



# TIP SHEET

*Sales Tips About Competitors & Their Products*

COMPANY PENTALIFT  
 MODEL PENTALOADER

DATE ISSUED 8/9/99

**TIP SHEET NO. 35**  
 (PALLETPAL - SPRING)

DATE REVISED

THE *PENTALIFT "PENTALOADER"* IS SOMEWHAT COMPARABLE TO THE *SOUTHWORTH PALLETPAL* BUT, LIKE MOST THINGS, IT TAKES A CLOSE EXAMINATION OF THE DETAILS TO SEE THE REMARKABLE DIFFERENCES AND THE ADVANTAGES THAT THE *PALLETPAL* OFFERS. THESE ARE FEATURES THAT SET IT APART; FEATURES THAT ARE OF THE GREATEST IMPORTANCE TO THE USER OF PALLET LEVEL LOADERS.

<u>FEATURE</u>	<u>PENTALIFT</u>	<u>SOUTHWORTH</u>	<u>COMMENT</u>
TO 4,500 LB. CAPACITY RANGE	(2) TWO MODELS (UP TO 3,000# & UP TO 4,500#)	(1) ONE MODEL	(1) <u>ONE PALLETPAL</u> MODEL COVERS THE FULL RANGE OF PALLET LOADS. <i>PENTALOADER'S</i> (2) MODELS RANGE FROM 750 LBS
INSTALLATION REQUIRED	YES	NO	<i>PALLETPAL</i> <u>SITS</u> ON THE FLOOR AND IS READY TO GO. <i>PENTALOADER</i> REQUIRES LAGGING TO THE FLOOR WITH (4) 5/8" CONCRETE ANCHORS
FORK TRUCK POCKETS	NO	YES	<i>PALLETPAL</i> IS EASILY MOVED AND DOES <u>NOT</u> REQUIRE LAGGING TO FLOOR
ADJUSTMENT TO CHANGING LOADS	YES	YES	SIMPLY DROP IN A SPRING – NO TOOLS REQUIRED. ADJUSTING <i>PENTALOADER</i> IS AN AWKWARD AND TIME CONSUMING PROCEDURE
HANDLES LIGHT LOADS	NO	YES	THE <i>PENTALOADER</i> IS A HEAVY STRUCTURE AND HAS TO OVER-COME ITS OWN WEIGHT BEFORE IT CAN AUTOMATICALLY POSITION <i>PALLETPAL</i> FUNCTIONS ESPECIALLY WELL WITH LOADS AS LIGHT AS 200 LBS
LOAD DAMPER	NO	YES	<i>PALLETPAL</i> HAS A BUILT-IN LOAD DAMPER WHICH FACILITATES SMOOTH EVEN MOVEMENTS THROUGHOUT THE TRAVEL RANGE.

CONFIDENTIAL - FOR DISTRIBUTOR USE ONLY

THE INFORMATION CONTAINED HEREIN WAS OBTAINED THROUGH PUBLISHED SALES AND SERVICE LITERATURE BELIEVED TO BE CURRENT AT THE TIME. EVERY EFFORT HAS BEEN MADE TO INSURE ACCURACY. IT IS PRESENTED FOR THE SOLE USE OF SOUTHWORTH SALES REPRESENTATIVES AS PART OF AN ONGOING EDUCATION PROGRAM TO KEEP THEM INFORMED OF FEATURES OFFERED BY OTHERS IN THE MARKETPLACE.