

Be
ahead

GIOTTO BT B ULTRA 36

The upgrade of Giotto BT A Ultra 36

Sales Pitch



Be ahead

GIOTTO BT B ULTRA 36

What to know

THE GIOTTO ULTRA 36 HAS BEEN EQUIPPED WITH NEW FUNCTIONS TO IMPROVE THE CUSTOMER EXPERIENCE AND MAKE IT EVEN MORE COMPLETE AND VERSATILE.

Giotto Ultra 36 has been enriched with new options to meet market requirements and become the reference barrier in the Bft range for intensive/very intensive use.

It is ideal for use in car parks, industrial areas and for access management at roadside entrances.



Bft

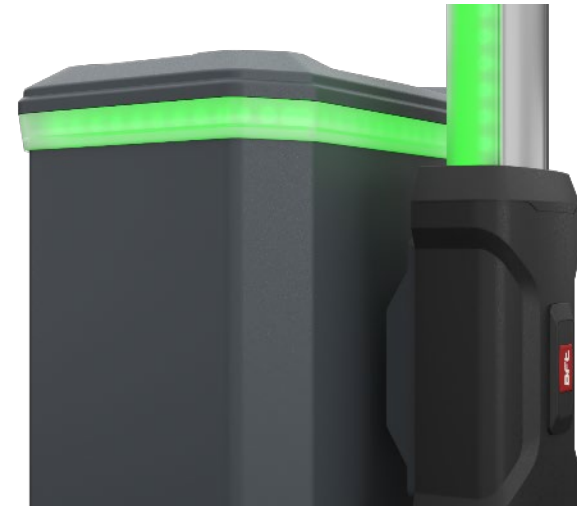
The light ring

What to know



The Giotto Ultra 36 is now also available in a version with a light ring, that can be integrated into the cap.

The light ring contains high-intensity red/green LED lights with traffic light function, in a translucent plastic diffuser.



The light ring

What to know



The light ring is simply fitted under the cap supplied with the barrier.

Quick and easy to fit, even on barriers that have already been installed, without any extra work.

To be purchased separately.



The new product configuration

What to know



Giotto Ultra 36 is only available without mounted spring.

The spring must be purchased separately and installed on the barrier as required by the application.

Two versions of spring kits are available, depending on the bar length and accessories chosen.



The spring kits

What to know

NEW

The spring kits consist of springs pre-assembled on the rods, ready for installation:

- **KIT ML65-L (Light)** to be combined with a boom with a length of up to 4 meters. It contains the same spring used on GIOTTO BT A ULTRA 36 art. P940100 xxxxx
- **KIT ML81-H (Heavy)** to be used in combination with a boom of more than 4 meters in length. Includes a new spring, stronger than the one currently used on the GIOTTO BT A ULTRA 36 XL Art. P940101 xxxxx, to operate 6 m rods **with lights and rubbers**.



KIT ML-65 L

KIT ML-81 H



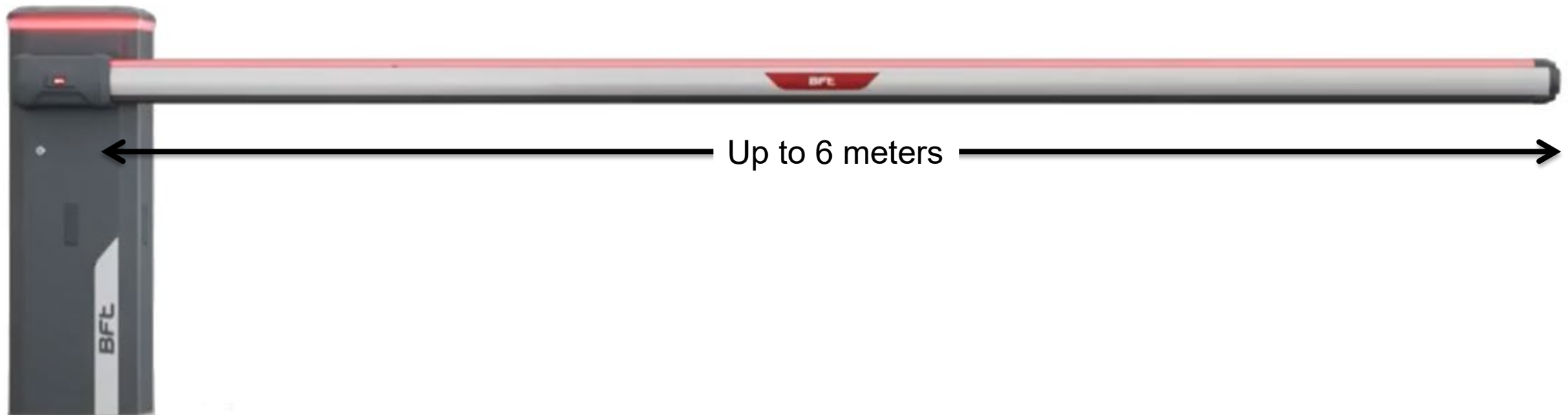
The spring kits are easy to identify by means of the embossed mark on the cap..

Lights and rubber up to 6m

What to know

NEW

Installation of the lights and protective rubbers along the entire length of the ES and PS booms, up to six meters, to provide a complete kit for industrial applications.



The main features

What to know

- **OPENING TIME:** from 2,2 up to 4 sec depending on the boom length
- **FREQUENCY OF USE:** 5.000 CYCLES/DAY (@3m) – 2.000 CYCLES/DAY (@6m) from intensive to very intensive
- **FREE PASSAGE:** from 2 up to 6 meters
- **MOTOR TYPE:** 24V
- **BOOM TYPE:** compatible with ES and PS boom
- **IMPACT REACTION:** by encoder
- **PROTECTION GRADE:** IP54
- **WORKING TEMPERATURE:** from -20 up to + 55°C



Sum-up

What to know



The product range

What to know

GIOTTO ULTRA 36 is available in versions:

- RAL 7015 painted
- painted RAL special
- stainless steel AISI 304

The barrier must be used in combination with the spring kit which is available in the following versions:

- **KIT ML65-L** (Light) (*)
- **KIT ML81-H** (Heavy) (*)

TOP LIGHT GU36 light ring (*) to be combined with the cap supplied with the barrier.

New **CBO PRO** jig (*) equipped with clamps

The same range of accessories as the current Giotto BT A Ultra 36.

(*) to be purchased separately



The Phase-In

What to know

CURRENT RANGE		RANGE TO BE		MDM
Item	Description	Item	Description	Int code
P940100 00001	GIOTTO BT A ULTRA36 120V60	P940111 00001	GIOTTO BT B ULTRA36 120V	2617847
P940101 00001	GIOTTO BT A ULTRA36 XL 120V60			
P940100 00101	GIOTTO BT A ULTRA36 120V60 RAL PERS	P940111 00101	GIOTTO BT B ULTRA36 120V RAL	2617848
P940101 00101	GIOTTO BT A ULTRA36 XL 120V60 RAL PERS			
P940100 00002	GIOTTO BT A ULTRA36 230V50	P940111 00002	GIOTTO BT B ULTRA36 230V	2617937
P940101 00002	GIOTTO BT A ULTRA36 XL 230V50			
P940100 00005	GIOTTO BT A ULTRA36 230V50 ISR	P940111 00005	GIOTTO BT B ULTRA36 230V ISR	2617938
P940101 00005	GIOTTO BT A ULTRA36 XL 230V50 ISR			
P940100 05005	GIOTTO BT A ULTRA36 230V50 ISR - RAL9001	P940111 05005	GIOTTO BT B ULTRA36 230V ISR RAL9001	2617939
P940100 00102	GIOTTO BT A ULTRA36 230V50 RAL PERS	P940111 00012	GIOTTO BT B ULTRA36 230V RAL	2617940
P940101 00102	GIOTTO BT A ULTRA36 XL 230V50 RAL PERS			
P940100 00012	GIOTTO BT A ULTRA36 230V50 M I	P940111 00102	GIOTTO BT B ULTRA36 230V MI	2617941
P940101 00012	GIOTTO BT A ULTRA36 XL 230V50 M I			
P940100 00201	GIOTTO BT A ULTRA36 120V60 INOX	P940111 00201	GIOTTO BT B ULTRA36 120V SS304	2617942
P940101 00201	GIOTTO BT A ULTRA36 XL 120V60 INOX			
P940100 00202	GIOTTO BT A ULTRA36 230V50 INOX	P940111 00202	GIOTTO BT B ULTRA36 230V SS304	2617943
P940101 00202	GIOTTO BT A ULTRA36 XL 230V50 INOX			
P940100 01002	GIOTTO BT A ULTRA36 230V50 RHINO	P940111 01002	GIOTTO BT B ULTRA36 230V RHINO	2617944
P940101 01002	GIOTTO BT A ULTRA36 XL 230V50 RHINO			
-	-	P120125	TOP LIGHT GU36	2617945
-	-	P120126	KIT ML65-L	2617949
-	-	P120127	KIT ML81-H	2617950
-	-	P120089 20004	LIGHT PS/ES 60	2605244
-	-	P120117 00004	PCA ES N6	2617951
-	-	P120128	CBO PRO	2617952

The backward compatibility

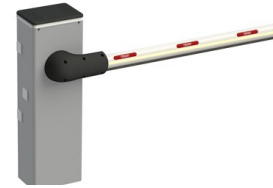
What to know

- The barriers currently in use (Giotto BT A Ultra 36) are fully compatible with the new spring kits.
- The new spring kits can easily replace the spring assemblies installed on the current barriers. The choice of a suitable spring kit depends on the length of the boom and on the accessories that have been installed.
- After replacing, the boom needs to be balanced according to the new balancing table.

		L (m)																
		LUNGHEZZA BARRA / BOOM LENGTH / LONGUEUR BARRE / STANGENLÄNGE / LONGITUD DE LA BARRA / LENGTE STANG																
		2	2.25	2.5	2.75	3	3.25	3.5	3.75	4	4.25	4.5	4.75	5	5.25	5.5	5.75	6
BOOM ES/ BOOM PS senza luci e gomma without lights and rubber sans éclairage ni caoutchouc ohne Lichter und Gummi sin luces ni goma zonder verlichting en rubber	Foro/Hole/Orifice/Bohrung/Orificio/Opening	F1	F1	F1	F1	F1	F2	F2	F2	F2	F3	F3	F3	F2	F2	F2	F2	F2
BOOM ES/ BOOM PS con luci e gomma with lights and rubber avec éclairage et caoutchouc mit Lichtern und Gummi con luces y goma met verlichting en rubber	Foro/Hole/Orifice/Bohrung/Orificio/Opening	F1	F1	F1	F2	F2	F2	F3	F3	F3	F2	F2	F2	F2	F2	F3	F3	F3
"BOOM ES/ BOOM PS" + "ADJ -FOOT"	Foro/Hole/Orifice/Bohrung/Orificio/Opening					F3	F3	F3	F2	F2	F2	F2	F2	F3	F3	F3		
"BOOM ES/ BOOM PS" + "BTM-SKIRT"	Foro/Hole/Orifice/Bohrung/Orificio/Opening			F2	F2	F3	F3	F2	F2	F2	F2	F3	F3	F3				
"BOOM ES/ BOOM PS" + "BTM SKIRT" + "ADJ-FOOT"	Foro/Hole/Orifice/Bohrung/Orificio/Opening			F3	F3	F3	F2	F2	F2	F2	F3	F3	F3					

The competition

What to know



BRAND	Bft	FAAC	CAME	ROGER	NICE
Model	GIOTTO BT B ULTRA 36	B614	GARD GT4	BI006	M5BAR
TECHNICAL DATA					
LANE WIDTH [M]	2÷6 m	1,4÷5 m	2,5÷4 m	2,5÷6 m	3÷5 m
OPENING TIME [S]	2,2 ÷ 4 s	2÷3 s	2÷6 sec.	4÷8 s	3÷6 s
MOTOR TYPE	24V	24V	24V	brushless 36 VDC	24V
SWITCHING POWER SUPPLY	no	no	si	no	no
TYPE OF USE	Intensive/very intensive	continuous	continuous	super intensive	continuous
MOVEMENT CONTROL	encoder	encoder	encoder	encoder	encoder
PRODUCT CONFIGURATION					
BARRIER CONFIGURATION	2 separate springs	separate spring	preassembled spring	separate springs	preassembled spring
BARRIER BODY STYLE	new design	new design	new design	new design	new design
TYPE OF TOP COVER	removable	removable	removable	removable	removable
CONTROL BOARD POSITION	under the cap	under the cap	under the cap	under the cap	under the cap
UNLOCK	Special key	Special key	Special key	European key	European key
ENVIRONMENT					
TEMPERATURE RANGE	-20°C / +55°C	-20°C / +55°C	-20°C / +55°C	-20°C / +55°C	-20°C / +50°C
PROTECTION RATING	IP54	IP44	IP54	IP54	IP54
COMPATIBLE ACCESSORIES					
BOOM TYPE	ES + PS	rectangular/round	rectangular	elliptical	elliptical
MODULAR JOINT FOR BOOM	no	no	yes	yes	yes
RUBBER + LIGHTS	up to max length	up to max length	up to max length	up to max length	up to max length
BOOM LIGHTS	LED RG	LED RG	LED RG	LED RG	LED RG
INTEGRATED BARRIER LIGHTS	Ring light (optional)	Ring light (optional)	Ring light (optional)	Ring light (optional)	light integrated in the cap
ARTICULATED BAR	yes	yes	yes	yes	yes
SWING OFF	no	no	yes	no	no



Product plus

What to say



Adjustable opening speed from 2.2 to 4 seconds depending on boom length.

Tested for three million cycles.

Can be installed in passages from 2 to 6 meters wide.

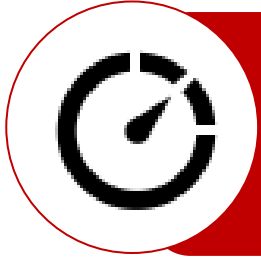


Encoder ensures reversing when obstacle is detected.

Ideal for car parks, road entrances and industrial sites.

Benefits

How to
say



- FAST, RELIABLE AND SAFE, IDEAL FOR INTENSIVE AND VERY INTENSIVE USE



- REDUCED VEHICLE CROSSING TIMES ALLOW CONTROLLED TRAFFIC FLOW MANAGEMENT

Product plus

What to say



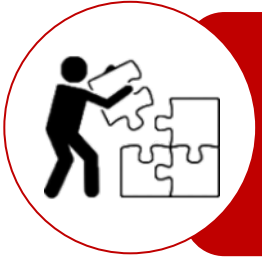
Only one barrier version to combine with the appropriate spring kit.

All parts of the spring kit are pre-assembled. Assembly is simple and takes just a few minutes.

Should you need to replace the spring or decide to make changes to the barrier over time, purchasing the spring separately simplifies replacement and upgrades.

Benefits

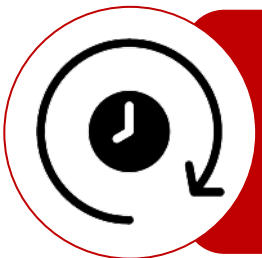
How to
say



- MAXIMUM FLEXIBILITY IN BARRIER CONFIGURATION DUE TO NEW PRODUCT COMPOSITION



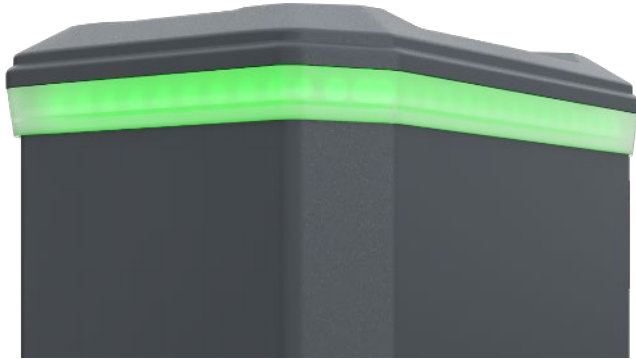
- QUICK AND EASY ASSEMBLY OF THE SPRING KIT



- THE COST OF MAINTENANCE IS REDUCED AND THE SERVICE LIFE OF THE BARRIER IS EXTENDED

Product plus

What to say



Light ring with high-intensity LEDs to match the aesthetics of the boom lights, to be combined with the cap supplied with the barrier.

Red/green LEDs with traffic light function.

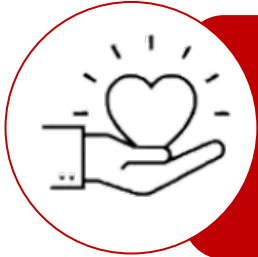


LED lights and protective rubbers on ES and PS booms up to 6 meters long.

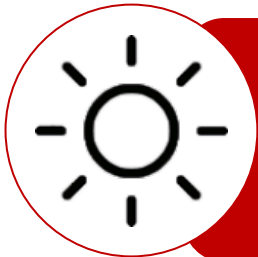
Boom lights in sync with the light cap.

Benefits

How to
say



- THE LIGHTED RING MAKES THE BARRIER LOOK EVEN MORE MODERN AND ATTRACTIVE.



- MAXIMUM VISIBILITY IN ALL WEATHER CONDITIONS



- INSTALLATION OF THE LIGHT RING IS QUICK AND EASY, NO MACHINING IS REQUIRED.

Product plus

What to say



The control board is located directly under the barrier cap.



All the installation and maintenance work can be carried out in safety with the cabinet closed.

Built-in radio receiver.

Benefits

How to
say



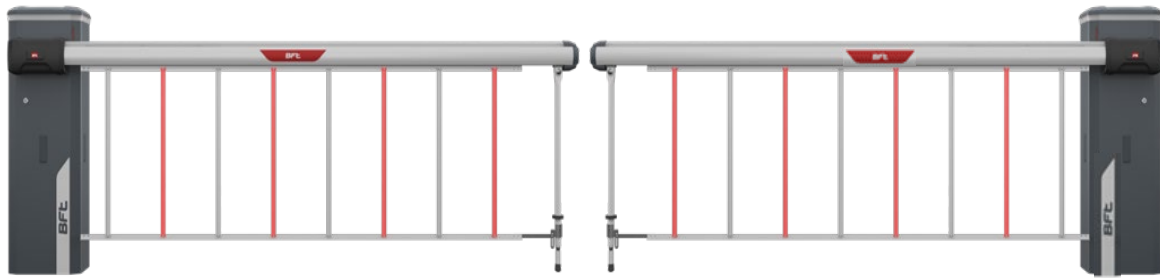
- MAXIMUM ACCESS TO THE CONTROL BOARD FOR FAST AND ACCURATE INSTALLATION AND MAINTENANCE



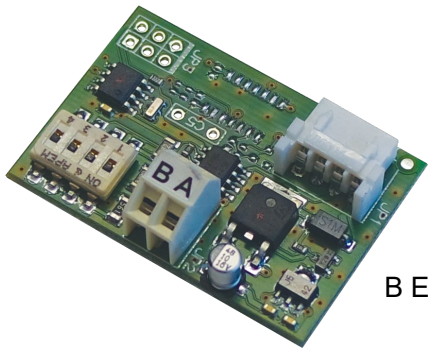
- INTEGRATED DISPLAY FOR EASY PROGRAMMING

Product plus

What to say



Operation with opposing bi-parting installation (Master-Slave) for the safe management of particularly wide access points.



B EBA RS 485 LINK

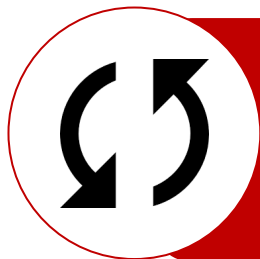
By inserting an EBA RS485 LINK board B on the connector of each control unit supplied with the barrier, commands given to the master barrier are automatically replicated on the slave barrier.

Benefits

How to
say



- EASY WIRING
- NO NEED FOR ADDITIONAL ACCESSORIES (E.G. RELAYS)

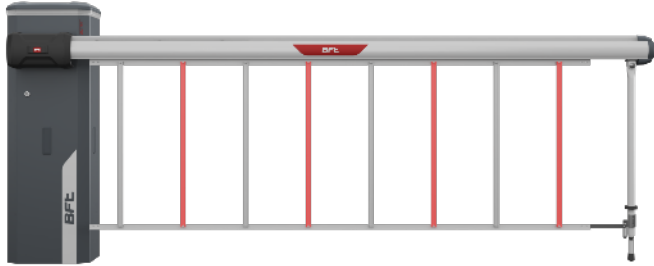


- BARRIERS MAINTAIN SYNCHRONOUS OPERATION OVER TIME

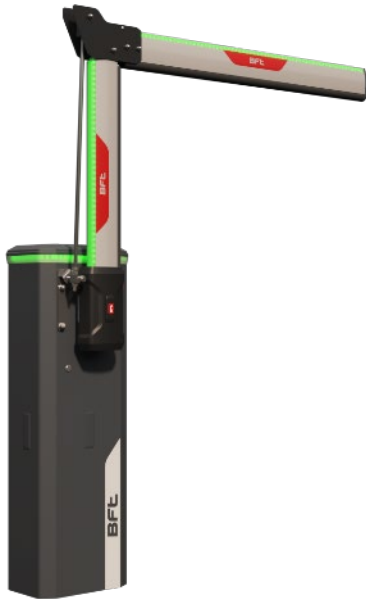
Product plus

What to say

Some of the key accessories:



- Skirt to prevent access by pedestrians or unauthorised vehicles, compatible with ES and PS bars up to 5 meters in length.
- Articulated PS boom for mounting in restricted height environments (e.g. underground car parks). **Tested to one million cycles on 5 meters bar.** Available in articulated kit and assembled 3 and 5 meters versions.
- Back-up battery (optional) to ensure barrier continues to operate even during a power cut.



Benefits

How to
say



- A WIDE RANGE OF ACCESSORIES IS AVAILABLE TO MATCH ALL APPLICATION REQUIREMENTS



- THE MANY ACCESSORIES SHARED WITH OTHER BFT BARRIERS HELP TO OPTIMISE STOCK AND SHORTEN DELIVERY TIMES.

Thank you

for your time and attention.

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