

# TIP SHEET

Sales Tips about Competitors & Their Products

COMPANY                      VESTIL

MODEL                      HIPM-2748-D/C

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## TIP SHEET NO. 80

DATE REVISED

SOUTHWORTH MODEL PT-22-ME PalletPal Lift Truck

Vestil Manufacturing Co. primarily distributes its products through catalogs. They do not typically maintain strong relationships with select or exclusive distributors. Service or warranty issues may therefore require returning devices to the factory as field support may not be readily available. They are not a member of the *LMPS* (Lift Manufacturers Product Section, a div. of the material handling industry) and therefore we do not have information of what standards or codes they may adhere to in the design and fabrication of their products.

<u>FEATURE</u>	<u>VESTIL</u>	<u>SOUTHWORTH</u>	<u>COMMENT</u>
Spiralcell sealed battery	No	Yes	True zero maintenance completely sealed battery that cannot outgas when being charged and can never leak acid. Vestil uses a conventional lead acid battery
Battery charger	No	Yes	High quality automatic battery charger is standard with Southworth, but an optional cost extra with Vestil
Battery level indicator	No	Yes	Standard with Southworth, but an optional cost extra with Vestil
Directional steering	No	Yes	Southworth has a molded grip steerable handle (like a hand pallet jack) that guides and steers the wheels. Vestil has a rigid welded pipe handle.
Dual rear stabilizers	No	Yes	Vestil has two outboard castors (like a cart) and one of the castors has a wheel lock. Southworth has dual outboard rear stabilizers to facilitate 100% better "locking" to the floor
Dual front stabilizers	No	Yes	Two front stabilizers engage the floor as soon as the lift raises. Because the Southworth is supported on floor stands and not on wheels like the Vestil the Southworth is much more resistant to sliding around when a worker leans against the pallet during loading or unloading
Hose break valve	No	Yes	In the unlikely event of catastrophic failure of a hose or any part of the piping and valve system this feature prevents the unit from free falling. An added "safety first" feature
Powder coat finish	No	Yes	State-of-the-art finish that resists chipping and scratching and provides for a high gloss appearance which will last for many years
Low back rest	No	Yes	The low back rest provides the operator with better line of site for maneuvering and better access to loads
Power unit cover	No	Yes	The power unit, all controls & piping are neatly arranged & protected under a shatter resistant fiberglass housing smooth, clean design makes housekeeping a breeze
Shipping weight	500 lbs.	310 lbs.	40% less weight* means less operator fatigue and greater maneuverability - a huge plus in highly portable, mobile equipment

- With a safety factor of three to one

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