



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY ECONO LIFT
 MODEL SL36-40

DATE ISSUED 11/20/01

TIP SHEET NO. 66
(FOR THE LS4-36)

DATE REVISED

The *Econo Lift* of Mississauga, Canada is a new player in the industrial scissors lift market. Formerly building only tilters and drum dumpers they have expanded their line to offer a line of scissors lifts. Since they lack experience in this area, it is difficult for us to develop an in-depth product comparison. Listed below is what we are able to obtain from the united published literature.

Econo lifts are of adequate quality. As a production line made machine it is designed to cut manufacturing costs and therefore lacks some of the custom features built into the Southworth *LS Series*. These features set the *LS Series* a class above and it means greater durability and more dependability.

<u>Feature</u>	<u>Econo lift</u>	<u>Southworth</u>	<u>Comment</u>
Comfort edge	No	Yes	This soft edge gives the platform a finished look
Down speed	Fixed	Adjustable	Permits adjusting the lift speed exactly as needed by the application
Cylinder vent	To atmosphere	To reservoir	Normal cylinder weepage is directed to reservoir, not to the floor
Wear indicating rollers	No	Yes	The load rollers have a groove to help maintenance see when to change worn rollers
Electric motor	3/4 HP	1 HP	Over 30% more horsepower, both in the starting windings, where the power is needed and at full rpm
Owner's manual	Yes	Yes	Although <i>Econo Lift</i> has an owner's manual this has not been their strong suit. Southworth manuals (some of the best in the business) are online and shipped with each machine.
Pivot pins	Pressed/welded	Full width	All Southworth roller and axle pins span the full width. This 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
Lowered height	9"	6 3/4"	Lowered height reduces more usable travel range

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