



# TIP SHEET

*Sales Tips About Competitors & Their Products*

COMPANY AMERICAN LIFTS

MODEL P-36-040

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**TIP SHEET NO. 58**  
(FOR THE LS4-36)

DATE REVISED

THE AMERICAN LIFTS' MODEL P-36-040 SCISSORS LIFT OFFERS GENERALLY DEPENDABLE PERFORMANCE, BUT IT LACKS THE INNOVATION AND THE *STATE-OF-THE-ART* DESIGN BUILT INTO THE SOUTHWORTH LS4-36 *BACKSAVER LIFT*<sup>™</sup>. IT IS THE FEATURES SHOWN BELOW THAT PROVIDE THE 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 PRE-MATURELY |
| DOWN SPEED                     | FIXED  | ADJUSTABLE                              | LOWERING SPEED CAN BE ADJUSTED TO SUIT EACH APPLICATION  |
| COMFORT EDGE                   | NO   | YES                                     | EASIER ON WORKERS LEANING AGAINST THE PLATFORM   |
| POWER UNIT                     | ¾ HORSEPOWER                                 | 1 HORSEPOWER                            | SOUTHWORTH HAS 1/3 MORE  |
| BASEFRAME<br>(P-36-040-N ONLY) | 17 ½" x 41 ½"                                | 24" x 48"                               | WIDER BASE AND LEG SET - MORE STABLE   |
| CYLINDER VENT                  | TO ATMOSPHERE TO RESERVOIR, NOT TO THE FLOOR | TO RESERVOIR                            | NORMAL CYLINDER WEEPAGE IS DIRECTED  |
| WEAR INDICATING ROLLERS        | NO   | YES                                     | MAKES MAINTENANCE EASIER!  |
| CONTOURED LEGS                 | NO   | YES                                     | RIGIDITY, LESS DEFLECTION AN NO WELDED BLOCKS  |
| WARRANTY                       | 1 YEAR-PARTS                                 | 1 YEAR-PARTS & LABOR                    | ONE OF THE STRONGEST WARRANTIES IN THE INDUSTRY  |
| BASE LIST PRICE                | \$3,100                                      | \$2,770                                 | SOUTHWORTH MEANS FAR MORE VALUE !!!!!  |

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