



Sales Tips About Competitors & Their Products

COMPANY: <u>VESTIL (T & S EQUIP.)</u> MODEL: <u>EHTL-3660-3</u>

DATE ISSUED 06-03-02

DATE IS

TIP SHEET NO. 71 (FOR THE LS4-36)

T NO. 71 DATE REVISED 01-13-2017 LS4-36)

Vestil Manufacturing (T&S Equipment Co.) has a very broad line of material equipment. In fact, from strip doors to yard ramps, from fans to refuse hoppers Vestil offers it all. Southworth only makes lift products and as such does it very well. Southworth has grown to be the largest lift manufacturer in the world.

It is difficult for us to develop an in-depth product comparison because Vestil has so many product catalogs that information and details are very limited. Listed below is what we were able to obtain from the limited published sales and/or service literature.

| <u>FEATURE</u>          | <u>VESTIL</u> | <u>SOUTHWORTH</u> | COMMENT   |
|-------------------------|---------------|-------------------|---|
| Capacity                | 3,000 lbs.    | 4,000 lbs.        | Over 30% more capacity  |
| 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   |
| Platform retained       | No            | Yes               | With any top larger than standard width,<br>Southworth provides roller retainers<br>so platform cannot tip-up under load  |
| Leg/base retained       | No            | Yes               | The Southworth reinforced base has built-<br>in retainers to capture and retain the leg<br>set – no tip-up possible   |
| Owner's manual          | Yes           | Yes               | Although it is likely Vestil 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 the reservoir, not to the floor  |
| Wear indicating rollers | No            | Yes               | The load rollers have a groove to help maintenance workers see when to change worn rollers  |
| Pivot pins              | Individual    | Full width        | All Southworth roller and axle pins span<br>the full width. This promotes straighter<br>tracking of the legs throughout the full<br>travel range of the lift  |
| Load rollers            | 3/4" wide     | 1-1/8" wide       | Wider roller reduces wear and enhances (estimated) overall stability under all load conditions  |