



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY LIFT PRODUCTS, INC.
 MODEL LPT-060-36

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TIP SHEET NO. 76
(FOR THE LS6-36)

DATE REVISED

THE LINE OF *LIFT PRODUCTS INC. MAX-LIFT* ARE SIMILAR TO THE SOUTHWORTH *BACKSAVER LIFTS™*, BUT THE SOUTHWORTH *BACKSAVER LIFTS* OFFER A NUMBER OF SALIENT FEATURES THAT SET THEM APART; FEATURES THAT ARE OF THE GREATEST IMPORTANCE FOR EVERY USER TO APPRECIATE.

<u>FEATURE</u>	<u>LIFT PRODUCTS</u>	<u>SOUTHWORTH</u>	<u>COMMENT</u>
ELECTRIC MOTOR	1.5 HP	3.2 HP	OVER TWICE THE HORSEPOWER AVAILABLE SO MOTOR WILL NOT LABOR AND HEAT UP UNDER FULL LOAD CONDITIONS
UP SPEED	70 SECONDS	22 SECONDS	SOUTHWORTH HAS (3) TIMES THE SPEED
DOWN SPEED	FIXED	ADJUSTABLE	PERMITS ADJUSTING THE LIFT SPEED EXACTLY AS NEEDED BY EACH APPLICATION. STANDARD ON SOUTHWORTH
ELECTRICAL WARRANTY	90 DAYS (EXCEPT MOTORS)	TWO FULL YEARS	SOUTHWORTH HAS THE BEST WARRANTY IN THE INDUSTRY – BACKED BY THE STRONGEST REPUTATION
LABOR WARRANTY	90 DAYS	TWO FULL YEARS	DITTO
OPERATING PRESSURE	3,000 PSI (APPROX)	1,500 PSI (APPROX)	SOUTHWORTH'S LOW PRESSURE HYDRAULIC SYSTEM EXTENDS SEAL LIFE AND LESSENS THE POSSIBILITY OF SYSTEM LEAKS
COMFORT EDGE	NO	YES	THIS SOFT EDGE GIVES THE PLATFORM A FINISHED LOOK
WEAR INDICATING ROLLERS	NO	YES	THE LOAD ROLLERS HAVE A GROOVE TO HELP MAINTENANCE SEE WHEN TO CHANGE WORN ROLLERS
CYLINDER VENT	TO ATMOSPHERE	TO RESERVOIR	NORMAL CYLINDER WEEPAGE IS DIRECTED TO RESERVOIR, NOT TO THE FLOOR

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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.