

## The solo of Bata

Established in a small town in Czechoslovakia in 1894, Bata experienced

rapid growth thanks to its founder, Thomas Bata.
Under his guidance and vision, the small family business successfully

expanded into a large-scale shoe manufacturer. Following his principles,

the company continued its upward trajectory and grew into an international business and formed a prominent global footprint by the end

of the twentieth century.

Today, Bata is recognised as an iconic brand and a market leader in the

modern footwear industry serving a million customers in over 60 countries every day.



# DEAR FEET LET'S TALK ABOUT SAFETY.



#### **BATA INDUSTRIALS CATALOGUE**

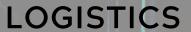
THE SAFETY SHOE



#### **BATA INDUSTRIALS**

THE SAFETY SHOE

#### CONSTRUTION







#### LIGHT INDUSTRIAL

**HEAVY INDUSTRIAL** 





#### **AGRICULTURE**

#### **AUTOMOTIVE**







#### 811-6168

#### MENS COMFIT BATA

Supplier: Singapore

**Description:** 

Flexible

Worth

Foam Insole



#### 821-6168

#### MENS COMFIT BATA

Supplier: Singapore

**Description:** 

Flexible

Worth

Foam Insole







#### 821-6152

#### MENS COMFIT BATA

Supplier: Singapore

**Description:** 

Flexible

Worth

#### 811-6213

MENS COMFIT BATA

Supplier: Singapore

**Description:** 

Flexible

Worth



#### 821-6213

#### MENS COMFIT BATA

Supplier: Singapore

**Description:** 

Flexible

Worth









#### **WOMEN BALLERINA**

Supplier: Singapore

**Description:**Ballerina with

Medium Heel

#### 511 - 6075

**WOMEN BALLERINA** 

Supplier: Singapore

**Description:** 

PU upper Water Resistant Anti - Slippery









#### **WOMEN BALLERINA**

Supplier: Singapore

Description:

Ballerina with

Medium Heel

#### 611-6123

#### **WOMEN BALLERINA**

Supplier: Singapore

**Description:** 

PU upper

Water Resistant

Anti - Slippery



#### 511-6339



#### **WOMEN BALLERINA**

Supplier: Singapore

**Description:** 

Ballerina with

Heel



#### **SNEAKER**

#### Bata



#### 711-10698

**Supplier:** Netherlands

**Description:** 

Microfiber upper

Mesh lining

Rubber outsole

#### 711-60693

Supplier: Netherlands

**Description:** 

Microfiber upper

Mesh lining

Rubber outsole





# SPORTMATES® COLLECTION

Seriously safe. Seriously sporty.



#### "Ultimate protection in a sporty style."

#### 709-66414

#### **VIVID S1P**

#### **Description:**

Microfiber/mesh/PU non-stitching upper FlexGuard® composite penetration resistant insert
Composite toecap
Mesh lining
EVA/rubber so



#### 709-66414

#### FIRM S3

#### **Description:**

Microfiber/mesh/PU
non-stitching upper
FlexGuard® composite
penetration resistant insert
Composite toecap
Mesh lining
EVA/rubber sole



#### 709-96416

#### **DRIVE IN**

Supplier: Netherlands

Description : Drive in Microfiber/mesh/PU non-stitching upper

FlexGuard® composite penetration

resistant insert
Composite toecap
Mesh lining
EVA/rubber sole



#### 709-66414

#### **IRON S3**

Description:

Microfiber/mesh/PU

non-stitching upper

FlexGuard® composite

penetration resistant insert

Composite toecap

Mesh lining

EVA/rubber sole





#### 805-6637

#### Memphis

BOOT MENS
Description:
Steel cap
Slip Resistant
Oil Resistant
Light weight





#### 709-66414

#### Induna

Description:
Steel cap
Slip Resistant
Oil Resistant
Light weight



# ENGINEERED FOR SAFETY AND DEEP COMFORT.

#### BATA INDUSTRIALS THE SAFETY SHOE

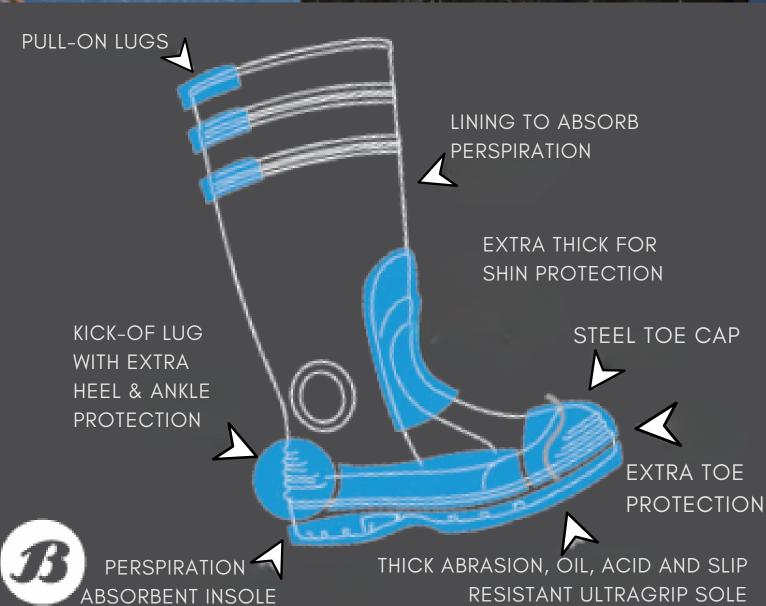
#### 70561513



HIGH QUALITY SAFETY SHOES FOR A FAIR PRICE AND PRODUCE BY THE WORLD'S LARGEST SHOMAKER, WE AIM FOR NOTHING BEST THAN THE BEST.









872-6626

#### Jobber Mule

Slip Resistant Water Resistant





#### 897-6619

#### Rhino 2

Description:
Steel cap
Slip Resistant
Oil Resistant



# PVC BOOTS COLLECTION

WORKMASTER II ARE S5 CERTIFIED SAFETY BOOTS, INCLUDING STEEL TOE CAPS, STEEL PENETRATION RESISTANT INSERTS AND SRA CERTIFIED PVC SOLES. THEY ALSO FEATURE REINFORCEMENT AT THE HEEL, ANKLE AND SHIN.

OUR GUMBOOTS ARE MADE OF PVC THAT IS FORMULATED TO MEET THE CORRECT APPLICATION ACROSS A WHIDE RANGE OF INDUSTRIES.

WORKMASTER II GUMBOOTS ARE THE BEST CHOICE WHEN YOU ARE LOOKING FOR HIGH PERFORMANCE, PREMIUM QUALITY AND LASTING DURABLITY.

#### WORKMASTER II Ref. 72260100

Supplier: Singapore

**Description:** 

Steel penetration resistant insert

Polyester lining

Steel toecap

Anti-slippery

Anti-static

**PVC** sole





THE SAFETY SHOE

# Seriously IMPROVING Working LIVES.

At Bata Industrials we believe that people work at their best when they are beter equipped and protected

We improve their working lives by delivering the highest quality ety fotwear, designed to meet the demands of hard working people wherever they in the world.

Through our contius innovation proceses we develop new features and designs which contribute to safety, comfort, taty durability and quality

### ASH GUMBOOT Ref. 70260542

Supplier : Singapore Description:

PVC sale Anti-slippery Polyester lining

Steel penetration resistant insert Reinforced rubber toecap







- Anti-Static
- Anti-Slippery
- Oil resistant





#### **BATA INDUSTRIALS**

THE SAFETY SHOE

#### **OCCUPATIONAL COLLECTION**



#### 714-60631

Supplier: Netherlands

**Description:** Charge

#### 714-60631

Supplier: Netherlands

**Description:** Charge white













#### **OUR PARTNERS**









































### COMPANY PROFILE AND CREDIT APPLICATION

| PERSONAL II                                    | NFORMATION |                      |   |
|--|------------|----------------------|---|
| Reference No Company Name (PLEASE USE CAPITAL) |            |                      |   |
| Business Activity Vat No Invoice Address       | :          |                      | : |
| Delivery<br>Address                            | :          |                      |   |
| Phone Number                                   | :          | E-Mail               | : |
| CONTACT PE                                     | RSON       |                      |   |
| Contact Name :                                 |            | Office Number :      |   |
| Job Title :                                    |            | Mobile Number :      |   |
|  |            | E-Mail :             |   |
| CREDIT REQU                                    | JEST       |                      |   |
| Credit Limit                                   | :          | Credit Period        | : |
| Completed By                                   | :          | Approved By          | : |
| Name   | :          | Name                 | : |
| OFFICE USE (                                   | ONLY       |                      |   |
| Date Entered                                   | :          | Director's Signature | : |
| Approve by                                     |            | Name                 | : |



#### PRICE LIST

| Supplier     | Name      | Category     | Gender | Description                             | Catalog<br>Index | Wholesale<br>Price Excl VAT | Retail Price<br>Incl VAT |
|--------------|-----------|--------------|--------|---|------------------|-----------------------------|--------------------------|
| Netherlands  | 705-61513 | SAFETY       | MEN    | Sabre High Cut Safety Shoes             |                  | 1150                        | 1799                     |
| Singapore    | 811-6168  | PROFESSIONAL | MEN    | Mens Bata Flexible Worth Foam<br>Insole |                  | 2100                        | 2499                     |
| Singapore    | 821-6168  | PROFESSIONAL | MEN    | Mens Bata Comfit                        |                  | 2100                        | 2499                     |
| Singapore    | 611-6235  | PROFESSIONAL | LADY   | Ballerina with Medium Heel              |                  | 1250                        | 1499                     |
| Netherlands  | 711-10698 | PROFESSIONAL | MEN    | DB01-03 sneaker low white               |                  | 2450                        | 3499                     |
| Netherlands  | 711-60693 | PROFESSIONAL | MEN    | DB01-04 sneaker low black               |                  | 2450                        | 3499                     |
| Netherlands  | 709-96416 | SAFETY       | MEN    | Drive In                                |                  | 2450                        | 3499                     |
| Netherlands  | 719-66413 | SAFETY       | MEN    | Firm                                    |                  | 2450                        | 3499                     |
| Netherlands  | 709-66414 | SAFETY       | MEN    | Iron                                    |                  | 2450                        | 3499                     |
| Netherlands  | 719-96415 | SAFETY       | MEN    | Vivid                                   |                  | 2350                        | 3299                     |
| Netherlands  | 714-60631 | SAFETY       | UNISEX | Charge                                  |                  | 2100                        | 2499                     |
| Netherlands  | 714-60631 | SAFETY       | UNISEX | Charge White                            |                  | 2100                        | 2499                     |
| Singapore    | 821-6152  | PROFESSIONAL | MEN    | BATA Comfit Men Lace Up Dress<br>Shoes  |                  | 2100                        | 2499                     |
| Singapore    | 811-6213  | PROFESSIONAL | MEN    | BATA Comfit Men Dress Shoes             |                  | 2100                        | 2499                     |
| Singapore    | 821-6213  | PROFESSIONAL | MEN    | BATA Comfit Men Dress Shoes             |                  | 2100                        | 2499                     |
| Singapore    | 511-6075  | PROFESSIONAL | LADY   | Comfit Women Ballerinas                 |                  | 1250                        | 1499                     |
| Singapore    | 611-6123  | PROFESSIONAL | LADY   | Women Pumps                             |                  | 1250                        | 1499                     |
| Singapore    | 511-6339  | PROFESSIONAL | LADY   | Comfit Women Ballerinas                 |                  | 1250                        | 1499                     |
| Singapore    | 611-6124  | PROFESSIONAL | LADY   | Comfit Women Ballerinas                 |                  | 1250                        | 1499                     |
| Netherland   | 70260542  | SAFETY       | MEN    | Ash Gumboot                             |                  | 510                         | 699                      |
| Netherland   | 72260100  | SAFETY       | MEN    | Workmaster                              |                  | 670                         | 899                      |
| South Africa | 884-6613  | PROFESSIONAL | MEN    | Clerk                                   |                  | 590                         | 899                      |
| Netherland   | 71560471  | PROFESSIONAL | MEN    | Oxford                                  |                  | 1250                        | 1999                     |
| South Africa | 805-6637  | SAFETY       | MEN    | Memphis                                 |                  | 1200                        | 1999                     |
| South Africa | 805-6633  | SAFETY       | MEN    | Induna                                  |                  | 1400                        | 2299                     |
| South Africa | 892-6619  | SAFETY       | MEN    | Rhino 2                                 |                  | 750                         | 1199                     |
| South Africa | 872-6626  | SAFETY       | MEN    | Jobber Mule                             |                  | 600                         | 999                      |



#### TEST REPORT

#### MAURITIUS STANDARDS BUREAU

VILLA ROAD - MOKA REPUBLIC OF MAURITIUS

Tel: (230) 433 3648
FAX: (230) 433 5051 / (230) 433 5150
E-mail: msb@intnet.mu

Website: http://msb.intnet.mu

Page \_\_\_\_\_1 \_\_ of \_\_\_\_\_1 \_\_ pages

FI/19-20/32/0827

Mr. Kenneth Lam Fit In Shoe Co Ltd 2, Royal Road Coromandel Job Code No.:

2020-02-07

Date of receiving test items:

2020-03-17

Date of testing:

20-03-17

Your Ref:

N/A

Our Ref:

MSB/FIB/TR

Date:

2020-05-25

This report relates only to the specific item(s) tested as identified herein and is issued subject to the conditions printed on the back of this page.

#### FIBRE TECHNOLOGY LABORATORY

#### Re: Your test request dated 07 February 2020

Test Item

One pair of black leather safety footwear referenced as "Ref - 705-61513" by

client; (FI 0827)

Submitted by

Fit In Shoe Co Ltd on 07 February 2020.

Test performed

Impact Resistance (ISO 20345: 2011)

Test Result

Sample passes the test. (Refer to table below)

| F |                               | 705-6             | 1513       |
|---|-------------------------------|-------------------|------------|
| 1 | Sample Reference              | 703-0             |            |
| 1 | Impact Resistance(200 Joules) | Clearance(mm)     | Right 21.6 |
|   |                               |                   | Left 21.9  |
|   |                               | Minimum clearance |            |
|   |                               | Requirement(mm)   | 14.0       |
|   |                               |                   |            |

Note:

(i) Test results relate only to samples tested.

(ii) Sample was subcontracted and result is extracted from Test Report No. MUST20001288 dated 25

May 2020.

(R. Gunnoo)

Manager

For Acting Director

END OF TEST REPORT





#### Introduction to Safety Shoe

Types of Safety shoes e.g steel toe, composite-toe, electrical hazard, slip-resistant

#### 2

#### **Understanding Safety Standards**

Explain Certification Marks found on safety shoes, provide details relevant safety standards

#### **Product Knowledge**

Outline the materials used (leather, synthetic, water proofing, anti fatigue soles)



#### **Selling Points and Features**

Explain toe protection, sole resistance



#### Sales Techniques

Upselling and cross selling encourage of products like socks, insoles and shoe care items



#### Maintenance and Care

Care Instructions provide information on how to maintain and extend the life of safety shoes. Aftersales support discuss warranty, returns.

#### **Template Mail**

Dear Sir/Madam,

I hope this email finds you well.

My name is Kamini Chevathyan, and I am reaching out to introduce myself as the Marketing Officer at Fit' in Shoe. Our company specializes in providing high-quality footwear designed for comfort and style.

I am pleased to present our latest collection of Bata shoes, which combines exceptional quality with contemporary style. We believe our range offers something for every customer and would be an excellent addition to your selection.

To provide you with a comprehensive overview of our offerings, I would like to request an appointment at your earliest convenience with our Sales and Marketing, Mr Michael. During this meeting, we can discuss the features, benefits, and competitive pricing of our Bata shoes, as well as explore how they can meet your needs and exceed your expectations. Please let me know a time that works best for you, and I will ensure to accommodate accordingly.

Thank you for considering this opportunity. I look forward to the possibility of working together and am excited to share what Bata has to offer.

Thank you for considering my request. I look forward to your confirmation.

Kamini Chevathyan

Marketing Officer

Fit'In Shoe Co (Mtius)Ltd

#### **Script On Phone**

Bonjour,

Je m'appelle Kamini et je suis responsable marketing chez Fit in Shoe. Nous sommes spécialisés dans la fourniture de chaussures de haute qualité adaptées à divers besoins professionnels et personnels. Je souhaiterais discuter de nos derniers échantillons de chaussures qui pourraient intéresser votre entreprise et fixer un rendez-vous pour en parler plus en détail.

Pourriez-vous s'il vous plaît me fournir l'adresse e-mail de la personne responsable des ressources humaines ou de l'achat chez vous ? Cela me permettrait de lui envoyer plus d'informations et de convenir d'une date pour un rendez-vous.