



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AUTOQUIP CORP.
 MODEL AUTOLEVEL

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(AIR PALLETPAL)

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The two *Autoquip "Autolevel"* models (AL-30 & AL-45) are brand named for *Autoquip* by *Bishamon Industries Inc.* The "*Autolevels*" are the same as the *Bishamon EZ Loaders*. They are somewhat comparable to the *Southworth Air PalletPal* (*PalletPal* with the pneumatic option).

But, the *Air PalletPal* offers a number of salient features that sets it apart; features that are of the greatest importance to the user of pallet level loaders.

<u>Feature</u>	<u>Autoquip</u>	<u>Southworth</u>	<u>Comment</u>
400 to 4,500 lb. capacity range	(2) two models (up to 3,000# & up to 4,500#)	(1) one model	(1) <u>one</u> <i>PalletPal</i> model covers the full range of pallet loads. <i>Autolevel's</i> (2) models range from 450 to 3,000 lb. and from 850 to 4,500 lb.
Spring assist	No	Yes	The spring assist helps offset the dead weight of the entire structure allowing virtually linear responses as load changes, especially with light loads. The spring also supports unloaded platform in the event of air loss
Air bag actuator	Open	Enclosed	Although the <i>Autolevel</i> air bag is located between the legs it is not protected from puncture. The <i>PalletPal</i> air bag is enclosed
Fork truck pockets	No	Yes	<i>PalletPal</i> is easily moveable and does <u>not</u> require lagging to floor. Also <i>PalletPal</i> is 6" wider for increased stability
Air fitting connections	(16) Sixteen	(2) Two	<i>Autolevel</i> has (8) eight times the connections & potential to leak (air)
Air outlet & pressure	Exposed	Guarded	<i>Autolevel's</i> delicate air components can be damaged

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