

**Training:-**

A fully fledged state of the art training centre has been established at our premises which required an investment of millions of Rands. Tata has always stressed on training right from inception. We have extremely innovative methods on training which have been included in the relevant chapter. We have placed a service engineer in South Africa who will undertake to train the relevant people. The training facility has a full time trainer that will conduct training on a regular basis on the complete range of vehicles, engines and aggregates for technicians, drivers and operators.

**Empowerment:-**

The group is dedicated to the empowerment since 1906 when the steel plant was planned. The Tata philosophy being "what comes from the people go back to the people many times over".

**Spare Parts:-**

Our parts are extremely competitively priced with a central warehouse at Johannesburg. Further more the fast and slow moving spares are also available at the service points around South Africa.

**Service:-**

Tata has a service reach covering almost all of the South African market and there might be areas which may not be under the network. We undertake to locate, appoint, train and stock spares in service centres for any area in South Africa where the state would run more than 3 (three) Tata vehicles. This we have been undertaking under our TAS scheme.

**Body building:-**

Tata has optioned in the bodybuilding riot section with two body options the major difference in the option is the roll over compliance of the body and hence the difference in price.

We trust that the proposal would be up to the expectations of the tender committee and looking forward towards serving the state in our humble way.

Yours faithfully,



**SUDHIR BABSHET  
GENERAL MANAGER**



Chief Director  
Office of the State Tender Board  
Private Bag X115  
Pretoria  
0001

Sir,

As in every year, Tata Automobile Corporation of South Africa is pleased to offer their range of reliable and robust vehicles for this tender. We are pleased to inform you that we have a new range of bakkies and Extra Heavy Commercial Vehicles already introduced successfully into the South African market which we will be happy to offer to you next year. The brochures of the Tata Novus range enclosed are for reference. The salient feature of the Tata proposal is as follows:-

#### **Salient features of the Tata Product**

- Full air brakes on all Tata commercial vehicles.
- Engine monitoring system worth ZAR 3000 a standard fitment with all our models in the commercial range.
- Power steering standard on all our models.

#### **Pricing:-**

Tata has given an extremely competitive bid at the same time maintaining a firm price (except as mentioned exchange fluctuations) and not compromising on specifications. All the prices in the tender are including VAT and the Rand Dollar exchange rate used is 7.4.

We have the option of maintenance plans in all the models and the labour rate will be subject to South Africa Inflation and would change accordingly.

#### **Specifications:-**

Otherwise stated in the proposal all the specifications of the body are in tune with the requirements.

#### **TATA AFRICA**

#### **Tata Automobile Corporation (SA) (Pty) Limited**

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