



# TIP SHEET

*Sales Tips About Competitors & Their Products*

COMPANY AMERICAN LIFTS

MODEL P-36-020

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**TIP SHEET NO. 49**

DATE REVISED

(FOR THE LL1.5-35)

THE AMERICAN LIFTS' MODEL P-36-020 SCISSORS LIFT OFFERS GENERALLY DEPENDABLE PERFORMANCE, BUT IT LACKS THE INNOVATION AND THE STATE-OF-THE-ART DESIGN BUILT INTO THE SOUTHWORTH LL1.5-35 *BACKSAVER LITE LIFT™*. THE LL MODEL HAS GREATER STABILITY, PROVIDES MORE DURABILITY AND IT IS FAR MORE DEPENDABLE.

<u>FEATURE</u>	<u>AMERICAN</u>	<u>SOUTHWORTH</u>	<u>COMMENTS</u>
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-GREASABLE PIVOT POINTS IS THEY DO NOT GET REGULAR ATTENTION AND FAIL PREMATURELY
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
RISE TIME	35 SECONDS	32 SECONDS	SOUTHWORTH RISES FASTER
BASE LIST PRICE	\$2,140	\$1750	SOUTHWORTH MEANS MORE VALUE!!!!!!

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