



TIP SHEET

Sales Tips About Competitors & Their Products
 COMPANY BISHAMON INDUSTRIAL PRODUCTS, INC.
 MODEL VISION SERIES

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(FOR ALL LS BACKSAVER MODELS)

THE LINE OF BISHAMON *VISION SERIES* ARE PRESENTED TO BE A “BETTER” LIFT, A HYBRID, A “CUT ABOVE” THE AVERAGE SCISSORS LIFT TABLE. THIS “PREMIUM” SERIES OF ECOA PRODUCTS IS COMPARED IN THIS *TIP SHEET* TO THE SOUTHWORTH LS BACKSAVER SERIES. A SOUTHWORTH STANDARD. AN INDUSTRY STANDARD FOR NEARLY 30 YEARS.

<u>FEATURE</u>	<u>BISHAMON</u>	<u>SOUTHWORTH</u>	<u>COMMENT</u>
LABOR AND ELECTRICAL	90 DAYS	TWO FULL YEARS	THE BETTER LIFT IS SUPPORTED BY THE BETTER WARRANTY
OPERATING PRESSURE	3,000 P.S.I.(approx)	1,500 P.S.I.	LOWER OPERATING PRESSURES REDUCE THE POSSIBILITY OF LEAKAGE & EXTENDS SEAL LIFE
UNITIZED POWER UNIT	YES	NO	IF A COMPONENT FAILS IN THE ECOA MODULAR DESIGN, THE WHOLE ASSEMBLY MAY NEED TO BE REPLACED. SOUTHWORTH'S INDIVIDUAL COMPONENTS CAN BE REPLACED, WHICH HOLDS DOWN MAINTENANCE AND REPAIR COSTS
DOWN SPEED	FIXED	ADJUSTABLE	PERMITS ADJUSTING THE SPEED EXACTLY AS NEEDED BY EACH APPLICATION. STANDARD ON SOUTHWORTH; A \$100 OPTION ON BISHAMON'S "PREMIUM LIFT"
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
LOAD ROLLERS	3/4" WIDE	1 1/8" WIDE	WIDER ROLLER REDUCES WEAR AND ENHANCES OVERALL STABILITY UNDER ALL LOAD CONDITIONS

**Vision Series* IS A REGISTERED TRADEMARK OF BISHAMON INDUSTRIAL PRODUCTS, INC.

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