



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AMERICAN LIFTS
MODEL P-48-015 (LSH1-48)
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The American Lifts' model P-48-015 scissors lift offers generally dependable performance, but it lacks the innovation and the *state-of-the-art* design built into the Southworth LSH1-48 *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 the reservoir, not to the floor
Down speed	Fixed	Adjustable	Lowering speed can be adjusted to suit 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	21 seconds	Southworth rises 40% faster
Std. power unit	1/2 horsepower	1 horsepower	Twice the horsepower
Labor warranty	90 days	2 year s	The strongest warranty in the industry
Shipping weight	425 lb.	750 lb.	Heavy, industrial construction, <u>325 lb. heavier</u>

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