



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AMERICAN LIFTS
 MODEL P-60-060

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 (FOR THE LS6-60)

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The American Lifts' model P-60-060 scissors lift offers generally dependable performance, but it lacks the innovation and the *state-of-the-art* design built into the Southworth LS Series Plus lifts. It is the features shown below that provide the LS models greater stability, durability and far more dependability.

<u>Feature</u>	<u>American</u>	<u>Southworth</u>	<u>Comments</u>
Leg set	(8) leg bars, (2) knee axle lifting linkages and (28) pivot/axle points	(4) leg bars and (12) pivot/axle points	More than 50% fewer moving parts - less maintenance - less chance for downtime. Southworth is direct thrust, cylinder to leg set – no linkages to do the lifting
Rise time	100 seconds	30 seconds	Southworth rises over 3 times faster
Power unit	¾" horsepower	3.2 horsepower	Over 4 times the horsepower!
Pivot points	Grease fittings	Lubricated for life	The problem with re-greaseable pivot points is they do not get regular attention and fail pre-maturely
Maximum oversize platform	48" x 96"	48" x 120"	Allowing platforms as much as 25% larger indicates how strong the Southworth legs are designed and fabricated
Cylinder vent	To atmosphere	To reservoir	Normal cylinder weepage is directed to the reservoir, not to the floor
Down speed	Fixed	Adjustable	Lowering speed can be adjusted to suit each application
Labor warranty	None	1 year	One of the strongest warranties in the industry – backed by the best reputation

Note: American offers three series of lifts; the P, S & D Series. The P Series chosen for this comparison is the least expensive. Also the S or D Series 6,000 lbs., 60" travel lifts have wider base / legs than the series.