



Michelin str. Vanderbijlpark
CELL: 082 929 0057, TEL: 016 986 2194
FAX: 086 772 5040, FAX: 016 986 1882
VAT No: 484 021 6594 CK: 2001/070059/23
Website: www.sleepwa.co.za
E-mail: sales@vtectrailers.co.za
"Build Ruggedly Tough by Hand"

Agent and Associate Information Letter

Who is Vtec Trailers:

In a country of so much beauty and potential, Vtec Trailers has identified the need for utility trailers that are not only well-built, but also durable enough for the rugged terrain our vehicles endure daily. Established in 2001, it has grown into a national business with the factory based in the Vaal Triangle, headed by CEO Tobie Venter.

With a reputation for strong and durable trailers throughout Africa, it is easy to see why Vtec Trailers obtained the 2nd place nationwide in the Afrikaanse Handel Instituut Enterprise of the Year competition for 2013.

Their Trailers Models – Galvanizing available from 2015, on selected models:

With a range of over 60 models from multi-purpose to cattle trailers, they have something for every need. Whether you need to remove the garden rubble or sell cattle on a weekly basis, between the economical Handyman range and their reinforced signature African Wagon range, with an impressive 3.5ton GVM, you can be sure that "Nothing ever gets left behind[®]".

Their Customers:

Their customer base range from local individuals to corporate entities both locally and abroad, with trailers seen on the roads from the Cape to Cairo, Baia dos Tigros to Maputo. They are seen in films such as "Vrou Soek Boer", "Die Spook van Uniondale".and the soon released "Treurgrond".

Community and staff involvement:

Vtec Trailers believe in South Africa's ability to grow into a strong nation, and therefor are committed to job creation and staff welfare.

Staff is always involved in national celebrations such as the Soccer World Cup and taken on trips such as The Gautrain and Civic Theater. Furthermore is Vtec Trailers also involved in other projects such as a Children's home and the SPCA but to name a few.

The future for and where to buy a Vtec Trailer:

Vtec Trailers are expanding again and will move to a new production facility of around a 1000m² in mid-2015. Trailers can also be bought at any of their agents nationwide, or online on their website at www.sleepwa.co.za, or at the factory directly at 3 Michelin street, Vanderbijlpark.

It is the responsibility of the client to make sure that the correct towing vehicle is used and that the trailer is serviced on a regular basis.





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Our proposal to you:

We currently have two options for you to get involved in our business success.

Option 1 – Become an Associate of Vtec Trailers.

The aim of this option is to give companies that need to buy trailers on a regular basis for own use and retailing purposes the opportunity to qualify for better prices. T&C apply.

Option 2 – Become an Agent of Vtec Trailers.

The aim of this option is to give companies and individuals the opportunity to qualify for the best possible prices. An agent will typically retail trailers and / or expand their rental fleet on a regular basis. A Vtec agent can trade under the Vtec Trailers name or his own company name, selling and / or renting Vtec trailers to the public. Agents also have the advantage of the valued brand and a well-established head office. With the necessary skills, experience and support from our side, we are offering you a promising new enterprise geared for success.

Differences and costs:

<u>Agents</u>	<u>Associates</u>
Can sell nationally and internationally	Can sell in a limited are area only
Detailed website listing	Minimum units on first order: TWO (2)
Minimum units on first order: TWO (2)	No minimum sales units per year
Minimum sales units of 12 per year	Qualify for Wesbank leisure Finance
Qualify for Wesbank leisure Finance	Banner & board can be purchased optionally
Design of adverts - free of charge	
Indoor banner with pictures	
Outdoor branding board	
Referrals from head office when applicable	
Assistance on shows / expo's	
Training and transfer of skills and experience	
Support where and when needed	
Can register own Associates – T&C apply	
R 20 000-00 once off incl. board & banner	Free of charge subject to T&C

End note:

A successful business is only as successful as the people they surround themselves with. With this in mind we at Vtec Trailers will always advise you to become part of a Chamber of Commerce and or a networking organisation in your area.

Vtec Trailers and its staff are looking forward to you joining our family in the near future.

We can also assist you in expanding your current business.

Contact our CEO – Tobie Venter, at the head office with any further enquiries.

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