



# TIP SHEET

*Sales Tips About Competitors & Their Products*

COMPANY AMERICAN LIFTS  
 MODEL P-36-020 (LS2-24)

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**TIP SHEET NO. 54**

DATE REVISED

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 LS2-24 *BACKSAVER LIFT*.

THE FIRST ITEM BELOW IS PARTICULARLY IMPORTANT BECAUSE THE AMERICAN LIFT IS FUNDAMENTALLY DIFFERENT AND INHERENTLY LESS STABLE BECAUSE OF MORE MOVING PARTS. IT IS THE FEATURES SHOWN BELOW THAT PROVIDE THE SOUTHWORTH 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 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-GREASEABLE PIVOT POINTS IS THEY DO NOT GET REGULAR ATTENTION AND FAIL PREMATURELY
RISE TIME	35 SECONDS	14 SECONDS	SOUTHWORTH RISES 40% FASTER
POWER UNIT	1/2 HORSEPOWER	1 HORSEPOWER	TWICE THE HORSEPOWER
BASEFRAME	17 1/2 x 41 1/2"	24" x 36"	WIDER BASE AND LEG SET-MORE STABLE
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
WARRANTY	1 YEAR-PARTS	1 YEAR-PARTS & LABOR	ONE OF THE STRONGEST WARRANTIES IN THE INDUSTRY
SHIPPING WEIGHT	390 LB.	500 LB.	<u>HEAVY</u> , INDUSTRIAL CONSTRUCTION

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