



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY PENTALIFT

MODEL PLR-36S25

DATE ISSUED 6/01/01

TIP SHEET NO. 56

DATE REVISED

(FOR THE LS2-36)

THE CANADIAN MADE *PENTALIFT* FAMILY OF LIFTS ARE OF ADEQUATE QUALITY. THEY ARE SOLD IN THE UNITED STATES THROUGH A PATCHWORK OF NON-EXCLUSIVE DEALERS AND MATERIAL HANDLING EQUIPMENT HOUSES. THERE IS LIMITED FACTORY TRAINING BOTH ON THE SALES AND ON THE SERVICE SIDE.

THE SOUTHWORTH CORPORATE COMMITMENT TO ITS SELECTIVE DISTRIBUTORS INCLUDES AN INTENSE ONGOING EFFORT TO SEE THAT EVERY SALES REPRESENTATIVE IS TRAINED WHICH INCLUDES MATCHES THE RIGHT PRODUCT TO THE APPLICATION. THIS COUPLED WITH A BEST LIFT MONEY CAN BUY IS A "WIN-WIN" FOR THE END USER OF SOUTHWORTH PRODUCTS.

<u>FEATURE</u>	<u>PENTALIFT</u>	<u>SOUTHWORTH</u>	<u>COMMENT</u>
CROSSMEMBERS (LEGS)	(2)	(4)	IT IS THE STRUCTURAL CROSSMEMBERS BETWEEN THE LEGS THAT DISTINGUISHES WHY THE SOUTHWORTH LIFT TRACES STRAIGHT UNDER ECCENTRIC LOAD CONDITIONS
DOWN SPEED	FIXED	ADJUSTABLE	PERMITS ADJUSTING THE LIFT SPEED EXACTLY AS NEEDED BY THE APPLICATION
ELECTRIC MOTOR	¾ HORSEPOWER	1 HORSEPOWER	OVER 30% MORE HORSEPOWER, BOTH IN THE STARTING WINDINGS, WHERE THE POWER IS NEEDED AND AT FULL RPM
PIVOT PINS	PRESSED/WELDED	FULL WIDTH	ALL SOUTHWORTH ROLLER AND AXLE PINS SPAN THE FULL WIDTH- PROMOTES STRAIGHTER TRACKING OF THE LEGS THROUGHOUT THE FULL TRAVEL RANGE OF THE LIFT
SCISSORS LEGS	WELDED ASSEMBLY	PROFILE CUT	SOUTHWORTH OFFERS ONE-PIECE DESIGN OVER MANUFACTURING SHORTCUTS . <u>FULL</u> PROFILE PUTS MAXIMUM WIDTH AT THE MAIN AXLE PIN , WHERE NEEDED AND WITH NO WELDED BLOCKS ON THE LEGS
WEBSITE / TECH SUPPORT	NO	YES	TROUBLESHOOTING GUIDE; FAQ'S; AND COMPLETE OWNER'S MANUALS WITH HYD/ELEC SCHEMATICS. VISIT WWW.SOUTHWORTHPRODUCTS.COM