



# TIP SHEET

*Sales Tips About Competitors & Their Products*

**COMPANY** AMERICAN LIFTS

**MODEL** S-48-060

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DATE REVISED

(FOR THE LS6-48)

THE AMERICAN LIFTS' MODEL S-48-060 SCISSORS LIFT OFFERS GENERALLY DEPENDABLE PERFORMANCE, BUT IT LACKS THE INNOVATION AND THE *STATE-OF-THE-ART* DESIGN BUILT INTO THE SOUTHWORTH LS6-48 *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        | (8) LEG BARS, (2) KNEE AXLE LIFTING LINKAGES AND (28) 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      | 70 SECONDS  | 27 SECONDS                              | SOUTHWORTH RISES 2-1/2 TIMES 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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