

7 July 2011

To: Langer Heinrich Suppliers and all other Potential Suppliers

Invitation to tender for stock items via Tara Nawa's website - Longterm.xls file on <u>www.webportunities.net</u> Closing Date/Time: 19 August at 12H00 Price Agreement Commencing Date: 1 October 2011 Duration: 12 months

We are now in the process of renewing contracts or price agreements for all our stock items. You are invited to submit tenders for all stock item categories as displayed on the website, by the date/time stated above. You will need to register on the website to download/upload this tender. Tenders submitted via other means will be ignored. Note that registration with Langer Heinrich on the website is at no cost.

The Longterm.xls spread sheet which contains our requirements, has several columns that you need to complete. Of utmost importance are the "Vendor Brand Name" and "Price Expiry Date" columns. Make sure that you replace the "No Name Brand" which appears by default, with your own brand name where applicable. Also ensure that your "Price Expiry Date" is a date in the future and preferably not earlier than 31 October 2011.

Please note that even in the case of proprietary items, you are requested to submit your prices via the website. That will enable us to move all tender/contract data to a single system where it can be managed efficiently in a fully paperless, transparent and auditable environment.

If you need clarification on any commercial matters, you may contact Sharon Le Hanie on Tel: 064 4106239, eMail:sharon.lehanie@lhupl.com , or you can contact me on my contact details below.

For assistance on the website at <u>www.webportunities.net</u>, send an email via the Contact Us web page on the website or call:

Elmo Erasmus, Cell SA: +27 (0)82 492 4946, Cell: +264 (0)81 128 6388, Tel: +264 (0)64 402 403

We look forward to your positive response and an amicable business relationship in the future.

Yours faithfully,

Leonhard Hinterholzer

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