



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AUTOQUIP
MODEL 36S40 (SERIES 35)

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TIP SHEET NO. 4
(FOR THE LS4-36)

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The Autoquip Series 35 family of lifts are of adequate quality. As a production line made machine it is designed to cut manufacturing costs and therefore lacks some of the custom features built into the Southworth LS Series. These features set the LS Series a class above and it means greater durability and more dependability.

<u>Feature</u>	<u>Autoquip</u>	<u>Southworth</u>	<u>Comment</u>
Down speed	Fixed	Adjustable	Permits adjusting the lift speed exactly as needed by the application
Operating pressure	Up to 3200 psi	Up to 1900 psi	Lower operating pressures reduce the possibility of leakage and extends seal life
Cylinder vent	To atmosphere	To reservoir	Normal cylinder weepage is directed to the reservoir, not to the floor
Electric motor	¾ HP	1 HP	Over 30% more horsepower, both in the starting windings, where the power is needed and at full rpm
Hydraulic cylinder	(1) 4" bore	(2) 3 ½" bore	Lower operating pressure, twice the support for implied loads which results in less overall deflection
Warranty	One year	Two years	Southworth has the strongest warranty in the industry
Pivot pins	Pressed/welded	Full width	All Southworth roller and axle pins span the full width. This promotes straighter tracking of the legs throughout the full travel range of the lift.
Load rollers	3/4" wide	1-1/8" wide	Wider roller reduces wear and enhances overall stability under all load conditions
Scissors legs	Welded assembly	Profile cut	Southworth offers ideal one-piece design over manufacturing shortcuts. Full profile puts maximum width at the main axle pin – where it is needed and with no welded blocks on the legs
Platform hinge pins	Welded in	Key pin	Easily serviced or replaced
Baseframe hinge pins	Welded in	Key pin	Easily serviced or replaced
Website / Tech support	No	Yes	Troubleshooting guide; FAQ's; and complete owner's manuals with hyd/elec schematics. Visit www.SouthworthProducts.com

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