

# MAN Automotive (South Africa) Proprietary Limited



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Modderfontein,  
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Dear Sirs

Thank you for giving us the opportunity to put forward our quotation based on the [Click here to enter text.](#)

## 1. **MAN | Support**

1.1. MAN Automotive (South Africa) Proprietary Limited ("**MAN**"/"**we**"/"**us**") has embarked on an expansive global business offensive to ensure that it attains the number one, two or three position in every market in which it competes.

1.2. With more than 50% of annual turnover within the Group derived from the sale of and support for commercial vehicles, MAN has placed a great deal of focus on activities which add value to transport operators, which include the following:

### 1.2.1. Driver Training

MAN offers the following range of driver training:

- a. Vehicle hand-over training;
- b. Product orientation;
- c. Fuel consumption benchmark training;
- d. Train-the-trainer programmes; and
- e. Specialised vehicle/operator training.

### 1.2.2. Fleet Management Services

- a. MAN understands that there are numerous factors which contribute to the total operating cost of your fleet and the importance of up-time/vehicle productivity to meet the expectations of your customers.

Directors: M. Geyer (Managing Director) (German), M. Dumisa (Finance Director), X.S. Luthuli (Non-Executive Director), S. Schall (Non-Executive Director) (German)

Reg No: 1975/004250/07 • VAT Reg. No. 4960273706

A company of MAN Truck & Bus AG

[www.mantruckandbus.co.za](http://www.mantruckandbus.co.za) • [www.man-topused.co.za](http://www.man-topused.co.za)

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- b. To that end, we are at your disposal to make recommendations on the following Fleet Management Services:

- (i) Vehicle Management Systems (On-Board Computers)
- (ii) Driver Management Systems (On-Board Computers)
- (iii) Fleet Management Services (Bureau Service)
- (iv) Prevailing Residual Values and Trade-Back values.

### 1.2.3. Training

MAN offers various product and technical training courses at our Isando-based Training Academy. A training schedule for these training courses will be made available upon request.

### 1.2.4. Network Support

- a. MAN has the following sales and service network –
- (i) 6 (six) MAN-owned workshops within South Africa;
  - (ii) 20 (twenty) franchised Service Providers in South Africa;
  - (iii) 12 (twelve) franchised Service Providers in Southern Africa;
  - (iv) 17 (seventeen) franchised Service Providers in Sub-Equatorial Africa;
  - (v) a major CKD assembly plant for both truck and bus chassis in Pinetown;
  - (vi) a major bus body building plant for the design and manufacturing of bus bodies in Olifantsfontein, South Africa; and
  - (vii) a Parts Distribution Centre in Isando.
- b. MAN's Head Office is in Modderfontein from where all the strategic aspects of the After Sales functions are managed including –
- (i) the After Sales Organization;
  - (ii) the planning, ordering, and warehousing aspects for all parts supplies;
  - (iii) the provision and co-ordination of all technical training;
  - (iv) all high level truck and bus technical support; and
  - (v) all controlling (financial) aspects related to the consolidation of the results of the warranty and maintenance contract departments.



### 2. **MAN | Service**

If you want a service contract or fully-fledged maintenance and repair contract throughout the life of your new purchased vehicle, we will gladly provide you with a suitable quotation or range of options that can be provided by MAN, this also for additional peace of mind on major component failures outside of the quoted warranties.

### 3. **MAN | TopUsed**

- 3.1. Internationally MAN TopUsed is the arm of our business which has the ability to evaluate and trade-in your used vehicles which have come to the end of their first economic life, at fair and market related prices.
- 3.2. If you want to trade-in any vehicles or simply wish to acquire a quality pre-owned vehicle for your operation, kindly contact the undersigned who will direct you to the appropriate person for your area.

### 4. **MAN | Finance**

- 4.1. Applications and assistance with financing can be provided by MAN Financial Services - a joint venture Company formed between MAN Truck and Bus AG and ABSA Bank.
- 4.2. For this purpose, one of our resident MAN Financial Services consultants will be available to provide assistance with any financial application that you may have, such as:
  - 4.2.1. on versus off-balance sheet financing;
  - 4.2.2. instalment sale, lease or operating rental;
  - 4.2.3. ownership or non-ownership after a certain period;
  - 4.2.4. tax implications;
  - 4.2.5. contract-based financing; and
  - 4.2.6. empowerment financing options.



## 5. Price Offer

	1		R 0.00	R 0.00
On the Road Fee ( Excluding Licence Fee)	1			R 0.00
<b>Total Extra's</b>	<b>1</b>		<b>R 0.00</b>	<b>R 0.00</b>
<b>Sub Total:</b>	<b>1</b>		<b>R 0.00</b>	<b>R 0.00</b>
VAT	1	15%	R 0.00	R 0.00
<b>Total Including VAT</b>	<b>1</b>		<b>R 0.00</b>	<b>R 0.00</b>

## 6. Repair &amp; Maintenance\* and Extended Warranty\*\*

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6.1. All values above table exclude 15% VAT.

6.2. 100% tar longhaul application, includes admin fee and towing **[Amend as needed]**.

*\*The Repair & Maintenance offer is subject to acceptance and signature of the MAN's Repair & Maintenance Contract.*

*\*\*All warranties and extended warranties are subject to MAN's standard warranty terms and conditions.*

## 7. Trade Back\*

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*\*The Trade Back offer is subject to acceptance and signature of the MAN Top Used Standard Terms and Conditions.*



**8. Contract and Order Acceptance**

- 8.1. This offer is valid until [Click here to enter text.](#)
- 8.2. Below rules apply for deliveries in 2019:
  - 8.2.1. 2% standard price increase.
  - 8.2.2. MAN might update the prices in the case of FX rate change of more than 10%.

**9. Conclusion**

- 9.1. The majority of the MAN products offered are locally assembled in Pinetown KZN from CKD (Completely Knocked Down kits), imported from our state-of-the-art MAN production facilities in Europe, although as a part of its globalization strategy, some model ranges are manufactured within the BRIC countries. Local knowledge of operating conditions, combined with localised engineering and product planning expertise, ensures that our award winning products are suitably adapted and tested for our particular region and its operators.
- 9.2. Please note that this is a non-binding quotation. In the event that the above quotation is favourable to you please contact us and we will send you an offer to purchase with our standard terms and conditions.
- 9.3. We kindly invite you to contact us with any further requirements that you may have regarding this offer, or any other points which you may wish to clarify regarding MAN.

We look forward to being of further assistance to you in the future.

Yours faithfully

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