



TIP SHEET

Sales Tips about Competitors & Their Products

COMPANY AUTOQUIP*
 MODEL CAROUSEL LIFTS
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(FOR THE SOUTHWORTH CAROUSEL LIFTS)

The Autoquip Carousel lifts are of adequate quality. As a makeover of their popular dock lift, it is designed to cut manufacturing costs and therefore, lacks many of the custom features built into the Southworth line of Carousel lifts which were designed from whole cloth. These features set the Southworth Carousel lifts a class above and it means considerably more stability of the platform, greater overall durability and far more dependability in these demanding personnel lift applications

<u>FEATURE</u>	<u>AUTOQUIP</u>	<u>SOUTHWORTH</u>	<u>COMMENT</u>
Flanged platform rollers	No	Yes	The rollers are guided throughout the travel range to ensure platform to leg alignment – true vertical tracking extends machine life
Flanged base rollers	No	Yes	The rollers are guided throughout the travel range to ensure leg to baseframe alignment – true vertical tracking extends machine life
Pre-assembled power unit	No	Yes	The power unit is completely wired into the control panel which is mounted on the outside of the baseframe. The wiring from the platform is all completed and run into the control panel also. Installer has only to connect source electrical power. Also, all hoses between HPU and cylinders are installed, sealed and tested. Reservoir is filled with oil. Everything is ready to operate
Pre-assembled skirts	No	Yes	This labor intense assembly and installation of the skirts is all done by Southworth – installation is a breeze!
Tubular crossmembers	3	8	These are the backbone, to keep the lift running true and the platform level under the worst (eccentric) of load conditions

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Alloy wear strips (for flanged rollers)	No	Yes	These wear strips, matched to the hardened rollers, ensure long service life
Roller retainers	No	Yes	The upper and lower leg roller are captured, which prevents platform "tip-up" under unusual load conditions
Down speed	Fixed	Adjustable	Permits adjusting the lift speed exactly as the operator would like it
Operating pressure	Up to 3,000 p.s.i.	Up to 1,600 p.s.i.	Lower operating pressure reduces the possibility of system leakage and extends pump and seal life
Edge load rating	500 lbs.	1,000 lbs.	Twice the capacity for dealing with eccentric loads, so common on carousel lifts
Load rollers	Dry bushed	Needle bearing	These are re-greaseable, flanged, cam (platform and base) followers which are guaranteed to 200,000 cycles
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
Hydraulic power unit	Remotely mt'd	Intern rally mt'd	No loose comments to lose in transit, facilitates faster installation and start-up, no trailing hoses on floor and uses less space
Handrails	48" high	42" high	Less intrusive, and 42" high is in accordance with ANSI Standard MH29.1

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