



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AMERICAN
MODEL ABP-040

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TIP SHEET NO. 25
(AIR PALLET PAL)

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The *American* model ABP-040 is 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>American</u>	<u>Southworth</u>	<u>Comment</u>
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	Dual	Single	Southworth has half the connections and is less likely to leak <u>and</u> will require less long term maintenance
Air bag actuator	Open	Enclosed	Although the air bags are located between the legs, they are not protected from puncture. The <i>PalletPal</i> air bag is enclosed inside a steel box
Overall width	30"	36"	<i>PalletPal</i> is 20% wider for increased stability under all load conditions
Installation required	Yes	No	<i>American's</i> ABP-040 must be lagged to the floor. <i>Air PalletPal</i> is designed for stability as a free standing unit
Fork truck pockets	No	Yes	<i>PalletPal</i> is easily moveable
Air outlet & pressure gauge	Exposed	Guarded	<i>American's</i> delicate air components can be damaged

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