



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AMERICAN LIFTS
 MODEL P-48-030 (LSH4-48)
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The American Lifts' model P-48-030 scissors lift offers generally dependable performance, but it lacks the innovation and the *state-of-the-art* design built into the Southworth LSH4-48 *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> |
|-----------------|-----------------|---------------------|---|
| Cylinder vent | To atmosphere | To reservoir | Normal cylinder weepage is directed to reservoir, not to the floor |
| Down speed | Fixed | Adjustable | Lowering speed can be adjusted to suit the exact needs of each application |
| Pivot points | Grease fittings | Lubricated for life | The problem with re-greaseable pivot points is they do not get regular attention and fail prematurely |
| Rise time | 35 seconds | 16 seconds | Southworth rises 55% faster |
| Std. power unit | 3/4 horsepower | 3.2 horsepower | More than (4) four times the horsepower |
| Warranty | 90 days | 2 years | The strongest warranty in the industry |
| Shipping weight | 870 lb. | 1250 lb. | Heavy, industrial construction, 30% more, <u>nearly 400 lb. heavier</u> |
| Capacity | 3,000 lb. | 4,000 lb. | 33% more lifting capacity - capacity in reserve |

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