hiom	(012) 328 6580 /9	mhiom@um.co.za



Isuzu Truck South Africa (Pty) Ltd
Reg No 2006/034364/07
Private Bag X3
Sunninghill 2157
Republic of South Africa
28 Saddle Drive
Woodmead Crescent Office Park
Woodmead, Sandton
Tel +27 11 806 4600
Fax +27 11 8064693

31 January 2007

The Director
Office of the State Tender Board
Private Bag X49
Pretoria
0001

Dear Sir,

TENDER RT57/2007CV – ANNEXURE “O” – S.A.B.S. MARK

Although our products do not carry the S.A.B.S. mark, they do conform to the S.A.B.S. standards laid down for motor vehicles and are manufactured to I.S.O. 9001 standards.

GMSA was awarded ISO 9001 accreditation on 4 February 1997 and all Medium and Heavy commercial vehicles are manufactured by GMSA for distribution by Isuzu Truck South Africa (PTY) Ltd.

Yours faithfully

Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
Tel: +27 11 806 4770
Fax: +27 11 806 4693
Cell: 082 373 3905
Ian.Porter@gmsa.com
www.gmsa.com

Directors: M. Kobayashi* (Managing Director), C.B. Allen,
M.Gauld, S. Minami*, N. Izumina*
*Japan

Trucks for life
ISUZU

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RT-57 - Annexure Q - Company Background

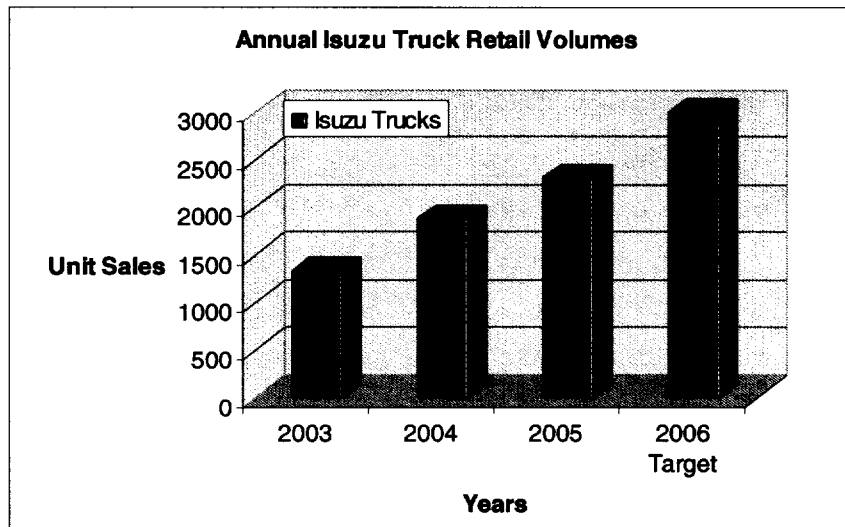
Isuzu Truck South Africa (Pty) Ltd

Press Release December 2006: New Truck Company launched

In a major shift in focus for South Africa's truck operators, General Motors South Africa and Isuzu Motors Limited Japan have now announced the formation of a local joint venture company in a 50:50 partnership - **Isuzu Truck South Africa (Pty) Ltd**. The new company will take over distribution and support within South Africa and including Malawi, Mozambique, Zambia, Zimbabwe and Mauritius for all Isuzu Trucks from 3, 5 ton GVM upwards.

General Motors South Africa will continue to hold distribution responsibility for the very successful 1-ton Isuzu KB light commercial vehicle range. General Motors South Africa is a full subsidiary of General Motors, the world's largest motor company while Isuzu Motors Ltd is also ranked among the top 14 of the world's biggest motor corporations (Fortune Global 500 survey).

Isuzu Truck South Africa has identified transport operator requirements for dedicated trucking expertise and after-market support. This decision is supported through increased success and acceptance of Isuzu trucks in Southern Africa as demonstrated in the increase in annual retail volumes that showed a 40,7% growth over 2003, a further 22,9% in 2005, and with a 2006 forecast 30% higher than 2005. This growth rate has stretched the currently shared resources, particularly in the service and technical support fields, prompting the move to a dedicated organization.



“With the current growth rate in the South African economy, logistics requirements will continue to expand, while the country still has a very real need for an efficient public transport system. Both of these needs indicate sustained growth in the truck and bus market” says Craig Uren, newly appointed Chief Operations Officer for Isuzu Truck South Africa. *“However, other pressures, such as the fuel price increases, environmentally friendly legislation and road congestion mean that the modern operator has to have efficient trucks, correctly specified for the operation, with exemplary back up service to reduce down time. We can no longer simply regard trucks as an extension of the rest of the GMSA franchise: we have to do things differently”*.

The move to focus on trucks over 3500kg GVM - trucks with an approximate payload of 1, 5 ton upwards - will strengthen business relationships in the specialist truck market. Isuzu trucks will be distributed through most of the existing General Motors South Africa truck dealers. However in matching Isuzu Truck South Africa requirements for customer service and market growth, the current Isuzu truck national retailer network will undergo facility upgrades to the value of some R350 million over a two-year period. Uren comments - *“We will be launching new Isuzu truck retail outlets that specialise in commercial vehicles. These new dealers will have service facilities optimised for the repair and maintenance of commercial vehicles. We believe firmly that Isuzu Truck South Africa can offer superior service with an emphasis on ‘Customer Care’ recognising the importance of minimising downtime that is so costly to truck operators”*.

Isuzu Truck South Africa will operate as a separate legal entity, with offices located in Woodmead, Sandton. It will have a staff complement in the region of fifty people, responsible for all truck marketing, sales, service, customer support, product development and engineering support. Of these, forty will be newly created positions, with a further, as yet un-quantified number of new positions being created in the revised dealer organisation.

The joint venture partners have supplied outstanding trucking-automotive leaders for the new company -

- **Managing Director - Masatoshi Kobayashi.** A mechanical engineering graduate from the University of Waseda, Kobayashi has had a distinguished 29-year career at Isuzu Motors Limited that goes back to 1977 when he joined the Vehicle Engineering Division. Rising to be Group Leader in the Engineering Division, Kobayashi was subsequently appointed General Manager of the Purchasing Division. In March 1999 Kobayashi became Executive Manager of the Manufacturing Division with further promotion to the position of Executive Manager of the Engineering Division at Isuzu Motors Limited before assuming the role of Managing Director of Isuzu Truck South Africa.
- **Chief Financial Officer - Arthur Boyle.** Starting with General Motors South Africa in 1974, Boyle spent 13 years with various positions in the Management Accounting section of Finance Department. Boyle was appointed Strategic Planning Manager in 1987 and moved through various product, business and strategic planning functions between 1987 and mid 2003. In the last three years Arthur Boyle has been Marketing Manager for the re-introduction of the Chevrolet brand in South Africa.
- **Manager of Business Co-ordination and Special Projects - Hiroshi Iizuka.** Hiroshi Iizuka has a career with extensive international involvement outside of Japan. Starting in 1985 Iizuka worked for Japanese engineering firm specialising petroleum/petrochemical plants and was responsible for overseas business development and procurement. In October 2000 Iizuka assumed the role of Manager of Sales Project Office, Isuzu Motors Limited Japan and was responsible for the global purchasing of trucks with the integrators such as FedEx, DHL and UPS. From March 2002 Iizuka held various senior management positions dealing with Iran, Mainland China and South East Asian countries.

Hiroshi Iizuka's most recent position at Isuzu Motors Limited was Manager of International Department, responsible for South African business.

- **Chief Operations Officer - Craig Uren.** A Comm. graduate from the University of Port Elizabeth Uren started his motor industry career in 1990 under the company's Graduate Training Programme. After holding various positions within sales and marketing he was appointed as Fleet Sales Manager in 1996 and further promoted to National Truck & Fleet Manager in 1999. In June 2005 he assumed the role of Isuzu Truck Manager - Truck Sales and Marketing before taking on his new position at Isuzu Truck South Africa.

The new company will assume operations on January 1st, 2007 subject to approval pending from the Competition Commission.

Isuzu Trucks will continue to be assembled by GMSA in their Port Elizabeth Truck Assembly Plant, under a contract assembly agreement with ITSA. Plant capacity will be upgraded to accommodate the increased sales volumes, as well as to allow for an expanded model offering. Current planning includes the addition of a second shift from 2008.

All new Isuzu truck models sold in Southern Africa are now '**SiTEC POWER**' branded - a **Selected Isuzu Technology** concept. '**SiTEC POWER**' is Isuzu's trucking benchmark for the move forward into technology differentiation. Promoting Isuzu Truck South Africa and under the new corporate philosophy of '*Trucks for Life*', '**SiTEC POWER**' branded Isuzu trucks will be on display at the Auto Africa Expo in October 2006.

Additional editors' background working notes and facts:

Isuzu trucks over 3, 5 ton GVM are assembled from SKD (semi-knocked-down) packs in Port Elizabeth and from 1 January 2007 will be distributed in Africa through Isuzu Truck South Africa (Pty) Ltd. There are currently 46 Isuzu truck retailers in Southern Africa: 40 specialist Isuzu truck retailers sell and service the entire Isuzu truck range while 6 General Motors South Africa passenger car retailers also sell and service the

Isuzu NHR 150 Carrier and NKR 250 Carrier models only - Isuzu trucks with a GVM of 3,55 and 5,5 ton respectively.

Isuzu trucks have a class-leading warranty - 2 years or 150000kms whichever occurs first on the NHR 150 Carrier with an unlimited distance or 2-year warranty for all Isuzu trucks from 5, 5 ton GVM and above. Isuzu Truck South Africa will assume responsibility for the warranty of all Isuzu Trucks over 3500 kg GVM in the market, honouring the current General Motors South Africa warranty terms.

General Motors South Africa main field of focus is passenger and light commercial vehicles and currently ranks third in the South African market sales charts through the sales of a wide range of Chevrolet, Isuzu, Opel and Saab products. General Motors South Africa is currently experiencing a record breaking sales run in excess of 8000 new passenger, light commercial and heavy truck units per month.

Isuzu Motors Limited, currently a world market leader in light commercial and heavy truck sales, is expanding its operations in over 100 countries across the globe. Isuzu Motors Limited regards South Africa as one of its most important export markets and sees a significant market opportunity in Southern Africa, driven by the both political stability and economic growth.

31 January 2007

The Director
Office of the State Tender Board
Private Bag X49
Pretoria
0001

Dear Sir,

Subject: **TENDER RT57 – 2007 CV ANNEXURE “R”**

OPTIONAL EXTRAS - CRANE FITMENT - RT57-03-02- 05 / 06 / 07 / 08

Please find detailed below the offers suitable to the specifications for the following item numbers:

RT57-03-02-05

- Offer No. - 0 Isuzu NQR500T with 4,8m drop side body fitted with no option of crane installation on the vehicle.
R197 922.24 including VAT.
- Offer No. - 1 Isuzu FRR500 with 4,2m drop side body fitted with Fassi F65A.21 crane mounted behind cab fully installed.
R362 368. 38 including VAT.
- Offer No. - 2 Isuzu FRR500 with 4,2m drop side body fitted with Fassi F65A.21 crane mounted at rear of chassis fully installed.
R377 620. 44 including VAT.
- Offer No. - 3 Isuzu FRR500 fitted with 5,2m drop side body with no option of crane installation on the vehicle.
R230 950. 32 including VAT.

RT57-03-02-06 & 07 - With Crane - Specification A:

- Offer No. - 1 Isuzu FSR700 with 5,2m drop side body fitted with Fassi F65A.21 crane mounted behind cab fully installed.
R398 767. 44 including VAT.
- Lifting capacity at 2.0m is 3000kg
 - Lifting capacity at 3.5m is 1900kg
 - Maximum reach is 5.5m.
 - Mounting space required is 665mm
 - Dry mass is 750kg and wet 810kg

RT57-03-02-06 & 07 - With Crane - Specification B:

- Offer No. - 2 Isuzu FSR700 with 5,2m drop side body fitted with Fassi F95A.21 crane mounted behind cab fully installed.
R429 887. 16 including VAT.

Directors: M. Kobayashi* (Managing Director), C.B. Allen,
M.Gauld, S. Minami*, N. Izumina*
* Japan

Fassi F95A.21

- Lifting capacity at 1.7m is 5000kg
- Lifting capacity at 3.5m is 2600kg
- Maximum reach is 6.1m.
- Mounting space required is 850mm
- Dry mass is 1110kg and wet 1170kg.

RT57-03-02-08 - With Crane - Specification A:

Offer No. - 1 Isuzu FSR700 with 5,2m drop side body fitted with Fassi F65A.21 crane mounted behind cab fully installed. **R398 767. 44** including VAT.

- Lifting capacity at 2.0m is 3000kg
- Lifting capacity at 3.5m is 1900kg
- Maximum reach is 5.5m.
- Mounting space required is 665mm
- Dry mass is 750kg and wet 810kg

Offer No. - 2 Isuzu FSR700 with 5, 2m drop side body fitted with Heila HL -L70 crane mounted at rear of chassis fully installed. **R411 984. 60** including VAT.

- Lifting capacity at 1.83m is 3500kg
- Lifting capacity at 3.63m is 1700kg
- Maximum reach is 6.96m.
- Mounting space required is 750mm
- Dry mass is 1030kg

RT57-03-02-08 - With Crane - Specification B:

Offer No. - 1 Isuzu FSR700 with 5,2m drop side body fitted with Fassi F95A.21 crane mounted behind cab fully installed. **R429 887. 16** including VAT.

Offer No. - 2 Isuzu FSR700 with 5, 2m drop side body fitted with Fassi F95A.21 crane mounted at rear of chassis fully installed. **R431 647. 32** including VAT.

- Lifting capacity at 1.7m is 5000kg
- Lifting capacity at 3.5m is 2600kg
- Maximum reach is 6.1m.
- Mounting space required is 850mm
- Dry mass is 1110kg and wet 1170kg.

Yours faithfully



Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
Tel: +27 11 806 4770
Fax: +27 11 806 4693
Cell: 082 373 3905
Ian.Porter@qmsa.com
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31 January 2007

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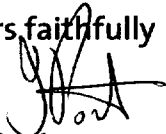
Dear Sir,

Subject: **TENDER RT57 – 2007 CV ANNEXURE “S” :**
Schedule of suppliers / body builders

Please be advised that the following sub contractors / body builders / coach builders will be employed during this contract period:

Busmark 2000
Cabworld
Data Dot Technology
Bowman Cranes
600SA Manufacturing
Motor Body Construction
Hydro Holdings
Muva Engineering
Southern Star Eng
Truck Bodies
F&R Phakisa
Imperial Flexi Fleet

Yours faithfully



Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
Tel: +27 11 806 4770
Fax: +27 11 806 4693
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Directors: M. Kobayashi* (Managing Director), C.B. Allen,
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Republic of South Africa
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Tel +27 11 806 4600
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31 January 2007

The Director
Office of the State Tender Board
Private Bag X49
Pretoria
0001

Dear Sir,

TENDER RT57/2006CV – ANNEXURE “T” Special Colours Trucks

Isuzu truck cabs are fully imported, already e-coated and sprayed white, therefore any truck requiring a special colour, such as Golden Yellow etc., will be sprayed semi trimmed. This paintwork carries full factory warranty.

Yours faithfully

Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
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ian.Porter@gmsa.com
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Isuzu Truck South Africa (Pty) Ltd
Reg No 2006/034364/07
Private Bag X3
Sunninghill 2157
Republic of South Africa
28 Saddle Drive
Woodmead Crescent Office Park
Woodmead, Sandton
Tel +27 11 806 4600
Fax +27 11 8064693

31 January 2007

The Director
Office of the State Tender Board
Private Bag X49
Pretoria
0001

Dear Sir,

Subject: **TENDER RT57/2007CV – ANNEXURE “V” Data Dot**

As requested by SA Police Services:

DataDot per vehicle, prior to despatch : R1610.00

For info, this action will impact negatively on delivery period and may cause an unforeseeable delay (due to volumes involved).

Yours faithfully

Ian Porter
Truck Sales Manager
Isuzu Truck South Africa (Pty) Ltd
Tel: +27 11 806 4770
Fax: +27 11 806 4693
Cell: 082 373 3905
Ian.Porter@gmsa.com
www.gmsa.com

Directors: M. Kobayashi* (Managing Director), C.B. Allen,
M.Gauld, S. Minami*, N. Izumina*
* Japan

Trucks for life
ISUZU

In Association With





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31 January 2007

The Director
Office of the State Tender Board
Private Bag X49
Pretoria
0001

Dear Sir,

Subject: **TENDER RT57/2007 CV – ANNEXURE “Z” – SERVICE PLAN**

The service plan offered is for:

Two year /100 000 km on MCV and HCV trucks.

The prices quoted per model includes administration costs and VAT, but excludes tyres.
Refer Annexure AA for pricing.

The service plan is applicable to the chassis cab portion of the vehicle only (OE equipment)
and does not cover the after market / contractor fitted body or equipment.

Yours faithfully

Ian Porter
Truck Sales Manager
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Directors: M. Kobayashi* (Managing Director), C.B. Allen,
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* Japan



In Association With



TRUCKS

ITEM NO	MODEL DESCRIPTION	Service Plan
RT57-03-02-01	NKR 250 CARRIER, 4.2m dropside	R 45,919.20
RT57-03-02-02	NPR 300, 4.2m dropside	R 45,315.00
RT57-03-02-03	NPR 400, 4.8m dropside	R 45,315.00
RT57-03-02-04	NPR 400, 4.8m dropside	R 45,315.00
RT57-03-02-05 (0)	NQR 500, 5.2m dropside	R 50,752.80
RT57-03-02-05 (1)	FRR 500, 5.2m dropside & front crane	R 58,003.20
RT57-03-02-05 (2)	FRR 500, 5.2m dropside & rear crane	R 58,003.20
RT57-03-02-05 (3)	FRR 500, 5.2 dropside	R 58,003.20
RT57-03-02-06 (0)	FSR 700, 6.0m dropside	R 58,003.20
RT57-03-02-06 (1)	FSR 700, 5.2m dropside front crane	R 58,003.20
RT57-03-02-06 (2)	FSR 700, 5.2m dropside rear crane	R 58,003.20
RT57-03-02-07 (0)	FSR 700, 6.0m dropside	R 58,003.20
RT57-03-02-07 (1)	FSR 700, 5.2m dropside front crane	R 58,003.20
RT57-03-02-07 (2)	FSR 700, 5.2m dropside rear crane	R 58,003.20
RT57-03-02-08 (0)	FSR 700, 6.0m dropside	R 58,003.20
RT57-03-02-08 (1)	FSR 700, 5.2m dropside front crane	R 58,003.20
RT57-03-02-08 (2)	FSR 700, 5.2m dropside rear crane	R 58,003.20
RT57-03-02-09	FVZ 1400, 7.5m dropside	R 73,712.40
RT57-03-03-01	FSR 700, 3.8 sqm Corten tipper	R 58,003.20
RT57-03-03-02	FTR 800, 5.0 sqm tipper	R 66,462.00
RT57-03-04-01	FSR 700, 6000Lt water tanker	R 58,003.20
RT57-03-04-02	FSR 700, 6000Lt water tanker	R 58,003.20
RT57-03-04-03	FSR 700, vacuum tanker	R 58,003.20
RT57-03-05-01	FSR 700, Prison van	R 58,003.20
RT57-03-05-02	NKR 250 Carrier, Laundry van	R 45,919.20
RT57-03-05-03	FRR 500, Laundry van	R 58,003.20
RT57-03-05-04	FSR 700, Laundry van	R 58,003.20
RT57-03-06-01	NPR 300 Riot truck	R 45,315.00
RT57-03-06-02	NPR 400 Riot truck	R 45,315.00
RT57-05-50-25	NPR 300 25 Seater bus	R 45,315.00
RT57-05-50-35	NQR 500 35 Seater bus	R 50,752.80
RT57-05-50-50	FTR 800 (N) 50 Seater bus	R 60,420.00
RT57-05-50-60	FTR 800 (T) 60 Seater bus	R 65,253.60

Note: Service Plans:

Trucks : 2 years / 100 000 kms