Toyota South Africa Motors (Pty) Ltd

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TOYOTA

January 31, 2007

CHIEF DIRECTOR:
Contract Management
Specialist Functions
National Treasury
Private Bag x49
Pretoria
0001

RT57/2007CV SUPPLY OF SEDAN VEHICLES, LIGHT AND HEAVY COMMERCIAL VEHICLES BUSSES AND MOTOR CYCLES

Dear Sir,

Thank you for the opportunity to participate in the above tender invitation.

This letter forms part of our tender and must be read as such.

In terms of all tender special conditions, we would like to bring the following points to your attention:

MODEL CHANGES

Toyota South Africa, as a motor manufacturer reserves the right to implement technical and or specification changes to our vehicles as running changes. Vehicles offered on this contract could also be affected, but this will only be in line with the Government's continuous Local Content Program and in our strive for modern technological development. In the event of such changes the board will be advised accordingly.

We also would like to advise that, all our vehicles can only operate on unleaded petrol.

MODEL RUN-OUT

Please be advised that we can only supply the current Corolla models until August 2007 and RunX until July 2007, as per our tender offers. We are not in a position to submit any prices on the replacement models and therefore no offers can be done.
Also be advised that the Hi-Ace 12S item 05-22-01 will also be discontinued by December 2007, and supply on RT57/2007 can only be done until September 2007.

DELIVERY PERIODS

Our delivery periods are not firm, however we will endeavour to deliver the quantities as quoted in our tender. The quoted quantities and delivery periods are for standard units, request for extras to be fitted (e.g. Canopies, tow-hitches, aircons, etc.) will increase the delivery period from 110 – 140 days.

Please be advised that unforeseen circumstances such as strikes locally and abroad or any other industrial actions which might lead to low or no production will affect our delivery periods and quantities.

DELIVERY COSTS

All transportation cost after the point of delivery as offered on the tender will be for the ordering departments account.

Attached, a schedule with current road transport delivery cost.

If PDI dealers have to deliver vehicles to a receiving depot a handling fee of R180+R25.20 Vat will be charged = R205.20, as quoted under extras.

PRICING

Prices include 14% Vat and calculated at the rate of exchange at 12h00 on the 5th of January 2007. SA Reserve Bank (Schedule attached)

Prices include the cost of pre-delivery service, R100 for fuel and triangles.
Vehicles will be invoiced at the prices applicable on date of delivery.

PRICE ADJUSTMENSTS

Prices will be adjusted quarterly and electronically communicated from National Treasury 5 working days prior to the effective dates, adjusted prices will be applicable on all vehicles delivered from the effective date.

PAYMENT TERMS

All vehicles delivered and invoiced must be paid for within 30 days. Notwithstanding terms and conditions of this tender, and due to numerous problems regarding payments of already executed orders and delivered vehicles, we reserve the right to cancel and or stop further execution of orders already received, if payment of delivered vehicles are not received within a 60 day period.

This clause also applies to vehicles at Pdi dealers if not collected within 10 days after notification by the dealer or Toyota SA Motors, and whereafter the responsibility of safe keeping and damages will be the responsibility of the department or in the case of sub-Vehicles, Kgwerano Financial Services.

VOLUME ORDERS

When delivery is spread over 3 to 4 months, payment must be done on vehicles delivered and not after completion of order.

SERVICE PLANS

Please be advise that the prices for the following model ranges include a Mandatory Service Plan as quoted for under the various items:

RT57-01-13-01	Toyota Yaris 130I Sedans	60 000km/4 years
RT57-01-13-02	Toyota Yaris 130I Hatch's	60 000km/4 years
RT57-01-13-02	Avanza 1.3 SX	60 000km/4 years
RT57-01-14-01	Corolla 140I Sedans	90 000km/5 years
RT57-01-14-03	RunX 140I Hatches	90 000km/5 years
RT57-01-15-03	Avanza 1.5	60 000km/4 years
RT57-01-16-01	Corolla 160I Sedans	90 000km/5 years
RT57-01-16-03	RunX160I Hatches	90 000km/5 years
RT57-01-18-01	Corolla 180I Sedans	90 000km/5 years

RT57-01-18-03	RunX 180I Hatch	90 000km/5 years
RT57-01-20-01	Avensis	90 000km/5 years
RT57-01-22-03	Avensis	90 000km/5 years
RT57-02-20-01	Hilux 2000 S/C LWB Offer 0	No service Plan
RT57-02-20-01 To 02-40-07	Hilux offer 1 & all other Hilux offers	90 000km/5 years
RT57-04-30-02/03	Fortuner Models	90 000km/5 years
RT57-05-25-02 27-01	Quantum Busses	90 000km/5 years
RT57-06-25-02/03	Quantum P/V's	90 000km/5 years
RT57-06-27-01/03	Quantum P/V's	90 000km/5 years

NB. Please note: There are no service plans on the following items:

RT57-05-22-01	HiAce 12 seater bus
RT57-02-42-01	Land Cruiser LCV Diesel
RT57-02-45-01	Land Cruiser LCV Petrol

VOLUME ORDERS

When delivery is spread over 3 to 4 months, payment must be done on vehicles delivered and not after completion of order.

PRE-DELIVERY AND FREE SERVICES

Our prices include the cost for pre-delivery service only all other services on models without the service plan, which are normally carried out on a free of charge basis by dealers to the public while the vehicle is under warranty will be for the account of the owner/ department.

Pre-delivery and other services under warranty can only be carried out by an authorized Toyota dealer.

COLOUR CHOICES AND PAINT

We offer our standard base factory colours and paint procedures. Orders for subsidized vehicles will only be accepted and executed with a minimum of 4 colour choices.

MANUALS

Please be advise that we have no spare parts catalogues available, (Paper manuals are in the process of being phased out.

Most of our vehicle ranges are already on E-Toyota (an electronic communication system between Toyota and the dealer network) in future this system will be extended to our customer base as well.

TRAINING

Attached please find a training calendar for 2007. Course Bookings to be done at Toyota Training department.

Mr. John Hawkins
Contact No. (011) 809 2478

DEALER NETWORK

Attached please find a comprehensive list of our Dealer Network.

GENERAL

Vehicle security: To further enhance on vehicle security, we would like to offer a **Data Dot** system being done at our factory. **Price R399,00 Vat inclusive.**

SUPPLIER DETAILS

Please be advised that the supplier details as per the submission report must be changed as follows: Supplier name: Toyota SA Motors (PTY) LTD
Contact Person: Mr. Marius Senekal

We trust you will find this in order and would like to assure you of our best attention at all times.

Yours faithfully,

M. SENEKAL
SENIOR MANAGER