



# TIP SHEET

*Sales Tips About Competitors & Their Products*

COMPANY VESTIL (T & S EQUIP.)  
 MODEL EHTL-4896-4-56

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**TIP SHEET NO. 74**  
**(FOR THE SOUTHWORTH LS4-48)**

DATE REVISED

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> | <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   |
| Platform retained       | No                    | Yes               | With any top larger than standard width, Southworth provides roller retainers so platform cannot "tip-up" under load  |
| Leg/base retained       | No                    | Yes               | The Southworth reinforced base has built-in retainers to capture and retain the leg 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 shipped with each machine and are "online" on our website |
| 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 (pressed)  | 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  |
| List price (base model) | \$4,176               | \$3,695           | Lower price, greater value  |

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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.