



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY ECONOLIFT LTD. (CANADA)

MODEL ESL45-ERGO SELF LEVELER

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(AIR PALLETPAL)

THE *ECONOLIFT* MODEL *ESL45* IS SOMEWHAT COMPARABLE TO THE *SOUTHWORTH* AIR *PALLETPAL* (*PALLETPAL* WITH THE PNEUMATIC OPTION). BUT, THE AIR *PALLETPAL* IS A FULL RANGE LEVEL LOADER THAT PROVIDES LINEAR POSITIONING OF THE LOAD FROM THE TOP, TO THE BOTTOM. THE SINGLE AIR BAG IN THE *ECONOLIFT* CANNOT OFFER THIS BROAD RANGE OF LINEAR POSITIONING; IT IS A COMPROMISE TO A TRUE PALLET POSITIONER.

<u>FEATURE</u>	<u>ECONOLIFT</u>	<u>SOUTHWORTH</u>	<u>COMMENT</u>
SPRING ASSIST	NO	YES	THE SPRING ASSIST HELPS OFFSET THE DEAD WEIGHT OF THE ENTIRE STRUCTURE ALLOWING VIRTUALLY LINEAR RESPONSES AS LOAD CHANGES, ESPECIALLY WITH LIGHT LOADS. <i>ECONOLIFT</i> 'S POSITIONING IS NOT LINEAR AND ITS EFFECTIVENESS AS A TRUE POSITIONER IS QUESTIONABLE. THE SPRING ALSO SUPPORTS UNLOADED PLATFORM IN THE EVENT OF AIR LOSS. <i>PALLETPAL</i> <u>CANNOT</u> FALL!
AIR BAG ACTUATOR	OPEN	ENCLOSED	ALTHOUGH THE <i>ESL45</i> AIR BAG IS LOCATED BETWEEN THE LEGS, IT IS NOT PROTECTED FROM PUNCTURE. THE <i>PALLETPAL</i> AIR BAG IS ENCLOSED.
AIR BAG PUSHES ON PLATFORM	NO	YES	<i>ECONOLIFT</i> AIR BAG PUSHES ON LEGS WHICH CAN DEFLECT. <i>SOUTHWORTH</i> PUSHES DIRECTLY ON PLATFORM AND OVERALL, THE <i>PALLETPAL</i> IS MORE STABLE BECAUSE THE LEGS ARE JUST EQUALIZING, NOT DIRECTLY TRYING TO SUPPORT THE LOAD
PLATFORM	HINGED	RETAINED	THE <i>SOUTHWORTH</i> PLATFORM IS RETAINED TO THE LEGS AND CANNOT OPEN; THERE IS NO LATERAL MOVEMENT TO THIS RIGID ASSEMBLY
FORK TRUCK POCKETS	NO	YES	<i>PALLETPAL</i> HAS STANDARD FORK TRUCK POCKETS-NOT AN "OPTIONAL" EXTRA.
AIR OUTLET & PRESSURE	EXPOSED	GUARDED	<i>ESL45</i> 'S DELICATE AIR COMPONENTS CAN BE DAMAGED BY FORK TRUCKS LOADING OR OFF LOADING PALLETS
MADE IN THE USA	NO	YES	NO COMMENT

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