



# TIP SHEET

*Sales Tips About Competitors & Their Products*

**COMPANY** ADVANCE LIFTS

**MODEL** P-6048

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**TIP SHEET NO. 61**  
(FOR THE LS6-48WHC)

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ADVANCE LIFTS OFFERS TWO GRADES OF LIFT; A STANDARD DUTY (P SERIES) AND A HEAVY DUTY (HD SERIES). IT IS LIKELY, IN MOST COMPETITIVE SITUATIONS, THE STANDARD DUTY WILL BE QUOTED. THE STANDARD DUTY IS LESS EXPENSIVE, AND THERE ARE REASONS IT IS "LESS EXPENSIVE".

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

<u>FEATURE</u>	<u>ADVANCE</u>	<u>SOUTHWORTH</u>	<u>COMMENT</u>
BASE & LEG WIDTH	24"	48"	100 % MORE STABILITY IN REACTING TO <u>ANY SIDE OR ANY</u> ECCENTRIC LOAD CONDITION
RE-GREASABLE LEG ROLLERS	NO	YES	SOUTHWORTH USES HARDENED, SCREW-IN CAM FOLLOWERS AT ENDS OF THE LEGS
HARDENED ROLLER TRACKS	NO	YES	SOUTHWORTH CAM FOLLOWERS RUN ON ALLOY STEEL RUNNER STRIPS FOR EXTENDED LIFE
RE-GREASABLE MAIN AXLE PIN	NO	YES	THIS FEATURE ADDS YEARS OF LIFE TO THE LIFT
CAPACITY - END AXLE LOADING (BASED ON MAXIMUM, 4' x 6' PLATFORM)	831 LB. RATING	3,000 LB. RATING	OVER 3 TIMES THE CAPACITY RATING TO HANDLE ECCENTRIC LOADS THAT PASS ACROSS THE ENDS OF THE PLATFORM
MOTOR HORSEPOWER	2 HP	3.2 HP	OVER 50% MORE HORSEPOWER!
UP SPEED	37 SECONDS	27 SECONDS	NEARLY 30% FASTER
CYLINDER VENT	TO ATMOSPHERE	TO RESERVOIR	NORMAL CYLINDER WEEPAGE IS DIRECTED TO RESERVOIR, NOT TO THE FLOOR
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.
SYSTEM PRESSURE	UP TO 3000 PSI	UP TO 1800 PSI	LOWER HYDRAULIC OPERATING PRESSURES REDUCE THE POSSIBILITY OF LEAKAGE AND EXTEND SEAL LIFE
MAIN AXLE PIVOT PIN	PRESSED/WELDED ATTACH LEG	FULL WIDTH	SOUTHWORTH MAIN AXLE PIN SPANS THE FULL WIDTH - PROMOTES STRAIGHTER TRACKING OF THE LEGS THROUGHOUT THE TRAVEL RANGE OF THE LIFT
SCISSORS LEGS	WELDED ASSEMBLY	PROFILE CUT	SOUTHWORTH OFFERS IDEAL ONE-PIECE DESIGN. <u>FULL</u> PROFILE PUTS MAXIMUM WIDTH AT THE MAIN AXLE PIN - WHERE IT IS NEEDED AND WITH <u>NO</u> WELDED BLOCKS ON THE LEGS.

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