



P.O.BOX 5084, BUGURUNI, DAR-ES-SALAAM, TANZANIA
Phone: +255 715 030 800 / +255 715 230 130 email: kamal_raj123@hotmail.com

Word from the C.E.O

R. J. Motichand Trans Ltd. will provide your business with a landmark, yet highly realistic solution that offers reliable transport and service levels to current and prospective clients satisfying both short-term and long-term needs of your business.

Our aim is to decrease the use of other expensive transport modes and increase the functionality of reliable transport, creating efficiencies and reducing cost for our clients. We achieve this by delivering a consistently trustworthy service, not only being advantageous to you but also your clients.

We commit to create a long-term service partnership that will deliver immediate benefits.

Yours,

Rajendra J. Motichand

Mission statement

To perform our role as one of Tanzania's premier transporters in providing outstanding, economical and convenient service to our clients.

To build a performance-focused organization, aimed to achieve its full potential with a corporate culture and core values that attract and retain high-quality talent and leadership capabilities.

To commit in providing excellent service and enjoying long term relationships with all of our regular customers.



R. J. MOTICHAND TRANS LTD.

Background

R.J. Motichand Trans Ltd is a reputable transportation company having more than 30 years of experience in this industry. The company is a family owned business consisting of four shareholders who are also running the company's day to day business. Its main business is hauling cargo including loose, liquid and containers, both regionally and internationally.

This firm previously operated as a sole proprietorship until 2012, R.J. Motichand Trans Ltd has then been formed to a company under the Company's Act 2002 with registration number 81366. It is also registered for Transporter's license with the Tanzania Revenue Authority Customs for transit and customs bonded warehouse. We are also a member of TAT – Transport Association of Tanzania.



About our Company

Currently, the company has a fleet of 100 trucks operating locally, regionally and internationally. Our fleet consists of Scania tractor units and pulling trucks, all of which are in excellent condition, as we value the importance of safe and efficient deliveries. The company's fleet includes the latest trucking and trailer equipment – kept in pristine condition, professionally cleaned and mechanically serviced regularly.

R.J. Motichand Trans Ltd. prides itself on quality representation, as we genuinely understand the expectations of corporate business. We believe in honest, reliable and excellent customer service, treating each customer and freight haul with the highest level of personal attention, professionalism and confidentiality.

Over the past years R.J. Motichand Trans has built an envied reputation for itself in this freight and logistics industry. We have dealt with transportation of ICD containers across the city. We have offered services to ICD's like; AMI, DICD, TRH ICD, AFICD, PMM ICD and MOFED.

Apart from ICDs, We also provide services to several large and small sized businesses such as: Bollore Africa, BNM, Camel Oil, DSM Corridor Group, Export Trading Group, Great Lakes Freight, M.M. Integrated Steel Mills, State Oil, these are few amongst others.

The primary elements we possess in providing a consistent healthy delivery solution include:

- Strength – 30 year history and financially strong*
- Quality Culture – process and customer centric driven with transparent results.*

R. J. MOTICHAND TRANS LTD.

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- *Current – structure and technology.*
- *Management Plan – expertise and experience.*
- *Adaptable – customized customer solutions based on understanding.*

As with all customized solutions offered, R.J. Motichand Trans proposes to combine the above attributes to provide your business with the required express road transport and distribution solution. The overall goal of R.J. Motichand Trans lies in its subsystems (processes, departments, teams, employees, etc.) working together in an optimum fashion to achieve your business' desired results.



Our Services

We provide hauling services for both corporate and small size firms, transporting goods locally and across borders. Our fleet consists of heavy duty trucks and trailers. Trucks have an engine capacity ranging between 320 horse powers and 420 horse powers, the highest in East African roads. Our trailers consist of Brand new Super Doll Fuel tankers and brand new flat bed trailer suitable for carrying both loose and closed cargo. Vehicles weight carriage capacity range between 28 tons and 32 tons and for fuel 38,000 ltrs to 40,000 ltrs.

We transport:

- ✓ Local imports from Port to customers' destination.*
- ✓ Imports to custom bonded warehouses*
- ✓ ICD containers from Port to ICDs.*
- ✓ Transit containers from TPA/TICTS to our neighboring nations.*
- ✓ Loose cargo i.e. Iron rods, Iron coils, Fertilizer*
- ✓ Fuel haulage both local and transit*
- ✓ Export containers from clients destination to Port (TICTS/ TPA).*



R. J. MOTICHAND TRANS LTD.

You can be confident in us as a service solution that can be trusted and that will always deliver on promise. The company's service is based on reliable communication, security, speed and accountability. We have established our reputation on the consistent provision of intact and on time delivery of all consignments entrusted to our care.

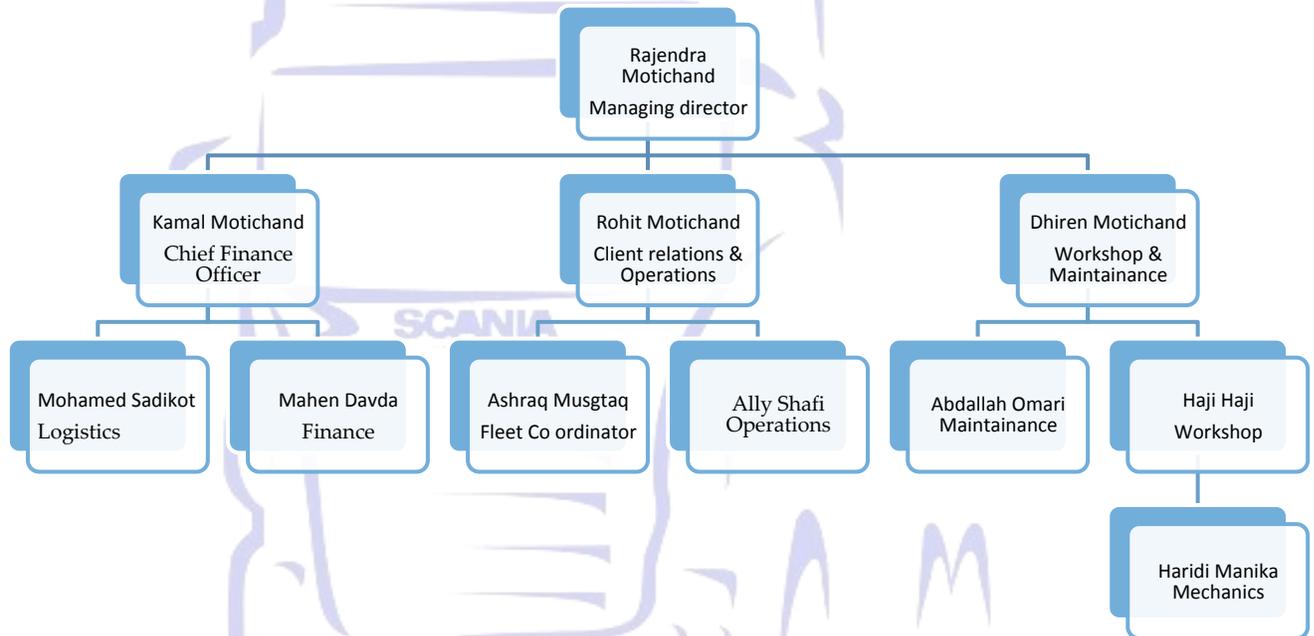


R. J. MOTICHAND TRANS LTD.

Organizational structure

The company is currently run by the founder Rajendra Motichand and his sons. The owners, who are also the directors of the business, are very passionate about the company which has been the ground to its success.

This firm operates with a very flat management structure, which allows all company personnels to be hands-on, practical and single-minded about improving the bottom line performance. Below is the organizational structure of R.J. Motichand Trans Limited.



Apart from the top management, we employ full time drivers and part time/ casual workers in the lower divisions. Large numbers of employees are involved in the operations and maintenance department; this is due to the industry we are involved in. We have employees who have been with the company from the day the business was commenced.

R. J. MOTICHAND TRANS LTD.

In addition, our drivers are carefully screened before being hired and are required to be drug free. All drivers have an average of 10 years or more on-road trucking experience. We encourage and train drivers in being courteous and polite to all our clients and officials during the operations.



Our Promise to you

- ✓ *Innovative, forward thinking hauling solutions. To significantly reduce the effort and workload required by your business to manage the products once dispatched from distribution centers.*
- ✓ *To keep late, damaged and mislaid goods to the lowest fraction, with nil being the ultimate goal.*
- ✓ *To build a working relationship that creates trust, goodwill and respect through a common desire to improve business.*
- ✓ *To consistently inspire a culture of technical excellence and support, by encouraging staff to make suggestions, decisions and to take action.*
- ✓ *A hands-on approach that not only delivers tangible benefits, but also offers on-going support for the solutions introduced.*
- ✓ *The design, implementation and maintenance of new ways of working that will support new situations, changes and challenges.*
- ✓ *Play a pivotal role in the continuation and the stability of your business to maintain its aggressive growth.*

The selection of the right service partner is extremely critical to the future growth of your business and it is important that partners embody and embrace throughout their business identical attributes, ethos and principles of association, service, originality, communication, pride, confidence and professionalism.

Considerate towards our clients

R.J. Motichand Trans appreciates the opportunity to visit your site for operational meetings. This assists with understanding current challenges of consistent, timely, economic and safe delivery of products to you.

R.J. Motichand Trans's sole activity and objective is the management of services and to reduce the risk that your business can be and has unnecessarily been exposed to.

As part of the R.J. Motichand's proposal, employees have been trained to ensure freight received is fully inspected, accountability for freight received is consistent (as per the manifest provided), and that freight is loaded in a timely and intelligent manner.

R.J. Motichand Trans is confident that a combination of training, supervision, incentives and accountability (our culture) with advanced systems (technology) will continue to deliver benefits to your business.

Based upon our knowledge of the Trucking Industry, and our desire to serve our customers, we can provide a service that will be beneficial to you by providing trucks to move your products when needed.

We hope that you will take the opportunity to understand our service background through clients, employees and partners and be completely content in a strong partnership with a company embodying a compatible set of values. Based on capabilities and shared information, this partnership would certainly present to you a real potential for significant short and long term service benefits.

Our Vision

- ✓ *Continuous improvement of service standards through promotion of compliance;*
- ✓ *Restructure of staff to support and improve overall growth and system compliance;*
- ✓ *Continued focus on training and support of staff*
- ✓ *Focus on continuous improvement while increasing effectiveness and efficiency to fulfill its policies and objectives.*
- ✓ *Overall improvement in business strategy, business results, and customer, employee, and supplier business relationships. Simply, it means “getting better all the time.*
- ✓ *Expansion of the current fleet to accommodate our rapidly growing customer base.*
- ✓ *Continuous disposal of obsolete trucks and replacing them with new ones.*
- ✓ *Address prolonged and unsettling customer complaints, by providing on time and safe delivery of produce.*



