



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AMERICAN LIFTS

MODEL P-72-020

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(FOR THE LS2-72N)

THE AMERICAN LIFTS' MODEL P-72-020 SCISSORS LIFT OFFERS GENERALLY DEPENDABLE PERFORMANCE, BUT IT LACKS THE INNOVATION AND THE *STATE-OF-THE-ART* DESIGN BUILT INTO THE SOUTHWORTH LS2-72N *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 (LENGTH)	65" LONG BARS	102" LONG BARS	THE LONGER SOUTHWORTH LEGS BETTER SUPPORT THE PLATFORM, LESS CANTILEVER AND LESS DEFLECTION UNDER LOAD.
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	1,700 LBS.	2,000 LBS.	NEARLY 20% MORE MUSCLE WITH 33% FEWER MOVING PARTS
RISE TIME	50 SECONDS	19 SECONDS	SOUTHWORTH RISES OVER 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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