



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY ECONO LIFT
 MODEL DO-SL/TRT30-40
 DATE ISSUED 07/06/01

TIP SHEET NO. 60 DATE REVISED
 (ZLT – 3 PAN AND/OR ZLT - 3W PAN)

THE ECONO LIFT IS A CANADIAN MADE PRODUCT AND THE COMPANY IS QUITE NEW TO THE SCISSORS LIFT MARKET. THEIR DESIGNS LACK THE ROBUST CONSTRUCTION TYPICALLY FOUND IN SOUTHWORTH PRODUCTS. THE ECONO LIFT PRODUCT LINE ALSO LACKS THE SUPERIOR FIT AND FINISH WHICH IS SYNONYMOUS OF SOUTHWORTH LIFTS.

WHEN IT COMES TO ENHANCING THE WORKSTATION ENVIRONMENT WITH A FIRST CLASS, HI-QUALITY TOOL, THE Z-LIFT TILTER HAS NO EQUAL. PLUS, THE Z-LIFT GIVES THE OPERATOR COMPLETE CONTROL OVER HEIGHT, VERTICAL AND HORIZONTAL POSITIONING.

| <u>FEATURE</u> | <u>ECONO LIFT</u> | <u>SOUTHWORTH</u> | <u>COMMENT</u> |
|--|-------------------|-------------------|---|
| MOVING PARTS | 28 (TWENTY EIGHT) | 10 (TEN) | THE UNIQUE Z-LIFT TILTER WITH ITS 4 BAR TRUSS DESIGN HAS NEARLY 1/3 THE MOVING PARTS TO WEAR (OR TO MAINTAIN) |
| SAFETY TOE SENSOR NO (STANDARD ON Z-LIFT) | YES | | ON ALL 3 WORKING SIDES, WHERE AN EMPLOYEE COULD BE LOADING OR UNLOADING THE TILTER IS PROTECTED WITH A PERIMETER SAFETY EDGE, WHICH STOPS THE DOWNWARD TRAVEL, ON CONTACT WITH <u>ANY</u> OBSTRUCTION |
| VERTICAL LIFT ACTION | VERTICAL | TANGENT | THE Z-LIFT MOVES UP AND INTO THE WORK STATION (APPROX. 16") FREEING UP VALUABLE SPACE WHEN NOT IN USE |
| TILTER HINGE ACTION | FRONT | BACK | THIS UNIQUE Z-LIFT FEATURE ALLOWS THE CONTAINER TO TILT DOWN AND AWAY FROM THE OPERATOR |
| ADJUSTABLE DOWN SPEED | NO | YES | ALLOWS THE LIFT AND THE TILT TO BE ADJUSTED TO BEST SUIT THE EMPLOYEE'S WORK PATTERN |
| LOW VOLTAGE CONTROLS | 115 VOLTS | 24 VOLTS | PROVIDES AN ADDED MEASURE OF SAFETY AND IT IS FUSED ON BOTH THE PRIMARY AND THE SECONDARY SIDE |
| LOWERED HEIGHT (ON THREE SIDES) | 12" | 9" | 33% LOWER MEANS LESS OBSTRUCTION TO THE WORK STATION |
| POWDER COAT FINISH | NO | YES | THE ULTIMATE IN RUGGED INDUSTRIAL COATINGS |

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