



# TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY AUTOQUIP\*  
 MODEL Air Force Airbag Tilter

**TIP SHEET NO. 79**  
**(FOR THE TA4-40)**

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The *Autoquip Air Force* tilters are generally of adequate quality. As a production line made machine it is designed to cut manufacturing costs and therefore lacks some of the custom features built into the Southworth *TA* family of pneumatically powered industrial tilters. These features set the *TA Series* a class above and it means greater durability and longer service life with less long-term maintenance costs.

<u>Feature</u>	<u>Autoquip</u>	<u>Southworth</u>	<u>Comment</u>
Degree of tilt	30 degrees	40 degrees	Permits 33% more operating range which means greater access to the bottom of the containers
Pedestal mounted hand valve	Extra cost	Standard	This is a no cost option that provides the operator real benefit – if the control isn't convenient the operator will not get the benefit of the machine
Warranty (parts & labor)	(1) one year	(2) two years	The strongest warranty in the business backed by a no nonsense reputation of customer satisfaction
Lowered height	7 ¼"	9"	Southworth platforms typically carry heavier and taller structural members; greater section provides less twisting and less deflection under load
Finish	Water base	Oil base acrylic enamel	Southworth products are known for their superior fit and finish – no mfg. short cuts here
Platen Height	4" (typically)	16"	Southworth's conservative engineering likes to size platens at approximately ½ the container height – This dramatically reduces the possibility of containers toppling into operators.
Website / Tech support	No	Yes	Troubleshooting guide; FAQ's; and complete owner's manuals with schematics and parts lists. Visit <a href="http://www.SouthworthProducts.com">www.SouthworthProducts.com</a>

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