



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AMERICAN LIFTS

MODEL P-36-020 (LS2-36)
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The American Lifts' model P-36-020 scissors lift offers generally dependable performance, but it lacks the innovation and the *state-of-the-art* design built into the Southworth LS2-36 *Backsaver Lift*[™]. It is the features shown below that provide the LS models greater stability, durability and far more dependability.

<u>Feature</u>	<u>American</u>	<u>Southworth</u>	<u>Comments</u>
Warranty	1 year – parts only	2 year - parts & labor	The strongest warranty in the industry
Leg set	(8) leg bars and (18)pivot/axle points	(4) leg bars and (12) pivot/axle points	33% fewer moving parts - less maintenance - less chance for downtime
Pivot points	Grease fittings	Lubricated for life	The problem with re-greaseable pivot points is they do not get regular attention and fail pre-maturely
Comfort edge	No	Yes	Easier on workers leaning against the platform
Rise time	35 seconds	21 seconds	Southworth rises 40% faster
Power unit	1/2 horsepower	1 horsepower	Twice the horsepower
Baseframe	17 1/2 x 41 1/2"	24" x 48"	Wider base and leg set-more stable
Cylinder vent	To atmosphere	To reservoir	Normal cylinder weepage is directed to reservoir, not to the floor
Wear indicating rollers	No	Yes	Makes maintenance easier!
Contoured legs	No	Yes	Rigidity, less deflection and no welded blocks
Down speed	Fixed	Adjustable	Lowering speed can be adjusted to suit each application
Shipping weight	390 lb.	600 lb.	<u>Heavy</u> , industrial construction

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