

Off-road fleet acquisitions

THESE ARE THE first Foton vehicles to be purchased by Bobcat SA, part of the Goscor Group of Companies, which, in turn, is part of the Imperial Group.

"The Foton Tunland pick-ups were selected for use by our service teams after we had undertaken practical evaluations of both the double- and single-cab models," explained acting managing director of Bobcat SA Andrew Lai.

"The decision was based on our long relationship with the Imperial Group and the Tunland's value-for-money proposition. The fact that it uses an engine from Cummins, one of the major players in the construction equipment industry with a reputation for reliability and durability, was another plus factor.

"Our type of operation places heavy demands on the vehicles used by our field service personnel and that is why we selected the Tunland Off-Road model, which was introduced locally about a year ago. We dealt with Gareth van der Westhuizen, from the Imperial vehicle importers head office, and were pleased with the service we received," added Lai.

Taking quality and cost-effectiveness off-road

The Tunland Off-Road models do not have four-wheel drive, but a limited slip differential and high riding body, with 220 mm of ground clearance, means they are well suited for operating in off-road conditions such as those found on farms, construction sites, and the like.

Keen pricing makes the latest additions among the least expensive premium single-cab pick-ups on the local market, with the Comfort model, as selected by Bobcat for its fleet, coming with a comprehensive list of standard equipment including air conditioning, electric windows, a multifunction steering wheel with Bluetooth, an audio system with a

radio/CD/MP3 player and AUX and USB audio inputs, as well as attractively styled 16 inch aluminium alloy wheels.

The Tunland is the first and only light commercial vehicle currently in South Africa to be equipped with the famous Cummins 2.8 ISF turbo diesel engine, which makes it particularly well suited for operating in rugged and demanding conditions.

The engine in the single-cab models produces 96 kW of power and 280 N·m of torque. This 2.8 litre four-cylinder Cummins ISF turbo diesel, which complies with Euro IV emission requirements, is also very economical, returning 8 l/100 km in the combined driving cycle, which ensures a very good range from the 75 l fuel tank.

Transmission of power to the rear wheels is handled by a five-speed manual gearbox.

Not only can the single-cab Tunland Off-Road carry a payload of 1 130 kg in its spacious reinforced load body, but it can also tow a braked trailer weighing up to 2.5 tonnes.

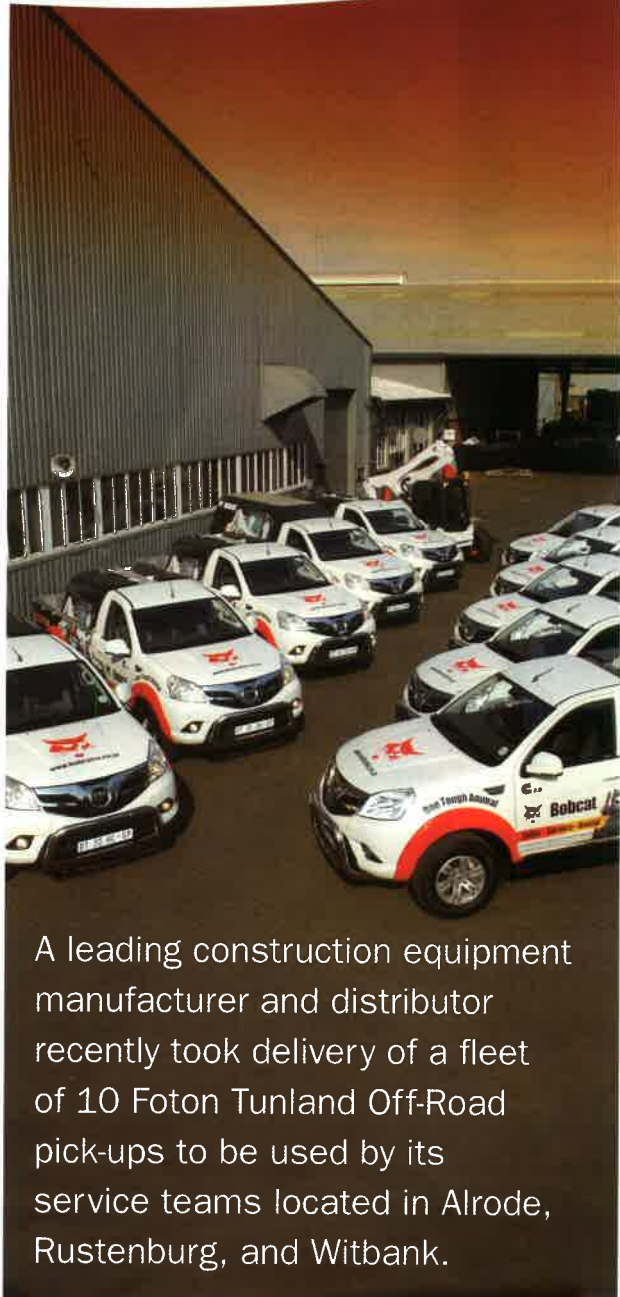
International alliances

The Tunland is made at Foton's ultra-modern, multifunction manufacturing plant in Beijing and is exported in built-up form to these global destinations.

Foton has made sure the Tunland will be able to take on the global opposition by working with major international component suppliers.

For instance, Cummins, of the US, has a joint venture with Foton for an engine plant in China where it builds the turbo-intercooled Cummins diesel engine that powers the Tunland.

Foton sales and service is available at 36 dealerships in South Africa, while the Tunland is covered by a three-year/100 000 km factory warranty, three-year anti-corrosion warranty, and three-year roadside assistance. **35**



A leading construction equipment manufacturer and distributor recently took delivery of a fleet of 10 Foton Tunland Off-Road pick-ups to be used by its service teams located in Alrode, Rustenburg, and Witbank.