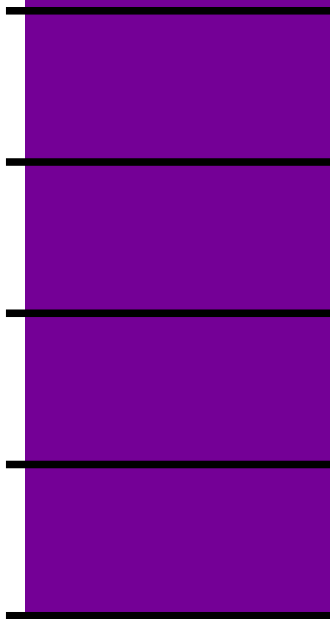


# Army Guide monthly



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- Rheinmetall to supply international customer with HX81 tractor-trailers



## Exhibitions

### Tata Motors signs MOU with Indonesia's PT Pindad



Tata Motors, India's largest automobile manufacturer and PT Pindad, today signed a Memorandum of Understanding (MoU) for cooperation, to effectively explore market potential of Tata Armoured Vehicles in Indonesia and other agreed regions of ASEAN. The MoU further includes a study to check the feasibility of locally assembling Tata Armoured Vehicles at PT Pindad's facility, in Bandung in West Java province of Indonesia.

Commenting on the occasion, Biswadev Sengupta, President Director of Tata Motors Indonesia, a subsidiary of Tata Motors Ltd – Agent licensee (APM) of Tata Motors brand in Indonesia, said, "This is a very important milestone for Tata Motors operations in Indonesia and is a matter of pride to be able to co-operate with PT Pindad, which is held in high esteem by the Indonesian community. I am sure that through this arrangement, we can create a lot of value in Indonesia, a market which we are committed to in the long term."

Biswadev further added "This foray into the defense business in Indonesia, is in continuation with the strides made in the logistics business in the country, where more than 3000 Tata vehicles are already on the road, covering Pickups, Light Trucks, Buses and Heavy Trucks."

Tata Motors, is among the top 10 truck and bus manufacturer globally and a leading manufacturer of defence and military vehicles since 1958, catering to the light to heavy vehicle requirements of military and peacekeeping missions across the globe. Based on a customer centric approach, Tata Motors has created a focused division to design and develop defence technologies and products at its facilities in Jamshedpur and Pune.

For self-reliance in the area of combat vehicles, Tata Motors has laid emphasis on the development of combat vehicle technologies and systems, with the aim of empowering defence forces with breakthrough technologies, for high mobility, fire power and protection.

PT Pindad is an Indonesian state-owned enterprise specializing in military and commercial products. PT Pindad provides the main weapon systems (Alat Utama Sistem Senjata or Alutsista) required to support independence in defence and security of the Republic of Indonesia. Furthermore, PT Pindad (Persero) also produces several industrial products for other aspects such as transportation and commercial explosives. Its activities cover design, development, engineering and fabrication as well as maintenance.

## About Tata Motors Defence Solutions:

Tata Motors has been associated with the country's off-road defence and security forces, since 1958 and has supplied over 110,000 vehicles to the Indian military and paramilitary forces, so far. The company offers its products and services that not only meet the needs of the Indian defence peacekeeping forces, but that of countries across the globe. Tata Motors exports its range of specialized defence vehicles to the SAARC, ASEAN and African regions. With Tata Motors rich portfolio in multi-axle vehicles like 12412, 848 & 646, the company has started supplying to leading Missile OEMs across the world. The company has also established itself as a supplier of specialist vehicles for UN peacekeeping missions. Tata Motors range of off-road vehicles are also being procured by the agencies involved in AID & Development, across the world like GSA, KBR, Oxfam, RONCO, RA International & Riders.

## About Tata Motors:

Tata Motors Limited is India's largest automobile company, with consolidated revenues of INR 2,75,561 crores (USD 41.6 billion) in 2015-16. Through subsidiaries and associate companies, Tata Motors has operations in the UK, South Korea, Thailand, South Africa and Indonesia. Among them is Jaguar Land Rover, the business comprising the two iconic British brands. It also has an industrial joint venture with Fiat in India. With over 9 million Tata vehicles plying in India, Tata Motors is the country's market leader in commercial vehicles and among the top in passenger vehicles. Tata cars, buses and trucks are being marketed in several countries in Europe, Africa, the Middle East, South Asia, South East Asia, South America, Australia, CIS and Russia.

## Contracts

### Rheinmetall to supply international customer with HX81 tractor-trailers



An international customer has awarded Rheinmetall a major contract for military trucks. The order encompasses 110 logistic vehicles worth a total of €134 million, earmarked for delivery between January 2018 and February 2019. Additional vehicle orders are envisaged. The contract includes comprehensive service and logistical support for a period of five years.

The vehicles on order are tractor-trailers based on the successful, operationally proven HX81 from Rheinmetall MAN Military Vehicles (RMMV).

Unlike many comparable vehicles, RMMV's HX family consists of military-off-the-shelf (MOTS) products. They combine tried-and-tested, dependable components from large-scale production runs, specially customized to meet the most exacting military requirements. Around 12,000 of these vehicles are currently in service worldwide. Among others, the group of user nations now includes the UK, Denmark and New Zealand. Like Sweden and Norway, Australia has also placed large-volume orders with RMMV in recent years. When it comes to logistical interoperability, this significantly facilitates multinational military operations.

The new order underscores once again Rheinmetall's growing reputation as a developer, manufacturer and supplier of tactical and logistic vehicles.

Right from the outset, these trucks are designed for maximum robustness, load capacity and mobility both on and off the road. As a rule of thumb, they have a service life of at least twenty years and 300,000 km in military use. In compliance with STANAG norms, standard HX family vehicles can operate in climatic zones

A1 to C2, i.e. at temperatures ranging from -46°C to +49°C. They can also be adapted to operate under all other climate conditions. Moreover, it is possible to equip them with passive and active protection solutions without major reengineering work. New operational requirements and experienced gained in the field flow systematically into ongoing development work.

The HX family comes in variants from 4x4 to 10x10. Cargo trucks, tankers, heavy-duty recovery vehicles, system platforms, folding road-laying and bridge-laying systems – all of these are perfectly possible. In addition, the vehicle family concept results in largely identical operation as well as maintenance, repair and spare part requirements, leading in turn to lower lifecycle costs.

RMMV exploits its strengths as original equipment manufacturer to the full, as well as its ability to integrate numerous subsystems and components into the system. Importantly, RMMV offers a single source approach to service. Everything from

1st to 4th level support is possible, even during deployed operations. These vehicles underscore Rheinmetall's status as a world-leading tech enterprise specializing in security and mobility.

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