

# CHARIOT

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## INTERNATIONAL

[www.chariotinternational.com](http://www.chariotinternational.com)



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GRANITE

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MARBLE

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SANDSTONE

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LIMESTONE

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SLATE

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THE **UNIQUE** INDIAN STONE COMPANY



We source from mechanized quarries



Block before loading into a gang saw



Gang saw



Circular saws to cut a block for tiles

**Chariot** is a unique Indian Stone Company that has been exporting locally quarried natural stones since 1994. Over the preceding 25 years the organization has endeavored exponentially to cultivate a presence throughout the globe, by expanding offices & warehouses to the U.S., Europe and Asia. These comprehensive networks allow us to better service and support our customers with personalized concentration and exceedingly demonstrate our qualities.

### Unique Business Model

**Chariot** possesses a unique business model that introduces and instills a progressive system to mutually benefit everyone. This innovative inimitable business practice values transparency, cost-effectiveness, premium quality products and a meticulous inspection process to exceed your expectations.

The conventional approaches to export, integrate traditional trade agencies, factory-owned processing facilities and quarries as individual entities to cope with the ever-growing requirements of the global marketplace. However, both exhibit considerable disadvantages.

- Traders are unable to control the quality aspects of the material, which result in inconsistent product composition
- Traders possess diminutive negotiating power with factory owners and quarries, thus unable to tender competitive prices.
- Processors encounter logistical hindrances with respect to transporting large blocks extensive lengths throughout India to their centralized factories, contending with India's transport infrastructure, governmental regulations, time delays, and consequently higher cost implications.
- Processors are compelled to absorb the losses incurred by processing errors.
- Factory owners are occasionally tempted to use outmoded equipment or dilapidated parts.
- Factory owners experience supply disruption due to unexpected events such as strikes, accidents, natural disasters, etc.
- Quarry owners experience material depletion, color consistency, governmental regulations, corruption tendencies, and many other similar characteristics as factory operated facilities.

**Chariot** combines the intricate skill of international trade with the best of owning factories, and exhaustive procurement procedures that deliver superior materials; without any of its disadvantages.

With our extensive nationwide network, we embrace the following advantages;

- At every transfer point, we have systematically integrated our highly experienced inspectors to superintend every quarry, therefore throughout the raw block acquisition process guaranteeing substantial insight, cost benefit outcomes and industrious quality control. (See Quality Section)
- Subsequently, we have long-term contracts with factories that are in proximity to all the quarries, empowering us to process our blocks at a per square-foot rate gain, reducing transportation costs and time.
- Our strict contracts with each interval process state that any processing error will result in the processor "buying" the material from us. This significantly increases our recoveries, which we pass on to our customers as lower prices.

**Chariot** only utilizes facilities, which employ the best Italian machines. Furthermore, we methodically inspect the processors, to ensure that they only operate with original manufacturer-recommended measures and parts. (Many processors attempt to compromise by buying local counterfeit or secondhand parts or Chinese-made blades, polishing heads, etc. But such parts do not provide the same quality finish as original manufacturer parts, so we DO NOT entertain such processors.) Our volumes are so great that processors take great care to provide excellent service to us -many processors have dedicated gang saws exclusively for our use, and one even has an entire factory dedicated for Chariot.

## Unusual Openness with Customers

At Chariot, we treat our customers as our partners. We engage in transparent information more with our customers than any other company of which we are aware of. In our relationships we are guided by the golden rule “to treat our customers, as we would want to be treated if our roles were reversed.” We are happy to share our business practices and cost statistics with our customers anytime. Most of our regular customers have visited our facilities in India and have been taken to visit the quarries and our processing facilities. Our belief in an open and honest communication is not limited to good news: if there is a problem, we will inform you candidly and directly about the problem, the steps we are taking to work around it and the prognosis for the situation.

Chariot's goal is always to work towards building lasting relationships. With this in mind, we have opened offices in major markets. In addition to three offices in Europe, we also have an office in the U.S. to cater to the needs of our customers directly and comprehensively with a 24/7-365 day approach.

## Strict Cost-Control

Chariot is committed to excellence of perfection in product quality, customer relations and cost management. In addition to the savings from our unique business model, customers also benefit from many other steps we have taken to reduce costs. For example, while most Indian exporters focus on selling to the developed markets because of higher margins, Chariot has worked hard to develop strong customer relations in developing countries in Eastern Europe, Asia and Africa. These customers are often very price-sensitive and are specifically looking for product with different consistencies.. Thus, when our inspectors notice that a slab or tile is not fit for export to the developed markets, they are quite happy to remove that item because we have other customers who are looking for exactly that material. This allows us to maximize effective recoveries and reduce our costs. (Most importantly, we have no temptation to export sub-standard product.)

Chariot also owns India's only customs-bonded warehouse, which is located less than one mile from the Inland Container Depot, leading to our slabs and tiles are all pre-inspected by Indian customs and do not need to go through another rigorous inspection prior to shipping. The customs-bonded warehouse and pre-inspection of products results in time and cost savings that benefit our customers.

## Quality, Quality, Quality!

We can say it 14 times!!! As that is the number of separate inspections each slab undergoes before we ship it. Yes, we do in fact use 14 separate inspection checklists for quality assurances at each stage of the product -from quarry to processing to packing & finally loading.

### Quarry Selection:

- First Quality Blocks from modern mechanized quarries (Greater recoveries without undue expense)
- Trained & Experienced inspectors detailing and gaining every advantage on availability and consistency.
- Close Proximity to majority of quarries (Reducing transportation costs)

### Best Factories:

- Imported Italian machinery (Gaspari Gang Saw, Pellegrini Wire Saw, Breton Line Polisher, Pedrini 56 Multi-Blade tile cutter & many more). All original parts.

### Unique 3-Point Inspection (Separate Inspectors)

- Uncompromising attention to detail from Block (Per Sq.Ft rata safeguarding towards defects)
- Polishing calibrated smoothness guarantee
- Warehouse delivery

### Customer Checklists:

- Ensures product is shipped exceeds customer's expectation. (Thus, each product actually goes through 15 inspections before shipment -14 Chariot inspections and one inspection based on the customer's checklist)



Gang-Saw Cut Blocks



Breton Line-Polisher



Customs-Bonded Warehouse



Slabs in Closed-Top Container



**Absolute Black Premium (WR)**



**Red-Multicolor**



**Viscon White**



**Tan Brown**



**Colonial Gold**



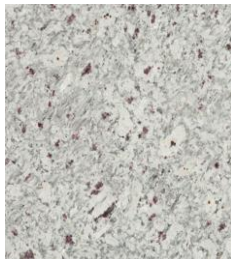
**River White**



**Sapphire Blue**



**Shivakashi Ivory Brown**



**Moon White**



**Madura Gold**



**Colombo Juparana**



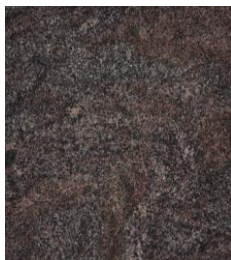
**Colonial White**



**Ghiblee**



**Paradiso Bash**



**Paradiso Classic**



**Steel Grey**



**Rosewood**



**Black Galaxy**



**Kashmir White**



**Kuppam Green**



**Silver Paradiso**



**Astoria**



**Fantasy Brown**



**Rainforest Brown**

AND MANY MORE COLOURS AVAILABLE...

**Why we are different . . .**

- Honesty Comes Before Profits
- Unique Business Model
- Strict Cost Control
- Openness With Partners
- Best Italian Machines
- Unique Quality Control Processes

- Innovative Management Firsts:**
- India's Only Custom-Bonded Warehouse
  - Online Order Tracking System
  - Video Surveillance Tracking

**Exhibitions:**

- Stone Expo
- Coverings
- Stone + tech
- Marmomacc
- Piedra
- Natural Stone

**Member Associations:**

- Marble Institute of America
- Indo – German Chamber of Commerce
- And many others...

INDIA

U.S.A.

SERBIA

POLAND

GERMANY

UNITED KINGDOM

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