



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AUTOQUIP*
 MODEL 36S60 (SERIES 35)

DATE ISSUED 6/23/99

TIP SHEET NO. 34 DATE REVISED 12/14/02
 (FOR THE LS6-36)

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 dependability.

<u>Feature</u>	<u>Autoquip</u>	<u>Southworth</u>	<u>Comment</u>
Shipping weight	650 lbs.	725 lbs.	Nearly 20% more iron - more muscle for the tough jobs
Down speed	Fixed	Adjustable	Permits adjusting the lift speed exactly as needed by the application
Operating pressure	Up to 3200 p.s.i.	Up to 1900 p.s.i.	Lower operating pressures reduces the possibility of leakage and extend seal life
Warranty	One year	Two years	The best warranty in the industry – backed by the best reputation
Wear indicating	No	Yes	Maintenance made easy rollers
Comfort edge	No	Yes	Platform fitted with full perimeter “user friendly” soft molded edge
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, both in the starting windings, where the power is needed and at full rpm
Pivot pins	Pressed/welded	Full width	All Southworth roller and axle pins span the full width - promotes straighter tracking of the legs
Cylinder design	Plastic scraper	Brass scraper	The Southworth cylinders have a brass scraper on the rod to help prolong seal life
Load rollers	¾" wide	1 1/8" wide	Nearly 50% wider rollers reduces wear and enhances overall stability under all load conditions
Scissors legs	Wwelded assembly	Profile cut	Southworth offers ideal one-piece design over manufacturing short cuts. Full profile puts maximum width at the main axle pin-where it is needed and with no welded blocks on the legs
Platform retained	No	Yes	With any top larger than standard, Southworth provides roller retainers so platform cannot tip-up under load
Platform hinge pins	Welded in	Key pin	Easily serviced or replaced
Baseframe hinge pins	Welded in	Key pin	Easily serviced or replaced

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