



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AMERICAN LIFTS

MODEL P-48-030

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(FOR THE LS4-48)

THE AMERICAN LIFTS' MODEL P-48-030 SCISSORS LIFT OFFERS GENERALLY DEPENDABLE PERFORMANCE, BUT IT LACKS THE INNOVATION AND THE *STATE-OF-THE-ART* DESIGN BUILT INTO THE SOUTHWORTH LS4-48 *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>
CAPACITY	3,000 LBS.	4,000 LBS.	33% MORE CAPACITY MEANS MORE STABILITY AND MUCH LONGER SERVICE LIFE
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 PREMATURELY
SHIPPING WEIGHT (BASE MODEL)	870 LBS.	1,000 LBS.	15% MORE MUSCLE FOR THE TOUGH JOBS
RISE TIME	35 SECONDS	18 SECONDS	SOUTHWORTH RISES TWICE AS FAST
POWER UNIT	1 HORSEPOWER	3.2 HORSEPOWER	THREE TIMES THE HORSEPOWER
CYLINDER VENT	TO ATMOSPHERE	TO RESERVOIR	NORMAL CYLINDER WEEPAGE IS DIRECTED TO RESERVOIR, NOT TO THE FLOOR
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

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