



TIP SHEET

Sales Tips About Competitors & Their Products

COMPANY	ADVANCE LIFTS
MODEL	HD-0860 (LS8-60)
	DATE ISSUED 10/4/05
TIP SHEET NO. 82	DATE REVISED

ADVANCE OFFERS TWO GRADES OF LIFTS A STANDARD DUTY AND A HEAVY DUTY. THIS COMPARISON IS TO THE HEAVY DUTY MODEL. SOUTHWORTH MANUFACTURES ONLY ONE GRADE OF LIFT. IT IS DESIGNED AND MANUFACTURED TO BE THE BEST LIFT MONEY CAN BUY AND IT IS PACKED WITH THE FEATURES THAT SET IT A CLASS ABOVE.

<u>FEATURE</u>	<u>ADVANCE</u>	<u>SOUTHWORTH</u>	<u>COMMENT</u>
DE-RATING CAPACITY (FOR OVERSIZED PLATFORMS)	YES - 2% PER INCH	NO – NOT REQUIRED	SOUTHWORTH LIFTS MAINTAIN THE CAPACITY RATING REGARDLESS OF LARGER, OVERSIZED PLATFORMS WHICH CAN BE SPECIFIED. SOUTHWORTH HAS 4 EXTRA HEAVY CROSSMEMBERS BETWEEN THE LEGS TO STIFFEN THE ENTIRE ASSEMBLY.
PLATFORM DESIGN	PLATE AND BAR	PLATE AND TUBE	THE SOUTHWORTH ASSEMBLY IS CONSIDERABLY MORE RIGID AND WILL RESIST TWISTING UNDER ECCENTRIC LOADING CONDITIONS
ROLLER RETAINERS (LEG TO BASE)	NO	YES	RETAINERS PREVENT THE LEG SET FROM "TIPPING UP" UNDER IMPACT FROM LOADS BOUNCING ONTO THE PLATFORM. THIS ALSO STIFFENS THE BASEFRAME TO BETTER DEAL WITH UNEVEN FLOORS
DOWN SPEED	FIXED	ADJUSTABLE	PERMITS ADJUSTING THE LIFT SPEED EXACTLY AS NEEDED BY THE APPLICATION
OPERATING PRESSURE	UP TO 3000 PSI	UP TO 1900 PSI	LOWER OPERATING PRESSURES REDUCE THE POSSIBILITY OF LEAKAGE AND EXTENDS SEAL LIFE
HYDRAULIC CYLINDER	(3) 3" BORE (ESTIMATED DIA.)	(2) 4 ½" BORE	THE SOUTHWORTH CYLINDERS OPERATE AT <u>OVER 1,000 PSI</u> LESS AND HAVE A BRASS SCRAPER ON THE ROD WHICH HELPS PROLONG SEAL LIFE. 30% CHANCE OF LEAKAGE (2 CYL.S VS. 3 CYLS.)
PIVOT PINS	PRESSED & WELDED	FULL WIDTH	ALL SOUTHWORTH ROLLER AND AXLE PINS SPAN THE <u>FULL</u> WIDTH-PROMOTES STRAIGHTER TRACKING OF THE LEGS THROUGHOUT THE FULL TRAVEL RANGE OF THE LIFT
SCISSORS LEGS	WELDED ASSEMBLY	PROFILE CUT	SOUTHWORTH OFFERS IDEAL ONE-PIECE DESIGN OVER MANUFACTURING SHORT CUTS. <u>FULL</u> PROFILE PUTS MAXIMUM WIDTH AT THE MAIN AXLE PIN - WHERE IT IS NEEDED AND WITH <u>NO</u> WELDED BLOCKS ON THE LEGS

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