



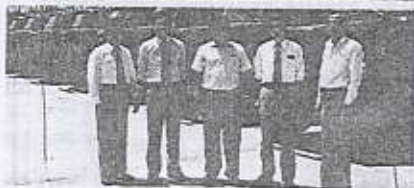
UTTARA NEWS

UTTARA
MOTORS
LTD

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TOP MANAGEMENT OF IMODC IN BANGLADESH



Mr. Masao Anzai, Director, IMODC, Japan, Mr. Kunio Nakajima, General Manager of IMODC, Japan, Mr. Nomura of C.ITOH, Japan visited Bangladesh. The Managing Director of Uttara Motors Ltd and Mr. Miyana, Manager, C. ITOH, Dhaka received them at ZIA Airport on 3rd August'90. Their accommodation was made at "SONARGAON" a super Five-Star Hotel where they stayed for three nights. They had very busy schedules in Dhaka and Chittagong. Recently Ministry of Industries decided to assemble vehicles in Bangladesh Machine Tools Factory (BMTF), besides Progoti Industries Ltd (PIL). So they had to visit both the factories at Barabkundo, Chittagong and at Joydevpur, Dhaka alongwith Managing Director UML to see the available facilities for assembling latest sophisticated models of ISUZU-vehicles. After



seeing the facilities and holding discussions with Managing Directors of both PIL & BMTF the distinguished guests had further discussions with top-management of UML.

The Managing Director, UML, hosted a dinner in honour of the distinguished guests at the VINTAGE room of Dhaka Sheraton. The Managing Director of PIL & BMTF were present. The guests left Dhaka for Kathmandu on way to Japan.

DGM Quality assurance (BAJAJ) visits MENOKA FACTORY

Mr. V.A. Datar, DGM quality assurance of BAJAJ AUTO



LTD., India visited the factory of Menoka Motors Ltd. at Chittagong in July, 1990. His mission was to see quality of products and advise Menoka to further improve quality and increase production capacity. He was highly impressed at the quality and process of production and promised to send Menoka a flow-chart for production-increase. He also visited the KAWASAKI BAJAJ (Motorcycle) assembly plant at Tongi, Dhaka. Prior to his departure he signed a minutes of understanding with Mr. Habib R. Chowdhury Director Technical at our Dhaka Office.

Message



I am happy to know that Uttara Group, Bangladesh, has brought out a quarterly, 'UTTARA NEWS', covering topics of interest to their group. I have seen Vol. 2 of 'Uttara News' which has come out well and makes interesting reading.

Bajaj Auto has been associated with Uttara Group for more than a decade through Menoka Motors Ltd. It has been a very satisfying business relationship and we appreciate the excellent work done by Menoka Motors in promoting Bajaj vehicles in Bangladesh. With Mr. Mukhlesur Rahman at the helm of Uttara Group, I am confident this relationship will be strengthened further in the years to come. Bajaj Auto will be introducing new models of two wheeler vehicles in the near future in the export markets. I am sure Menoka Motors Ltd. will not spare any efforts, as in the past, to popularise the new models of Bajaj vehicles in Bangladesh.

I send my best wishes to UTTARA NEWS and the Uttara Group and look forward to receiving colourful issues of Uttara News.

(Signature)
Rohail Bajaj

CHAIRMAN & MANAGING DIRECTOR



bajaj auto ltd.

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THE IDEAL
MULTIPURPOSE
VEHICLE



ISUZU TROOPER

4WD 2771 CC.

With its rugged 4x4 versatility, Sophisticated good looks, Powerful drive train, ultra-safe braking System adjustable Seats, Standard & optional features TROOPER- It can take you anywhere.



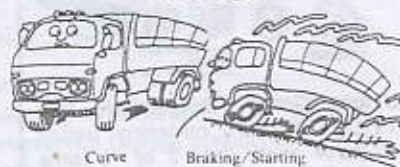
Reason For
RUNEVEN
WEAR of Tyre



Uneven load



Uneven wear



Curve Braking/Starting

Mr. Jiro Watanabe of Bridgestone Corporation, Japan visited Bangladesh in August, 1990. He had discussion with Mr. Mukhlesur Rahman & Mr. Matiur Rahman



Good news for Customers and users

Refixation of budgetary taxes on automobiles at a glance

Sl No	VEHICLE TYPE	REFIXED TAXES		BUDGETARY TAXES	
		1.9.90		14.6.90	
		DUTY	SALES TAX	DUTY	SALES TAX
1	CAR UPTO 850 cc (Petrol)	50%	20%	100%	20%
2	CAR UPTO 1000 cc (Petrol)	100%	20%	150%	20%
3	CAR UPTO 1300 cc (Petrol)	175%	20%	200%	20%
4	CAR ABOVE 1300 cc (Petrol)	350%	20%	350%	20%
5	FOUR WHEEL DRIVE (PETROL) UPTO 2000 cc	30%	20%	100%	20%
6	-DO- (DIESEL) UPTO 2000 cc	100%	20%	100%	20%
7	FOUR WHEEL DRIVE (PETROL) ABOVE 2000 cc	50%	20%	200%	20%
8	FOUR WHEEL DRIVE (DIESEL) ABOVE 2000 cc	200%	20%	200%	20%
9	PICKUP (PETROL) UPTO 2000 cc	20%	10%	100%	20%
10	PICKUP (DIESEL) UPTO 2000 cc	100%	20%	100%	20%
11	PICKUP (PETROL) ABOVE 2000 cc	30%	20%	200%	20%
12	PICKUP (DIESEL) ABOVE 2000 cc	200%	20%	200%	20%
13	MICROBUS (PETROL)	50%	20%	100%	20%
14	MICROBUS (DIESEL)	100%	20%	100%	20%
15	MINIBUS (PETROL)	20%	NIL	20%	NIL
16	MINIBUS (DIESEL)	50%	NIL	50%	NIL
17	BUS (PETROL)	20%	NIL	20%	10%
18	BUS (DIESEL)	50%	20%	50%	20%
19	TRUCK (PETROL)	20%	NIL	20%	20%
20	TRUCK (DIESEL)	50%	20%	50%	20%
21	MINIBUS (CKD) AND BUS (CKD)	10%	—	10%	—
22	TRUCKS (CKD) PETROL	5%	—	10%	—
23	TRUCKS (CKD) DIESEL	10%	—	10%	—
24	TRUCKS (CBU) PETROL	20%	—	20%	—
25	TRUCKS (CBU) DIESEL	50%	20%	20%	—
26	MOTORCYCLE (CKD)	10%	—	10%	—
27	MICROBUS (CKD) PETROL	20%	10%	—	—
28	MICROBUS (CKD) DIESEL	50%	20%	—	—

MARUTI CLINIC

Maruti Clinic for the year 1990 will be organised in 1st week of Nov. 1990. The venues of the clinic will be Dhaka & Chittagong. Mr. Roy an Engineer from Maruti Udyog will conduct the Clinic. Valued customers are individually invited by UML to attend the Clinic.

Directors of Eastern Motors Ltd. Threadbare discussion centered on new budgetary implications on Tyre-prices where Mr. Zaman, Mr. Barua of Mitsui & Co., Dhaka were also present. Mr. Watanabe visited various dealers in the city. He also visited the Chittagong office of EML and the dealers there. Mr. Watanabe understood the market situation thoroughly and assured to take up with higher management of Bridgestone for possible reduction in prices.

**MR. MASHIO
TAKASAKA,
C.ITOH TOKYO IN
BANGLADESH**



Mr. Mashio Takasaka Asstt. Manager of C. ITOH, TOKYO visited Dhaka on 29th July '90 with the objective of finding investment-scope. Mr. Habib R. Chowdhury Director Technical took him to Chittagong where he visited PIL factory to see ISUZU VEHICLES and had discussion with Production Manager Mr. Anup Kumar Barua. He had a meeting with Managing Director of PIL before he left for Tokyo via Bangkok.

VISITS TO BRANCHES



Managing Director with other concerned Directors visited Sylhet Branch of UML situated at Chowkideki, in early Sept. 1990. They held a meeting with DGM of Sylhet Branch Mr. Emran Hussain Chowdhury for business possibility

in greater Sylhet. The DGM was advised to visit all tea-gardens, District H. Q. and to find out the prospect of marketing different products, particularly 4WD vehicles, autorickshaw, motorcycles and Diesel Engine. He was asked to submit a comprehensive report in the next monthly meeting.

The Managing Director along with three other Directors also visited the Jessore Branch on 26th July '90. Detail discussion was held with branch incharge, Jessore, Mr. Ehsanullah, where the new Manager of Khulna Branch was also present.

They were advised to increase sales of products, improve workshop-facilities & after-sales-services. The Khulna-Manager Mr. Hannan was advised to expedite the inauguration of the Khulna Branch. On their way back to Dhaka they all visited the Benapole Custom Check-Post.



PROFICIENCY AWARDS FOR PERSONNELS

In recognition to the outstanding performances of its personnels, the management of Uttara Group is pleased to declare awards in the

form of cash alongwith certificates. This year the following personnels are recipients of the award.



From left to right

1. Amanullah Miazi
DGM (Accounts)

2. Kabir A Chowdhury
DGM (Sales)

3. Manik Dutta
Workshop
Superintendent

4. Samir Baran Das
Senior Executive
(Chittagong)

5. Afzal Ahmed
Senior Executive
(Bogra)

MENOKA MOTORS LTD. (TONGI PLANT) AN OVERVIEW

When the giant manufacturer BAJAJ AUTO LTD., INDIA introduced their Kawasaki-Bajaj Motorcycle under technical collaboration of world-renowned Kawasaki, Japan, the management of Menoka Motors Ltd. keeping in view the marketing-prospect of motorcycles being prosperous in Dhaka, decided to set up a separate and exclusive plant for assembling 2 wheeler at Tongi. The production capacity is 2000 units per annum. Production commenced in the

middle of October '89. Till to-day we have assembled 1500 units of KB100 & 100 units of Bajaj Chetak in Tongi plant.



Mr. Eliseo Franchetto, Area Manger Pedrollo Pumps with his wife paid a visit to Bangladesh. They were pleased to accept an invitation to dinner hosted by Managing Director of UML at his residence alongwith Mr. Nader Khan. In course of the pleasant evening there was fruitful discussion on bilateral business-matters. Managing Director, UML thanked the distinguished guests for their invitation to visit Italy and he accepted the invitation.



KAWASAKI
DAIA
100 cc



BAJAJ
CHETAK
150 cc



BAJAJ
3-WHEELER
150 cc



SUZUKI
ALTO
800C.C.



MARUTI
MICROBUS (OMNI)
MT 308V-800 cc



SUZUKI
VITARA
4WD 1600C.C.

RETURN VISIT OF DIRECTOR OF SICHUAN INTERNAL COMBUSTION ENGINE WORKS, CHINA.



In return to the visit of Managing Director UML to Sichuan Industrial Fair in China, Mr. Lin Chang-jiang, Director of Sichuan Internal Combustion Engine Works and Mr. Liao Ji Wei of C.M.C. and others from Sichuan Internal Combustion Engine Works, China visited Bangladesh in the month of July '90. They stayed here for 5-days. During their short stay they visited Diesel Engine Plant (an unit under Bangladesh Steel and Engineering Corporation) at Joydevpur to see the facility and performance testing of their Chinese "EMEI" Diesel Engine. The performance report on "EMEI" was satisfactory. In a hot and humid

summer they also had the patience to make a trip to Bogra by car, a potential market for Diesel engine, where UML has its own branch. They moved around different markets & saw the different Diesel engines of other makes as well. Returning from Bogra they were invited to a dinner at the residence



of M.D., UML graced by an unscheduled ceremony of Mr. Lin's birthday. Everybody present cheered him a long and prosperous happy life. Following day another meeting was held at Dhaka Office of UML where conclusive agreements on

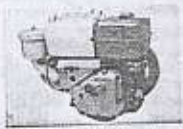
Sole-agency (including advertisement, warranty, after-sales-service) and minutes of the meeting were signed. Mr. Lin was kind enough to invite our engineers to China for training on assembly and after-sales-service of Chinese D/engine and also agreed to send service engineers to Bangladesh for three months at their costs.



The most important outcome of their visit was the agreement for setting up a plant for assembly-cum-progressive manufacturing of D/Engine where they agreed to provide UML technical know-how, assistance for Progressive Manufacturing free of cost.

The management of UML expressed their deep gratitude at such a generous gesture from China

UTTARA offers **EMEI** diesel engine 5-12-HP Range



180N
Diesel engine model 180N
(Condensation Cooling & equipped with head lamp)



185 Diesel engine model 185 (Evaporation water Cooling)



185N Diesel engine model 185N
(Condensation Cooling & equipped with head lamp)

INTRODUCING VEHICLE MAINTENANCE BOOK



Along felt desire of Uttara Motors Ltd. to introduce a comprehensive vehicle maintenance book for valued users of its products came true. The management appreciates concerned persons for compiling such a valuable book. This book not only provides 2-free service coupons, but also illustrates the detailed specifications and maintenance guide-lines alongwith sufficient provision for keeping history of each of the vehicles. This will facilitate the users to maintain the vehicle.

NEW APPOINTMENTS :



Mr. Emran Hussain Chowdhury has joined as D.G.M. and is posted in our Sylhet Branch.



Mr. S.A. Hannan is appointed as Manager in our Khulna Branch.

Both are highly experienced in this profession.

DEAR PATRONS,
YOUR SUGGESTIONS & VALUED
COMMENTS ARE INVITED TO
ENRICH OUR PUBLICATIONS.

Published by the Advisory Publication Committee of Uttara Group.