



# TIP SHEET

*Sales Tips About Competitors & Their Products*

COMPANY ECONO LIFT

MODEL SL36-20

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**TIP SHEET NO. 70**  
**(FOR THE LS2-36)**

THE *ECONO LIFT* OF MISSISSAUGA, CANADA IS A NEW PLAYER IN THE INDUSTRIAL SCISSORS LIFT MARKET. FORMERLY FABRICATING 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 LIMITED PUBLISHED SALES AND/OR SERVICE LITERATURE.

<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
OWNER'S MANUAL	YES	YES	ALTHOUGH IT IS LIKELY <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" ON OUR WEBSITE AND SHIPPED WITH EACH MACHINE.
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
LOWERED HEIGHT	9"	6 ¾"	SOUTHWORTH'S LOWER LOWERED HEIGHT PRODUCES MORE USABLE TRAVEL RANGE
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 (ESTIMATED)	1-1/8" WIDE	WIDER ROLLER REDUCES WEAR AND ENHANCES OVERALL STABILITY UNDER ALL LOAD CONDITIONS

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THE INFORMATION CONTAINED HEREIN WAS OBTAINED THROUGH PUBLISHED SALES AND SERVICE LITERATURE BELIEVED TO BE CURRENT AT THE TIME. EVERY EFFORT HAS BEEN MADE TO INSURE ACCURACY. IT IS PRESENTED FOR THE SOLE USE OF SOUTHWORTH SALES REPRESENTATIVES AS PART OF AN ONGOING EDUCATION PROGRAM TO KEEP THEM INFORMED OF FEATURES OFFERED BY OTHERS IN THE MARKETPLACE.