

PRODUCT CARD

200 ATJ-E



Capacities	
Working height	20 m
Horizontal working outreach	11.57 m
Up and over height	7.9 m
Vertical Jib rotation	+ 65° / - 60°
Platform capacity	230 kg
Turret rotation	350°
Platform rotation (right/left)	90° / 90°
Number of people (inside/outside)	2 / 2
Weight and dimensions	
Weight of the machine	7 100 kg
Platform dimensions (L x W)	1.50 x 0.76m
Dimensions retracted for transport(L x W x H)	8.34 x 2.32 x 2.42 m
Overall dimensions (L x W x H)	6.06 x 2.32 x 2.71m
Turnable tailswing	0.64m
Turnable radius – inside	2.42m
Performances	
Travel speed	5.3 kph
Gradeability	45%
Energy / Power	
Battery	Traction battery / 2 x 24V / 460Ah
Charger	ZIVAN / 48V / 60Amp
Electrical motor for translation	Best motor / AC / 48V / 8.5kW
Electrical motor for hydraulic movements	Best motor / AC / 48V / 16 kW
Miscellaneous	
Tyres	Solid non-marking / 910 X 365 mm
Ground bearing pressure (on hard floor)	10.9 daN/cm ²
Hydraulic tank capacity	25 l

1 Main advantages

	Features / Proof	Customer benefits	
Designed for Comfort	Hydraulic movements	<ul style="list-style-type: none"> The main hydraulic movements are managed from joysticks Perfectly regulated oil flow thanks to the Load sensing pump. Automatic reduction of the speed of hydraulic movements 	<ul style="list-style-type: none"> Proportionality of movements and cumulative movements becomes easy Improves movements precision Avoids any shocks in the basket
	Silent operation	<ul style="list-style-type: none"> Latest-generation electric technology / Asynchronous motors 	<ul style="list-style-type: none"> Allows an increase in the operating range of the machine. Machine perfectly adapted to work in urban areas
	Travelling performance	<ul style="list-style-type: none"> 2 driving mode (Turtle speed and hare speed) 100% full electric drive 	<ul style="list-style-type: none"> Easily adapts speed to field conditions Flexibility of use and excellent speed control
Designed for Performance	Rough terrain ability	<ul style="list-style-type: none"> Heavy duty axles with limited slip on front axle and differential lock on rear axle High ground clearance 45% of gradeability / 4° max tilt 4 WD 	<ul style="list-style-type: none"> High-performance machine and perfectly adapted to rough terrain conditions High efficiency and low maintenance thanks to axles
	Basket	<ul style="list-style-type: none"> As standard the 200 ATJ-E is equipped with a fully galvanized basket and a cover protection for controls 	<ul style="list-style-type: none"> Perfectly adapted to extreme conditions Better rust resistance The controls are protected during washing, welding and painting operations
	Simultaneous movements	<ul style="list-style-type: none"> Ability to make four simultaneous movements incredibly quickly and easily thanks to the joysticks 	<ul style="list-style-type: none"> More productivity Easy to use thanks to the joysticks
Designed for TCO	Maintenance, TCO	<ul style="list-style-type: none"> Heavy duty axles Motors and controllers well protected against shocks Highly optimized hydraulic oil quantity, no IC engine Reduced operating cost (comparison between the price of a battery recharge and the price of fuel) 	<ul style="list-style-type: none"> Adapted for hard conditions and low level of maintenance Substantial reduction in maintenance costs Money saved during use
		<ul style="list-style-type: none"> Galvanized basket with removable floor Diagnostic system fully integrated, configuration and maintenance (no tool required) Main components easily accessible 	<ul style="list-style-type: none"> No need to paint and change the entire basket if it is not necessary, saving money. Fast detection of fault codes and time-saved during interventions Better and quick acces to the components

2 Countering objections

“Heavy duty axles on Electrical machine, why ?”

The interests are multiple, first of all, heavy duty axles technology is part of MANITOU's DNA and even if this machine is full electric, The 200 ATJ-e model remains a rough terrain machine and this technology is the best suited to hard terrain conditions. The system is perfectly waterproof, higher efficiency, no hoses exposed to possible shocks and damage for a better TCO.

3 Direct competition

	MANITOU 200 ATJ-E	GENIE Z-60/37 DC (full elec) Z-60/37 FE (hybrid)	HAULOTTE HA20 LE / LE PRO	NIFTYLIFT HR21 2x4 (full elec) HR21 Hybrid 4X4
Working height (m)	20	20.16	20.67 / 20.76	20.8
Horizontal working outreach (m)	11.57	11.15	11.91	13
Up and over height (m)	7.9	7.39	8.43 / 8.52	6.80
Vertical Jib rotation (°)	+ 65 / - 60	135	+ 60 / - 80	150
Platform capacity (kg)	230	227	250	250
Turret rotation (°)	350° non-continuous	350° non-continuous	350° / 360° continuous	350° non-continuous
Platform rotation (°)	180	160	180	160
Weight of the machine (kg)	7 100	7 530 / 7 756	9 375 / 9 785	6 640 / 6680
Platform dimensions (L x W)	1.50 x 0.76m	1,83 X 0,76	1,83 x 0.80	1,80 X 0,80
Dimensions for transport (L x W x H)	6.06 x 2.32 x 2.71	6.30 x 2.49 x 2.62	6.1/6.2 x 2.41 x 2.9/3	5.47 x 2,27 x 2.18
Overall dimensions (m) - (L x W x H)	8.34 x 2.32 x 2.46	8.15 x 2.49 x 2.54	8.45/8.54x2.41x 2.4/2.5	6.62 x 2,27 x 2.18
Turnable tailswing (m)	0.64	0.81 / 0.58	0.41	0.46
Turnable radius – inside (m)	2.42	2.51	2,40 / 2	?
Turnable radius – outside (m)	5.31	5.69	4,5 / 3,7	3,89
Travel speed (kph)	5.3	6.44	5	6
Gradeability (%)	45	45	45	25 / 45
Maximum tilt in working position (°)	4	4.5 (front) / 2,5 (lat)	4	4
Ground clearance, under chassis (m)	0.38	0.33	0.37 / 0.44	0.30
Electrical motor for translation	Best motor / AC / 48V / 8.5kW	4 wheel AC Electric Drive	4 wheel AC Electric Drive	Hydraulic motors X2 / X4
Electrical motor for hydraulic mvts	Best motor / AC / 48V / 16kW	AC motor	AC motor	AC motor
IC engine	No / Full electric	Kubota engine D1105 STV 18.5kW (hybrid)	Kubota V1505 E5B 18.5kW	Full electric (2X4) / Kubota engine 722 on hyb.
Battery	Traction type 2x24V / 460Ah	Semi-traction 8X6V 390 Ah FLA (DC) and 415Ah AGM (FE)	Semi-traction type. 12X6V – 435Ah (C20)	Semi-traction batteries type. 8X6V 390 Ah
Hydraulic tank capacity (liter)	24	68	140	NM

	GENIE	HAULOTTE	NIFTYLIFT
Sales arguments	<ul style="list-style-type: none"> Genie Fast Mast™ boom system Satisfactory rough terrain (FE model) Travel speed AGM batteries on FE (free maintenance) Large basket available as an option (2.44m) A wide choice of options 	<ul style="list-style-type: none"> Good rough terrain performances High level of equipments of PRO model (4WS, 360° RC, Haulotte active lighting system, shield bar) Up and over clearance value Swing out engine tray Efficient integrated diagnostic system (Haulotte Activ' screen) Dual load capacity as an option 	<ul style="list-style-type: none"> Lightweight machines compact dimensions Working height and horizontal working outreach
Counter arguments	<ul style="list-style-type: none"> Limited tilt in lateral, only 2,5° Rough terrain performances limited in full electric mode Hydraulic movements a bit slow Limited cumulative movements and poorly managed speeds Complex technology (4 electric motors and 4 controllers) increasing the causes of breakdown Hydraulic oil quantity (Bad for TCO) ON/OFF switch for extension of the telescope (no proportionality and slow movements) The control box is not easy to use and intuitive . No toolbox No 4WS and continuous rotation 	<ul style="list-style-type: none"> Very heavy machine (High ground pressure) Complex technology (5 electric motors and 5 controllers) increasing the causes of breakdown 72V batteries (Unconventional voltage) Hydraulic oil quantity (Bad for TCO) Non-marking tyres as an option Limited information on upper control box, no real display 	<ul style="list-style-type: none"> HR21 2X4 (full elect) is not enough powerfull to work on rough terrain condition HR21 Hybrid in full electric mode has limited abilities on rough terrain The autonomy of the machine in electric mode is a little low. Perhaps due to hydraulic travel motors that have a lower efficiency than electric AC motors Hydraulics movement are quite slow and cumulative movements are limited A feeling of insecurity from the basket (lack of rigidity, too mechanical clearance in the basket) Basket rotation (only 160°)

Circulation limited

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