



# TIP SHEET

*Sales Tips About Competitors & Their Products*

COMPANY AMERICAN LIFTS

MODEL P-48-040

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**TIP SHEET NO. 42**

DATE REVISED

(FOR THE LS4-48)

THE AMERICAN LIFTS' MODEL P-48-040 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>
LEG SET	(4) LEG BARS, (2) KNEE LIFTING LINKAGES AND (2) PIVOT/AXLE POINTS	(4) LEG BARS AND (12) PIVOT/AXLE POINTS	MORE THAN 50% FEWER MOVING PARTS- LESS MAINTENANCE-LESS CHANCE FOR DOWNTIME. SOUTHWORTH IS DIRECT THRUST, CYLINDER TO LEG SET – NO LINKAGES
PIVOT POINTS	GREASE FITTINGS	LUBRICATED FOR LIFE	THE PROBLEM WITH RE-GREASEABLE PIVOT POINTS IS THEY DO NOT GET REGULAR ATTENTION AND FAIL PREMATURELY
RISE TIME	50 SECONDS	18 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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