

TATA MOTORS

Sr no: 336

January 12, 2009

All Dealer / TASCs/ TASP's

Sub: Approval for New equipments under our Equipment Empanelment Program

This refers to our initiative of Equipment empanelment wherein we have been informing you on the approved equipment suppliers, their equipments and their price list. Continuing with our initiative, we have now added 2 more supplier in our list of approved partners.

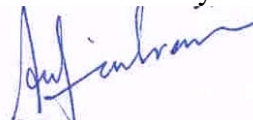
They are

- 1) Progressive Technologies (Protech)
- 2) Vinitec Automotive Pvt . Ltd.

Refer to the Annexure for the approved equipments and their prices. The representatives of these companies shall be visiting your setups for marketing their equipments. Kindly extend all possible cooperation to them in this regard.

Thanking you,

Yours sincerely



Vikram Sinha
Head – Customer Support

Equipment List 1 - Vinitec Automotive Pvt . Ltd.

Sr. No	TML common minimum specifications	Company Name	Model	Standard Accessories supplied with the machine	Special feature	UNIT PRICE (Rs) (Including the cost of 2 years AMC + excise duty)	Spare parts needed for 1st three yrs operation & cost	Consumables needed for every year & cost	Warranty Period	Set-up Time	Cycle Time
1)Equipment :Aurorobot Collision Repair System (Bench Type)											
a)		Aurorobot Finland Oy through Vinitec Automotive(India)	Aurorobot XLS+ (Bench Type)	Attached as Appendix A	<p>Features of Aurorobot XLS+ (Bench Type): The XLS+ frame bench is proven to increase profit in body shops. Its patented, modular design makes it quick to set up, simple to operate and very adaptable. The pulling tower made of high grade aluminum ,is light durable, providing ergonomic work for years.</p> <ul style="list-style-type: none"> • Downward pulling wheel • 10 ton pull beam • 10 ton Hydraulics • 3400kg/lb lift • Super-quick vehicle fastening with one-bolt chassis clamps and scissor lift bed. • Easily adjust to pull in all directions(up, down, sideways) • Extended bed for severe chassis damage. • Useful as a lift for assembling parts or other mechanical work. • Smart design reduces stress on technician. 	11,95,000 (Eleven Lakhs Ninty Five thousand Only)	Because of long product life,no spare parts /consumables are required during warranty period.	Nil	1 Year	1 Day for Installation and 4 Days for Training	Product Life 20-25 Years
b)		Aurorobot Finland Oy through Vinitec Automotive(India)	Aurorobot XLS+ (Bench Type) with Aurorobot Calipre for 3D Electronic /Mechanical Measuring	Attached as Appendix A1	<p>Features of Aurorobot XLS+ (Bench Type):Same as above</p> <p>Features of Aurorobot Calipre for 3D Electronic /Mechanical Measuring:</p> <ul style="list-style-type: none"> • Calipre is Aurorobot's advanced 3D electronic/mechanical measuring system. Its unique overhead arch moves over the entire vehicle, accurately measuring both chassis and body. • Calipre's patented measuring heads streamline your shop's workflow, increasing production and ensuring accuracy. • Calipre's 3D measuring data is Aurorobot's proprietary software; each vehicle datasheet shows up to 60 measuring points per vehicle ,plus mounting instructions. • The Aurorobot newest version includes photographs of late-model vehicle, detailing precise measuring points. • Datasheet updates are available either on CD-ROM or online in Aurorobot Extranet. • With Calipre, measuring can be done either electronically or mechanically by hand(without computer) and hence giving much more operational flexibility to the technicians at the Body shop.With Aurorobot Caipre, measuring can be done either electronically or mechanically by hand (without computer) giving much more to the technician at the body shop. 	20,75,000 (Twenty Lac Seventy Five Thousand Only)	Because of long product life,no spare parts /consumables are required during warranty period.	Nil	1 Year	1 Day for Installation and 4 Days for Training	Product Life 20-25 Years

c		Autorobot Finland Oy through Vinitec Automotive(India)	Autorobot Star Block 669B+(Chassis Fastening Set for Full Frame Vehicles)	Attached as Appendix A2	Features of Autorobot Star Block 669B+(Chassis Fastening Set for Full Frame Vehicles) <ul style="list-style-type: none"> • Star block fasteners present new technology in the industry. • It makes fastening and straightening of vehicles quicker. • Straightening arms rotate around steplessly, providing easy reach for mounting points of all kinds of chassis. • With four fastening units the mounting of long pick ups is quicker, too. • It forms a base on which several types of mounting heads kits and support sets can be installed. • Star block fasteners find wide and frequent use in all kind of repair jobs in the body shop. • The set can be used with Autorobot straightening beds like XLS+ 	2,75,000 (Two Lac Seventy Five Thousand Only)	Because of long product life,no spare parts /consumables are required during warranty period.	Nil	1 Year	2 Days for Training	Product Life 20-25 Years
2)Equipment :Collision Repair System (Floor Type)											
		Autorobot Finland Oy through Vinitec Automotive(India)	Autorobot Micro B (Floor Type)	Attached as Appendix B	Features of Autorobot Micro B (Floor Type): <p>Micro B is a professional straightening bench designed for easy set up and quick pulls.Its modest cost makes it a great investment for any size body shop. It is suited for small body shop with limited floor space.</p> <ul style="list-style-type: none"> • Super-quick vehicle fastening with one-bolt chassis clamps. • Easily adjust to pull in all directions (up,down,sideways). • Smart design reduces stress on technician. • More straightening units can be added to the system with a low investment. • Super-quick, one –bolt chassis fasteners come standard with the Autorobot Micro B. • It is fastening and pulling components are interchangeable with other Autorobot bench. • The pulling tower, made of high grade aluminum, is light and durable, providing ergonomic work for years. 	3,85,000 (Three Lac Eighty Five Thousand Only)	Because of long product life,no spare parts /consumables are required during warranty period.	Nil	1 Year	1 Day for Installation and 2 Days for Training	Product Life 20-25 Years
3)Equipment :Autorobot Ez Calipre (Point to Point Measuring)											
		Autorobot Finland Oy through Vinitec Automotive(India)	Autorobot Ez Calipre(Point to Point Measuring)	Attached as Appendix C	Features of Autorobot Ez Calipre <ul style="list-style-type: none"> • Measure length and height. • Height measuring based on electronic angle indicator. • Works with computer backup (not without PC). • Weight 2.3kg or 3.5kg with tram extension. • 5 hours operating time with full batteries. • Powered with rechargeable AA batteries. • Quick damage analysis. • Quick checkup during repair. • Easy use on the garage floor, on a lift, bench/rack etc. • State-of-the-art accuracy in upper structure and in the underbody. • Wireless connection between 3D electronic measuring system and PC/laptop. • Save wirelessly measuring result in computer memory. • Documentation can be printed out from computer. 	2,92,000 (Two Lacs Ninety TwoThousand Only)	Because of long product life,no spare parts /consumables are required during warranty period.	Nil	1 Year	1 Day for Installation and 2 Days for Training	Product Life 20-25 Years
4)Equipment :Autorobot Panel Puller with tool set											

	Autorobot Finland Oy through Vinitec Automotive(India)	Autorobot Panel Puller with tool set	Attached as Appendix D	Features of Autorobot Panel Puller with tool set Autorobot Panel Puller makes the straightening of vehicle panels even faster and more economical <ul style="list-style-type: none"> • Easy to use and high pulling force, which can be achieved with use of the lever handles. • Makes the equipment suitable for almost all kind of car body straightening. • Retaining manufacturer's paint protection. • Work can be started immediately ,no waiting for a new part. • Its both the suction and magnet pads allows for easy use of the Autorobot Panel Puller. • They are adjustable and there fitting rotate horizontally so that pulling be placed on best possible area. 	91,000 (Ninty One Thousand Only)	Because of long product life,no spare parts /consumables are required during warranty period.	Nil	1 Year	2 Days for Training	Product Life 20-25 Years
5)Equipmnet: Autorobot Mini Spotter incl. Puller										
	Autorobot Finland Oy through Vinitec Automotive(India)	Autorobot HP2+ Resistance Welding Machine	Attached as Appendix E	Features of Autorobot HP2+ Resistance Welding Machine <ul style="list-style-type: none"> • Compact sized welding machine for panel straightening work. • Easy to use. • Angle operation panel for easy operation at shop. • Hand lever with one-touch lock. 	74,000 (Seventy Four Thousand Only)	Because of long product life,no spare parts /consumables are required during warranty period.	Nil	1 Year	1 Day for Training	Product Life 20-25 Years

Terms :

Sales Tax :Extra as applicable.

Octroi :Extra on actuals (wherever applicable)

Paymnet : 30% Advance along with order, 60% on proof of despatch and balance 10% after satisfactory installation, commisioning and training.

Delivery : 8 weeks from confirmed order along with advance.

Depending on the vehicle inflow load, you can opt for the following

Option 1- Monthly load (30-50 Cars / month)

Autorobot Micro B (Floor Type) including the Autorobot Ez Calipre (Point to Point Electronic Measuring System)

Total Cost of the Set **Rs.6,77,000(Six Lakh and Seventy Seven Thousand Only)**

Option 2-Monthly Load (50-100Cars/month)

Autorobot XLS+ (Bench Type) including Autorobot Ez Calipre (Point to Point Electronic Measuring System)

Total Cost of the Set **Rs.14,87,000(Fourteen Lakh and Eighty Seven Thousand Only)**

Option 3 - Monthly Load (100 or more Cars)

Autorobot XLS+ (Bench Type) including Autorobot Calipre (Advance 3D Electronic plus Mechanical Measuring including the Patented Overhead Arch which conveniently slides over the Veh).

Total Cost of the Set **Rs. 20,75,000 (Twenty Lakh and Seventy Five Thousand Only)**

Name of Equipment: Protech

Sr.No.	TML common minimum specifications	Company Name	Model	Standard Accessories supplied with the machine	Special feature	UNIT PRICE (Rs) (Including the cost of 2 years AMC + excise duty)	Spare parts needed for 1st three yrs operation & cost	Consumables needed for every year & cost	Warranty Period	Set-up Time	Cycle Time
Name of Equipment: Multi Point Lube Oil Dispenser VK - 06											
1	Master Viking lube Oil Dispenser monitoring system –MR-06 (Main Master for First Product) with following: a)Flow Meter. b) Pipe set (12mm R1 pipe 3mtrs).c) Oil filter d) Memory to store 1000 transactions. e) Communication Port to PC. f) Real time clock. g) Backup battery for memory. h) Backlit LCD Display. i) 485 comm. Port. J) Barrel Empty indication. k) Master totalizer.	PROTECH	MR-06	a)Flow Meter. b) Pipe set (12mm R1 pipe 3mtrs).c) Oil filter d) Memory to store 1000 transactions. e) Communication Port to PC. f) Real time clock. g) Backup battery for memory. h) Backlit LCD Display. i) 485 comm. Port. J) Barrel Empty indication. k) Master totalizer.		58010.9		a)12mm R1 pipe 3mtrs & Cost, 2500.b) Oil filter 7 Cost,1200	One Year	One Day	10 years
2	Master Extension Adaptor for each additional Product a) Product controller card. b) Flow meter. c) Control Valve.	PROTECH		a) Product controller card. b) Flow meter. c) Control Valve.		21282.1			One Year	One Day	10 years
3	Slave Viking lube Oil Dispenser SL-06 (Main Slave for First Product) with following: a) 485 Comm. Port. b) Backlit LCD Display. c) 5mtrs R1 pipe with non- drip nozzle. d) Job card entry facility. e) 5 preset Programmable keys. f) Status Indicator. g)Totalizer. h)RFID reader	PROTECH	SL-06	a) 485 Comm. Port. b) Backlit LCD Display. c) 5mtrs R1 pipe with non- drip nozzle. d) Job card entry facility. e) 5 preset Programmable keys. f) Status Indicator. g)Totalizer. h)RFID reader		25401.2		a)5mtrs R1 pipe & Cost, 2350 b)Nozzle & Cost,1500	One Year	One Day	10 years
4	Slave Extension Adaptor for each additional product: a) 5mtrs R1 pipe with non- drip nozzle. b) Control valve c) Indicator lamp	PROTECH		a) 5mtrs R1 pipe with non- drip nozzle. b) Control valve c) Indicator lamp		6178.6		a)5mtrs R1 pipe b)Nozzle	One Year	One Day	10 years
5	RFID 'ID'- Card: For each technician for security / Authorization	PROTECH				125		RFID Card & Co	One Year	One Day	2 years
6	Comprehensive Fluid management software for Drop to Drop Accountability with RS-485 Communication adaptor and 25 meters RS-485 cable with following features: a) Online Data of every Transaction. b) Complete Inventory Management of Lubes. c) Online Job Card wise Query. d) Graphical Display of inventory. e) On line Graphical Display of Barrel Level. f) Job Card Authorization Entry. (for control Usage) g) Job card wise Report. h) Technician wise Report. i) Purchase entries Reports. j) Product wise report.	PROTECH		a)RS-485 Communication adaptor. b)25 meters RS-485 cable		14,900			One Year	One Day	10 years
7	Air operated pneumatic pump: For pumping oil from the each barrel.	INGERSOLL RAND				15000	Air operated pneumatic pump & &		One Year	One Day	3 years