



**OZESSA**

Let's create your future together

**COMMERCIAL PROPOSAL**

**OF**

**YALE MAN UP**

**VNA MACHINE**

**FOR**

**Artistic  
Milliners**

**By**

**OZESSA**

# MTC Series

## Very narrow aisle turret truck

**1,000kg / 1,300kg / 1,500kg**

- Integrated pantograph (reduced operating aisle)
- Sealed Yale AC motors
- High performance
- Ergonomic operating environment
- Seated or standing operation
- Choice of forward mounted or seat side control
- Simultaneous controls, patented hydraulic control system



Date 26-04-2019  
Ref: OZ-AMU05-04/19

M/S ARTISTIC MILLINER UNIT 5  
Karachi. Pakistan

ATTN: Mr. Zohaib

**SUB: 2<sup>nd</sup> REVISED QUOTATION FOR YALE MAN UP VNA MACHINE**

Dear Sir,

**Ozessa**, initial scope of Motive, warehouse solution provider& industrial Equipment. Our main goal is to make logistics into a success factor within your business, warehousing, cleaning Equipment, forklift trucks, racking and service from one supplier. Ozessa is the distributor of **YALE UK** in Pakistan.

On the outset, we would like to thank you for your valued time for the meeting. This is to inform you that **YALE UK** has a complete range of material handling equipment with almost **140 years' experience**. In Line with your requirements, we are pleased to attach herewith the following documents to cover our formal bid for the supply of below **YALE UK** for your kind perusal.

We trust you will find the offer competitive and comprehensive for the **YALE UK** machines that have proved their reliability and will continue to service you in the years ahead backed by **YALE UK** service and aftermarket support.

Please find attached specifications and commercial offer for **YALE Man up VNA machine**.

**Thank You**

**Engr. M. Azfar Dilshad**  
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# MTC series

Models: MTC10, MTC13, MTC13LWB, MTC13 80, MTC15SWB, MTC15MWB, MTC15LWB

## Forward mounted controls

Operator controls are adjustable in height, angle and plane, allowing perfect ergonomic operation in both seated and standing positions. Each truck function can be controlled without re-positioning the hands. Proportional control affords total control of the machine and turret head at all times allowing simultaneous multiple truck movements.

## Seat sided controls

Seat side controls (optional) give the operator the ideal driving position with ultimate comfort, specifically designed for extended shift periods requiring a high through rate of pallet movements.

## Drivers cabin

The cabin is equipped with a soft, non-slip rubber floor mat providing extra operator comfort. A large operator presence foot sensor mounted under the mat allows freedom of movement without confinement to a single position. The luxury driver's seat is height adjustable with an ergonomically designed high backrest, thick padding, 20 degrees of rotation with spring loaded return to centre plus 3 different locking positions. The operator can comfortably turn while traveling in the reverse direction. The fold up seat is padded on the underside allowing it to be used as a backrest while operating in the standing position.

## Visibility

The front lean bar with integrated screen allows full and un-obscured visibility of the forks, pallet and racking at all times, reducing the risk of product damage and allowing the operator to remain in a comfortable driving position.

## Steering

Electronic steering utilizes direct drive to the steer wheel through a gear, employing an automotive style wheel with integral steering knob or optional return to center steering.

Auto centering with system check and calibration on 'power up' eliminates operator error when starting off.

## Turret head

Designed for pallet handling in three different directions, configurations are available for various pallet dimensions.



Top and bottom mounting of the turret head gives excellent load stability at all times and at all lift heights. An integral pantograph hidden in the fork carriage allows the truck to operate in the smallest of aisles with maximum side operating clearances. Various different lift heights enable truck configurations to suit a customers' specific application. The truck features automatic synchro-nous fork rotation with operator graphical feedback on the user interface display.

## Masts

Duplex or triplex masts in both a tri-form or quad-form provide excellent mast rigidity and stability, using a series of torsion tubes. The triplex

mast is perfect for low door clearances or overhead obstruction which require a low closed height. The MTC15MWB and MTC15LWB utilize the Yale patented four point quad-form mast which provides exceptional rigidity at the highest of heights for operator comfort, stability and minimum aisle requirements. Rectangular steel cross members give torsional rigidity and minimise deflection enabling a reach height exceeding 16,000mm

## AC technology

Three phase AC technology is employed on all traction and steering hydraulic motors. All four motors are sealed to prevent dust or dirt ingress to improve long term reliability and performance.





# More height.

The Yale MTC series of products provides more for your warehouse operation.

The perfect solution for applications requiring greater cube utilisation of the warehouse environment and for operating in very narrow aisles, the MTC series of trucks allows the warehouse to increase its storage density while still allowing optimum selectivity and the ability to quickly and safely move high volumes.

Capable of lifting to 17m, this series of VNA (Very Narrow Aisle) machines ensures that all usable space is utilised.

Elevating the operator provides exceptional visibility of the pallet at all times and also provides the operator with the ability to perform piece picking when required.

**Key features include:**

- Patented Quad-Form mast design, coupled with rigid box-style frame construction ensure limited flex at height.
- No tie-backs needed, reduces risk of racking damage when transferring aisle.
- Excellent lift speeds, as standard, ensure full height can be reached in seconds.

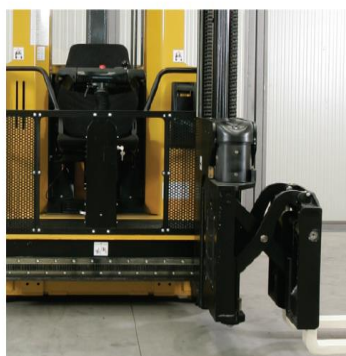




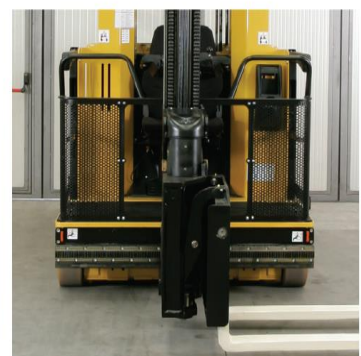


# More Versatility.

- Pantograph configuration allows smaller turret head which reduces AST requirements.
- This facilitates access to smaller aisles, or larger clearances and greater operating security.
- A diverse set of pallet sizes can be easily managed within a single warehouse by one truck.
- Over 90 years of Material Handling engineering experience creates a wealth of knowledge to solving unique and difficult application requirements.



The Pantograph open.



The Pantograph closed.





# More ergonomic.

- The top and bottom mounted turret head provides improved load handling and provides good visibility of the forks.
- One of the deepest standard cabins within the industry.
- Patented operator presence floor switches allow driver to adopt most relaxed seating position, eliminating fatigue.
- An integrated large cushioned floor space absorbs vibration.
- One of the tallest standard cabin heights within the industry.
- The seat is adjustable in height and folds up to provide a comfortable additional support when the operator is in the standing position. The seat also rotates up to 20° either left or right when the operator is travelling in the reverse direction.
- Full-width cabin roof coverage.
- The operator has the choice to sit or stand in an ergonomic working environment with 3-way adjustable forward mounted controls or seat side joystick controls which can be positioned vertically or horizontally – full adjustment of operators controls.
- Our patented console and joysticks have been designed to be the most ergonomically suitable on the market. They hold to a principle of one-button, lever or paddle per major truck function, which is unique in the industry.



# More productive.

- The ability to travel up to 12 km/h in both rail or wire guided applications, together with the quick acceleration to top speed, makes the Yale MTC class leading in productivity.
- Speed to height to weight system ensures the optimum travel speed is set for any height, for any load.
- Patented hydraulic system allows smooth operation of hydraulic functions, with no delays between each function. This significantly improves the smoothness of any pallet retrieval and put-away as well as eliminating pauses in operation, improving productivity.
- With up to 30 kW of lifting power available at the operator's finger tips' the Yale MTC is the truck of choice for applications that require high pallet throughput.
- The integral pantograph mechanism in the turret head provides speedy and accurate pallet insertion into the racking aperture. It also provides improved side clearances when in travelling mode which results in faster cycle times.





# More dependable.

- Less downtime reduces whole-life costs.
- All serviceable parts at the rear with unrestricted access when in-aisle.
- CANBus technology and PC/Handset diagnostic functions.
- IP67 rated connectors.
- Sealed motor and electronics design keeps dust, dirt and water out.
- Tough chassis and frame, built to last.
- All-steel rear cover, for optimum protection of internal components. Designed to be repaired, not replaced, over the lifetime of the machine.



# More innovation.

Yale MTC range includes a number of unique and patented features, all designed to enhance warehouse capability and productivity. These are:

- Forward-mounted control industrial design.
- Seat-side controls industrial design.
- Hydraulic system.
- Speed-to-height-to-weight system.
- Foot pedals and floor mat arrangement.
- Programmable adjustable pantograph.
- Operator seat includes a dish in the seat-back, at around the small-of-back position, that allows the clip for the harness to sit without digging into the operator's back.

## Technical Specification

G00102	Model Option
G16502	WheelBase
G09001	Application
G19801	Poly Drive wheel
G10588	Mast 16900 mm Triplex
G15901	Forks 1200mm
G17205	Pantograph 250mm ( 10 " )
G17101	Attachment Lift Height 2720 mm ( 78 " )
G17403	Chassis 1575mm ( 62 " )
G18003	Cabin Width 1550mm ( 61 " )
G28801	Rail Guidance: 1740mm Rail to Rail ( 68.5 " )
G28817	Lift Interrupt with 2 x Override, 1 Stop
G28821	Pre Height Selector
G18603	Side Mirrors
G03602	Forward Mounted Controls with Return to Centre Ste
G22801	Reverse Alarm
G28808	Mechanical Stabilizers
G16606	Battery Compartment 865mm DIN (700Ah 1025x852x784)

Truck capacities for this specification are;  
1200kg to 11580mm at 600mm Load Centre  
1500kg to 9100mm at 600mm Load Centre

Minimum Battery Weight 1770kg

H = Lift Height	<b>11900 mm</b>
h1 = Closed Mast height	<b>6500 mm</b>
h6 = Mini mast Closed	<b>3605 mm</b>
h9 = Aux Lift	<b>2720 mm</b>
h3 = Main Lift	<b>10890 mm</b>
h4 = Extended Ht	<b>12687 mm</b>
h12 = Cab Floor Ht	<b>11295 mm</b>

Battery detail: G24985 80V Batt - 700AH DIN 5PzS 700 YALE  
Charger detail: G25807 840Ah 8h / 3Phase 80/140



## FINAL DISCOUNTED COMMERCIAL OFFER

S.NO	DESCRIPTION	UNIT PRICE CPT Karachi EURO €	QTY	TOTAL PRICE CPT Karachi EURO €
1	<b>Yale Man Up Machine</b> <b>Truck Model MTC15MWB</b> H = Lift Height      11900 mm h1 = Closed Ht      6500 mm h4 = Extended Ht   12687 mm	Euro € 80,000/-	02	Euro € 160,000/-

### Free of cost included with above offer

- one extra battery for VNA
- One drive wheel
- Two Load Wheels
- Four guided wheels
- Filters
- Fuses

## TERMS AND CONDITION

Manufacturer	:	Yale UK, Manufactured in Italy (Masate Plant)
Delivery Time	:	18 to 20 weeks CPT karachi
Payment Terms	:	100% L/C at site
Price Validity	:	30 days
Warranty	:	<b>18 months warranty or 1250 hours</b> (without wear and tear, not for damage)
Training	:	Ozessa will provide a basic training, safety instructions and proper Operations Aspects for all delivered machines at your premises.
After Sales Service	:	The after-sales service is ensured by our Ozessa Technical Staff. For maintenance of our products to <a href="mailto:Tech.support@Ozessa.com.pk">Tech.support@Ozessa.com.pk</a>