



# TIP SHEET

*Sales Tips About Competitors & Their Products*

COMPANY AUTOQUIP\*  
 MODEL 42B6F30 (PORTA-LIFT)

TIP SHEET NO. 39      DATE ISSUED 10/12/99  
 (FOR THE LS4-48)      DATE REVISED

THE *AUTOQUIP* PORTA-LIFT FAMILY OF LIFTS ARE OF ADEQUATE QUALITY. THEY ARE A PRODUCTION-LINE MADE MACHINE DESIGNED TO CUT MANUFACTURING COSTS AND LACK 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 MORE DEPENDABILITY FOR YOUR CUSTOMERS' TOUGH MATERIAL HANDLING TASKS.

<u>FEATURE</u>	<u>AUTOQUIP</u>	<u>SOUTHWORTH</u>	<u>COMMENT</u>
SHIPPING WEIGHT	860 LBS.	1,000 LBS.	NEARLY 20% MORE IRON-MORE MUSCLE FOR THE REALLY TOUGH JOBS
DOWN SPEED	FIXED	ADJUSTABLE	PERMITS ADJUSTING THE LIFT SPEED EXACTLY AS NEEDED BY THE APPLICATION.
OPERATING PRESSURE	UP TO 3,200 P.S.I.	UP TO 1,800 P.S.I.	LOWER OPERATING PRESSURES REDUCE THE POSSIBILITY OF LEAKAGE, EXTEND PUMP AND SEAL LIFE
CYLINDER VENT	TO ATMOSPHERE	TO RESERVOIR	NORMAL CYLINDER WEEPAGE IS DIRECTED TO 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 THROUGHOUT THE FULL TRAVEL RANGE OF THE LIFT
CYLINDER DESIGN	NO ROD 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	WELDED 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
LEG/BASE RETAINED	NO	YES	THE SOUTHWORTH REINFORCED BASE HAS BUILT-IN RETAINERS TO CAPTURE AND RETAIN THE LEG SET – NO TIP-UP POSSIBLE
LEG HINGE PINS	WELDED IN	KEY PIN	EASILY SERVICED OR REPLACED

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 \*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.