



# TIP SHEET

*Sales Tips About Competitors & Their Products*

COMPANY Air Technical Industries  
 MODEL SLI-64860E

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**TIP SHEET NO. 81**  
**(FOR THE SOUTHWORTH LS6-36)**

DATE REVISED

Air Technical Industries has a very broad line of material equipment. In fact, from jib cranes to hoist attachments to lift trucks Air Technical Industries offers it all. This broad range in a large corporation is definitely an attribute, but in small company, with very limited resources it creates a serious dilution where no one product, let alone a product line gets the attention of detail in design and construction. 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 Air Technical Industries has very limited product information, detail or specifications catalogs. We have been unable to obtain any installation, service, maintenance or operator instruction manuals. This type of information on all Southworth products is published on our website and is readily available to the public free of charge.

<u>FEATURE</u>	<u>AIR TECHNICAL</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 Air Technical 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

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