



# TIP SHEET

*Sales Tips About Competitors & Their Products*

**COMPANY** ADVANCE LIFTS

**MODEL** P-4036\* (LS4-36)

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**TIP SHEET NO. 59**  
**(FOR THE LS4-36)**

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ADVANCE LIFTS OFFERS TWO GRADES OF LIFT; A STANDARD AND A DELUXE DUTY. IT IS LIKELY, IN MOST COMPETITIVE SITUATIONS, THE STANDARD WILL BE QUOTED. THE DELUXE MODEL, WITH ITS BETTER FEATURES, HAS A LIST PRICE AS MUCH AS 23% MORE THAN THE STANDARD MODEL.

SOUTHWORTH MANUFACTURES ONLY ONE GRADE OF LIFT. IT IS DESIGNED AND MANUFACTURED TO BE THE BEST MONEY CAN BUY AND IT IS PACKED WITH THE FEATURES THAT SET IT A CLASS ABOVE.

<u>FEATURE</u>	<u>ADVANCE</u>	<u>SOUTHWORTH</u>	<u>COMMENT</u>
WEAR INDICATING ROLLERS	NO	YES	MAINTENANCE MADE EASY
COMFORT EDGE	NO	YES	PLATFORM FITTED WITH FULL PERIMETER "USER FRIENDLY" SOFT MOLDED EDGE
ROLLER RETAINERS	NO	YES	RETAINERS PREVENT THE PLATFORM FROM "TIPPING UP" UNDER IMPACT FROM LOADS BOUNCING ONTO THE HINGED END OF THE PLATFORM.
DOWN SPEED	FIXED	ADJUSTABLE	PERMITS ADJUSTING THE LIFT SPEED EXACTLY AS NEEDED BY THE APPLICATION.
OPERATING PRESSURE	UP TO 3200 PSI	UP TO 1900 PSI	LOWER OPERATING PRESSURES REDUCE THE POSSIBILITY OF LEAKAGE AND EXTENDS SEAL LIFE
HYDRAULIC CYLINDER	(2) 2-1/2" BORE	(2) 3 1/2" BORE	THE SOUTHWORTH CYLINDERS OPERATE AT <u>OVER 1,000 PSI LESS</u> AND HAVE A BRASS SCRAPER ON THE ROD WHICH HELPS PROLONG SEAL LIFE
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 BAR	PROFILE CUT	SOUTHWORTH OFFERS IDEAL ONE-PIECE DESIGN OVER MANUFACTURING SHORT CUTS. <u>FULL PROFILE</u> PUTS MAXIMUM WIDTH AT THE MAIN AXLE PIN - WHERE IT IS NEEDED AND WITH <u>NO</u> WELDED BLOCKS ON THE LEGS.
DYNAMIC CAPACITY-END LOADING (BASED ON MAXIMUM, 4' x 6' PLATFORM)	1178 LB. RATING	2,000 LB. RATING	NEARLY TWICE THE CAPACITY TO HANDLE THE REPEATED IMPACT OF AXLE LOADS BOUNCING ACROSS THE ENDS OF THE PLATFORM.

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