



# TIP SHEET

*Sales Tips About Competitors & Their Products*

**COMPANY** AMERICAN LIFTS

**MODEL** P-36-060

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(FOR THE LS6-36)

THE AMERICAN LIFTS' MODEL P-36-060 SCISSORS LIFT OFFERS GENERALLY DEPENDABLE PERFORMANCE, BUT IT LACKS THE INNOVATION AND THE *STATE-OF-THE-ART* DESIGN BUILT INTO THE SOUTHWORTH LS6-36 *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>
LEG SET	(8) LEG BARS AND (18 )PIVOT/AXLE POINTS	(4) LEG BARS AND (12) PIVOT/AXLE POINTS	33% FEWER MOVING PARTS-LESS MAINTENANCE-LESS CHANCE FOR DOWNTIME
PIVOT POINTS	GREASE FITTINGS	LUBRICATED FOR LIFE	THE PROBLEM WITH RE-GREASEABLE PIVOT POINTS IS THEY DO NOT GET REGULAR ATTENTION AND FAIL PRE-MATURELY
COMFORT EDGE	NO	YES	EASIER ON WORKERS LEANING AGAINST THE PLATFORM
RISE TIME	50 SECONDS	22 SECONDS	SOUTHWORTH RISES OVER TWICE AS FAST
POWER UNIT	1 HORSEPOWER	3.2 HORSEPOWER	THREE TIMES THE HORSEPOWER
LOWERED HEIGHT	8"	7-1/4"	MORE COMPACT
CYLINDER VENT	TO ATMOSPHERE	TO RESERVOIR	NORMAL CYLINDER WEEPAGE IS DIRECTED TO RESERVOIR, NOT TO THE FLOOR
WEAR INDICATING ROLLERS	NO	YES	MAKES MAINTENANCE EASIER!
CONTOURED LEGS	NO	YES	RIGIDITY, LESS DEFLECTION AND NO WELDED BLOCKS
DOWN SPEED	FIXED	ADJUSTABLE	LOWERING SPEED CAN BE ADJUSTED TO SUIT EACH APPLICATION
LABOR WARRANTY	NONE	1 YEAR	ONE OF THE STRONGEST WARRANTIES IN THE INDUSTRY
BASE LIST PRICE	\$3,800	\$3,470	SOUTHWORTH MEANS MORE VALUE!!!!!!