



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY BISHAMON INDUSTRIAL PRODUCTS INC.

MODEL EZ LOADER

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(FOR THE PalletPal 360 Air)

The Bishamon *EZ Loader* is comparable to the Southworth *Air PalletPal 360 AIR*. But, the *PalletPal* level loader offers a number of very important salient features that clearly sets it apart. These features directly affect the performance of pallet level loaders and make a big difference to operator/user.

<u>Feature</u>	<u>Bishamon</u>	<u>Southworth</u>	<u>Comment</u>
250 to 4500 lb.	250 to 4,000 lb.	250 to 4,500 lb.	Broader operating range
360 round design	rectangular design	43" diameter round	The unique round design of the Southworth machine allows to operator to get up next to the load – no reachover*. Bishamon has a 49" long rectangular base & platform
Fork truck pockets	No	Yes	<i>PalletPal</i> level loader is easily Moveable and does <u>not</u> require lagging to floor.
Baseframe width	24"	36"	<i>PalletPal</i> is 12" wider at the base for Increased stability
Warranty	One year	Two years	Southworth has the strongest warranty in the industry backed by the best reputation
Air fittings	(14) fourteen	(3) three	<i>EZ Loader</i> has a lot of air fittings and Greatly Increases the potential to leak (air) which translates directly to reduced accuracy to level loads
Air outlet & pressure	Exposed	Guarded	<i>EZ Loader's</i> delicate air components can be damaged

**Reachover causes back extension. Healthcare professionals warn that back extension can represent a greater threat of long term than back bending.*

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