
Tata Motors

Ferrous Casting Components — REQUEST FOR INFORMATION (RFI)

Tata Motors Commercial Vehicles Business Unit (CVBU) is India's largest commercial vehicle OEM. We are also the world's fourth largest truck manufacturer and the world's second largest bus manufacturer. We manufacture a wide range of commercial vehicles with Gross Vehicle Weights (GVW) between 1 - 49 Tonnes. For more information, please visit www.tatamotors.com.

We are currently undertaking a value enhancement exercise with an aim to improve total cost performance in light of competitive pressures and rising input prices. Integral to this effort is an exercise to re-evaluate and update strategies for key component categories. This particular correspondence focuses on castings for the M&HCV (Medium and Heavy Commercial Vehicle) segment of Tata Motors CVBU.

We believe that there are several changes we can make to help **reduce** our **total cost** of **iron castings components** and improve the collective value we bring to our customers. We intend to use this questionnaire as a critical tool in generating the list of suppliers that are capable and interested in receiving a subsequent Request for Proposal (RFP). The RFP will consist of more detailed questions regarding your capabilities. For current suppliers this presents an opportunity to expand business, while for new suppliers this presents an opportunity to be considered as a Tata Motors CVBU supplier. We will be treating existing and potential suppliers with equal objectivity.

Thank you in advance for your cooperation and participation in this important Tata Motors initiative. We request that the questionnaire be completed and submitted no later than Monday August 1, 2011. Please adhere to the instructions accompanying this questionnaire, which will allow you to easily complete it. Our representatives will be available to answer questions and/or assist you with the completion of the survey.

Sincerely,
Rajkumar Gound
Tata Motors

Ferrous Casting Components — SUPPLIER QUESTIONNAIRE

1.0 General information

- 1.1 Legal Company Name:
- 1.2 Street Address:
- 1.3 City:
- 1.4 State/Province:
- 1.5 Postal Code:
- 1.6 Country:
- 1.7 Contact Person:
- 1.8 Contact Person Title:
- 1.9 Telephone Number:
- 1.10 Fax Number:
- 1.11 E-mail Address:
- 1.12 Website Address:
- 1.13 Company Type (Public/ Private):

2.0 Company specific information

2.1 *Financial Details*: Please provide information about your company's corporate financials by completing the following table (express amounts in thousands of USD):

Your company's financial data	2010 – 11 (est.)	2009 - 10	2008 - 09
Financial Year/ Calendar Year			
Total Company Revenues (in \$)			
— Casting product revenues (in \$)			
— Domestic Revenue (in \$)			
— Revenue from exports (in \$)			

2.2 *Plant Details*: Please provide information on your company's **metal casting plants** in the following table:

Sr. No.	Location	Annual Castings Production Capacity (tons)	Current Capacity utilization	Available free capacity in % which can be dedicated for this business
1.				
2.				
3.				

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2.3 *Quality Certifications*: Please indicate (yes / no) **quality certifications** received by your company:

Quality Certification	ISO 9001 / 2	TS 16949	ISO 14001	Any other certification
Yes/ No				

2.4 *Testing, Measurement & Laboratory Facilities*: Please indicate the testing, measurement and laboratory facilities (y/n) available with your company in the table below:

Facilities	Mechanical Testing	Chemical Lab	Magnetic Crack Detection	Sand Laboratory	Core/ Mold sand checking	Heat Treatment
Yes/ No						

3.0 Product portfolio & Customer details

3.1 Please indicate which type of casting components you currently have in your overall product portfolio or have the capability to make; fill in subsequent details in table below:

Component	Yes/ No	If Yes				
		Annual Production (tons)	Grade	Revenue from the component (in thousands of USD)	Major OEM Customers (with country)	Major Indian OEM customers (if any)/ Willingness to supply to Tata Motors
Z Brackets						
Carrier Housing						
Diff Case & Cover						
Assembly Gearbox Housing						
Clutch Housing						
Spring Brackets						
Flywheel						
Flywheel Housing						
Cylinder Block						
Cylinder Head						

3.2 Please mention your major customers in the following categories –

- I. Passenger Vehicles -
- II. Commercial Vehicles -

Please submit completed questionnaire to Rajkumar Gound by e-mail at:
rajkumar.gound@tatamotors.com no later than August 1, 2011