



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AUTOQUIP*

MODEL 48S60 (LS6-48)

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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>
Capacity - end loading	1,260 lb. rating	3,000 lb. rating	More than twice the capacity to handle (based on maximum, eccentric loads that may be set on the with 4' x 8' platform) platform
Roller retainers	No	Yes	Retainers prevent the platform from "tipping up" under extreme shock from loads bouncing onto platform
Up speed	33 seconds	27 seconds	Southworth is nearly 25% faster
Down speed	Fixed	Adjustable	Permits adjusting the lift speed exactly as needed by the application
Operating pressure	Up to 3,200 psi	Up to 1,900 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	1.5 horsepower	3.2 horsepower	Over twice the horsepower <u>both</u> in the (standard three phase) starting windings, where the power is needed <u>and</u> at full rpm
Hydraulic cylinders	(2) 3 1/2" bore	(2) 3 1/2" bore	<u>But</u> , the Southworth cylinders operate at <u>over 1,000 psi less</u> and have a brass scraper on the rod which helps prolong seal life
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 - promotes straighter tracking of the legs throughout the full travel range of the lift
Load rollers	3/4" wide	1 1/8" wide	Nearly 50% wider rollers reduces wear and enhances overall stability under all load conditions
Scissors legs	Welded assembly	Profile cut	Southworth offers ideal one-piece design over manufacturing short cuts. <u>Full</u> profile puts maximum width at the main axle pin - where it is needed and with <u>no</u> 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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