



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AMERICAN LIFTS
MODEL D-42-200

TIP SHEET NO. 24
(FOR THE DL20-60N)

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The American Lifts' model D-42-200 scissors lift is not a conventional scissors lift. Lifting is accomplished through "*knee action*" linkages and cylinders located at each end of the lift. The main scissors legs are functioning only as an equalizer. This design has a number of shortcomings when compared to a traditional scissors where the main scissors legs are lifting and supporting the full rated load such as Southworth's model DL20-60N. It is this and other features shown below that distinguish Southworth as a far better value, both in the short term and over the long haul.

<u>Feature</u>	<u>American</u>	<u>Southworth</u>	<u>Comments</u>
Shipping weight (base weight)	4100 lb.	6,800 lb.	Southworth is 2700 lb. heavier, <u>over 50% more steel</u> , no shortcuts in the Southworth design!
Pivot points	26 joints	12 joints	The American " <i>knee action</i> " linkages more than doubles the necessary rotating joints. More than twice possible wear points and more than twice the possible maintenance.
Pivot points	Grease fittings	Lubricated for life	The problem with re-greaseable pivot points is they do not get regular attention and fail prematurely
Cylinder vent	To atmosphere	To reservoir	Normal cylinder weepage is directed to reservoir, not to the floor
Labor warranty	None	1 year	One of the strongest warranties in the industry
Down speed	Fixed	Adjustable	Lowering speed can be adjusted to suit the needs of each application
Rise time	100 seconds	86 seconds	Southworth rises faster
Std. power unit	1 1/2 horsepower	3.2 horsepower	More than twice the horsepower

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