



# TIP SHEET

*Sales Tips About Competitors & Their Products*

COMPANY ECONO LIFT LIMITED

MODEL TR 40

DATE ISSUED 2/24/00

**TIP SHEET NO. 47**

DATE REVISED

(FOR THE PTU4-DC)

THE ECONO LIFT LTD. MODEL TR 40 PORTABLE TOTE BOX TILTER MAY OFFER ADEQUATE SERVICE IN SOME APPLICATIONS, BUT IT LACKS THE ROBUST, HEAVY DUTY FRAME AND THE STATE-OF-THE-ART DESIGN BUILT INTO THE SOUTHWORTH PTU-4 *EZ REACH* CONTAINER TILTER. THE *EZ REACH* PORTABLE IS A VERY HIGH QUALITY INDUSTRIAL GRADE MACHINE THAT HAS PROVED ITS LONG-TERM DURABILITY IN THOUSANDS OF INDUSTRIAL APPLICATIONS. IT HAS THE FEATURES, SHOWN BELOW, THAT PROVIDE THE USER WITH GREATER STABILITY, DURABILITY AND FAR MORE DEPENDABILITY.

FEATURE	ECONO LIFT	SOUTHWORTH	COMMENT
WEIGHT	600 LBS.	850 LBS.	OVER 40% HEAVIER WEIGHT TO PROVIDE GREATER STABILITY WHEN HANDLING LOADS
DEGREES OF TILT (TRAVEL)	94 DEGREES	85 DEGREES	AN IMPORTANT SAFETY FEATURE WHICH DOES NOT ALLOW PARTS TO TUMBLE ONTO THE OPERATOR, BUT YET PROVIDES <u>FULL</u> ACCESS TO THE CONTAINER BOTTOM
MAST HEIGHT	28"	31"	SOUTHWORTH IS AT THE <u>IDEAL</u> HEIGHT FOR STANDING WORKERS- IT ELIMINATES BENDING
FORK WIDTH	7"	8 ½"	THE EXTRA WIDE AND HEAVIER FORKS PROVIDE FAR GREATER SUPPORT AND WILL DEFLECT LESS UNDER UNEVEN LOADS
CYLINDER VENT	TO ATMOSPHERE	TO RESERVOIR	NORMAL CYLINDER WEEPAGE DIRECTED TO RESERVOIR - NOT TO THE FLOOR
MAIN PIVOT PIN	WELDED	FULL WIDTH	SOUTHWORTH SPANS THE FULL WIDTH, WHICH PROMOTES STRAIGHTER TRACKING THROUGHOUT THE TRAVEL CYCLE
MANUFACTURED	IN CANADA	IN THE USA	NO COMMENT
WARRANTY (ELECTRICAL)	180 DAYS	1 YEAR	SOUTHWORTH HAS ONE OF THE STRONGEST WARRANTIES IN THE INDUSTRY

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THE INFORMATION CONTAINED HEREIN WAS OBTAINED THROUGH PUBLISHED SALES AND SERVICE LITERATURE BELIEVED TO BE CURRENT AT THE TIME. EVERY EFFORT HAS BEEN MADE TO INSURE ACCURACY. IT IS PRESENTED FOR THE SOLE USE OF SOUTHWORTH SALES REPRESENTATIVES AS PART OF AN ONGOING EDUCATION PROGRAM TO KEEP THEM INFORMED OF FEATURES OFFERED BY OTHERS IN TMARKETPLACE.