

MATERIAL HANDLING SERVICE LIFTS

LIFTPOINT

LiftPoint vs.
The Competition

25
YEAR
WARRANTY



TO MEET THE ONE AND
ONLY ANSI STANDARD
FOR SERVICE LIFTS

MODEL LTX-18
MHX18

LTX-18/22

18,000 & 22,000 lb. Capacity

UPTIME. SAFETY. DEPENDABILITY. RESULTS.

#1

QUESTIONS TO ASK WHEN BUYING A FORK TRUCK SERVICE LIFT

#2

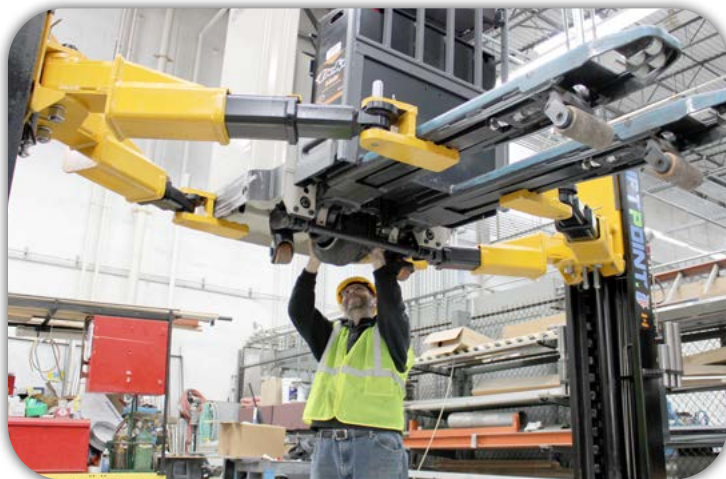
From safety to usability, know what questions to ask!

- (1) Is the lift specifically designed and rated to service forklifts and other material handling equipment, or is it a cable-driven lift designed for automotive/light trucks?*
- (2) Can the lift service pallet jacks, reach trucks, order pickers, tugs, and sit-down riders or only sit-down riders?*
- (3) Does the lift have a clear-floor setup so I can use my toolbox, rolling dollies, etc. or are there tripping hazards from approach ramps and “stability” bars, which also limit working space?*
- (4) Does the lift provide unobstructed underside access, or do the lifting bars / adapters obstruct access to zirk fitting, drive assemblies, tires/brakes, etc?*
- (5) Does the lift employ multiple, redundant safeties (mechanical, hydraulic, electric) or pin-hole mechanical locks only?*
- (6) Is the column constructed with forklift mast / “[“ channel and sealed roller bearings, like my forklifts?*
- (7) What is the lift warranty? 25 years or 1-3 years?*
- (8) Are there any important environmental or operating limitation I should know about,*



UNDERSIDE ACCESS

#3



The LTX offers FULL unobstructed underside access for material handling equipment maintenance and repairs, takes up minimal bay space and leaves wheels hanging free for tire, brake and other necessary repairs.

FORKLIFT INCIDENTS IN THE U.S.



13,000
INJURIES

1. 110,000 Occupational Incidents Annually Involving Forklifts (U.S.)
2. 11% Forklifts Involved in Incidents Annually
3. Top Reasons For Accidents
 - Improper Training
 - Distracted Operators
 - Malfunctioning Forklifts



USABILITY & WORKING SPACE

#4

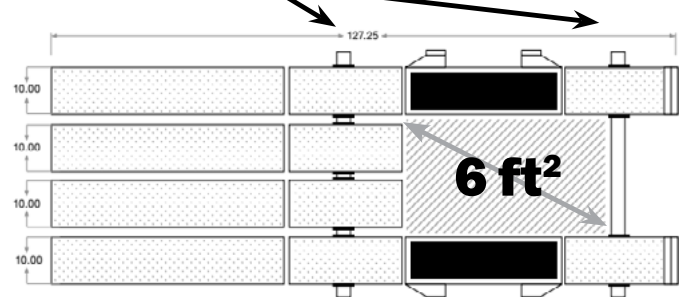
A service lift is all about safety and productivity

LTX: Small footprint and unobstructed work space means greater technician productivity, and access for tool boxes, dollies, etc.

Mobile Columns: Stabilizing bars and ramps are a tripping hazard & prohibit access for dollies, tool boxes, etc. Very limited working space.



Stabilizing Bars








As little as 6 ft² of clear space available

VERSATILITY

#5

THE ONLY LIFT DESIGNED AND CERTIFIED TO
SERVICE FORKLIFTS, PALLET JACKS, REACH
TRUCKS, ORDER PICKERS & MORE

					
LIFTPOINT:	✓	✓	✓	✓	✓
MOBILE COLUMNS	✗	✓	✗	✗	✗
FOUR-POST	✗	✓	✗	✗	✗
CROSSBAR LIFT	✗	✓	✗	✗	✗

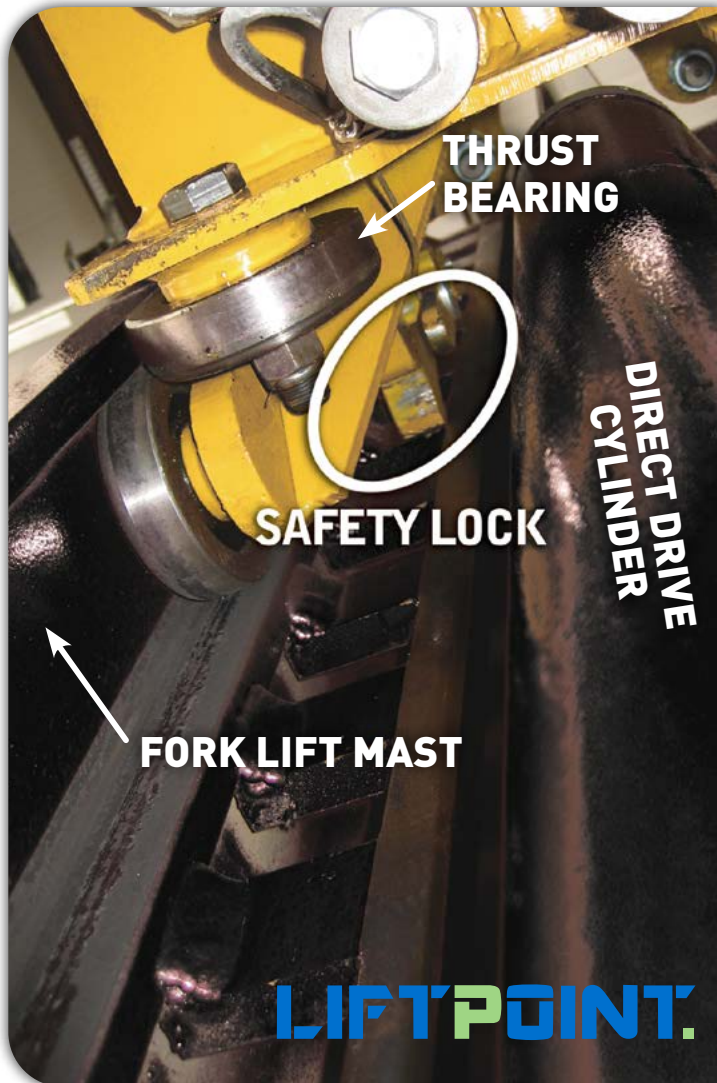


Model Shown: LTX-18

DESIGN & CONSTRUCTION

#6

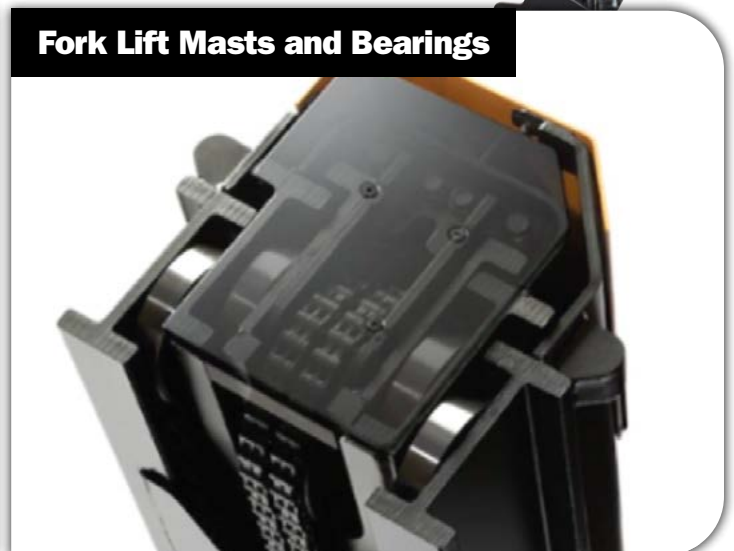
LiftPoint designs are inspired by a forklift's mast and carriage – the same safety, longevity, dependability & stability you know and trust in your fleet of forklifts is behind the design of each lift. The LTX 1-1/2" thick mechanical lock in both posts engages the full length of travel, compared to less-reliable "pin-hole" locks.



CARRIAGE DESIGN

Unlike other lifts, each Mohawk carriage rolls on (4) 4" main and (4) cam follower, double sealed, self lubricating, heavy duty ball bearing rollers for a lifetime of trouble-free service. Competitors use plastic slide blocks and wire rope cables, which require frequent replacement (typically every 3-5 years).

LIFTPOINT



DRIVE-ON "CROSS-BAR" LIFTS

#8

Is brake, tire and wheel service important to you?

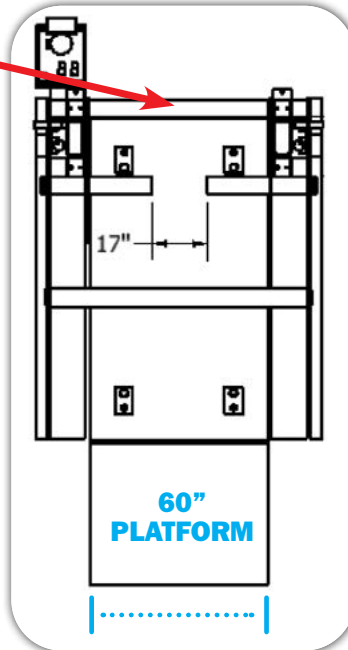
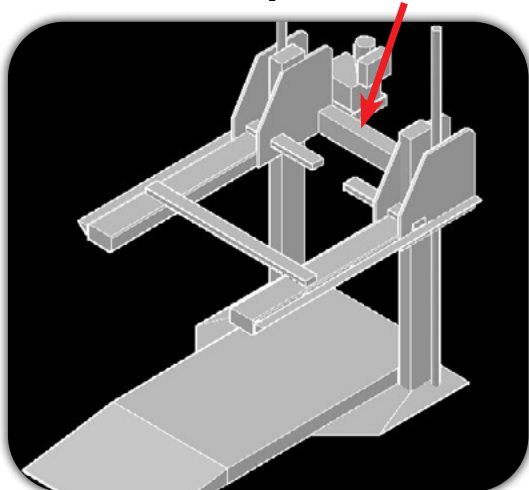
"Cross bars" limit access to service area

Lift's structural posts prohibit rear tire access



Back bar minimizes access to axle and other rear components

Can NOT perform service on front tires with wide fork lifts or rear tires



CERTIFICATION

#9

ANSI/ALI ALCTV 2017 Certification

The only safety standard for service lifts in North America.



TO MEET THE ONE AND ONLY ANSI STANDARD FOR SERVICE LIFTS

OSHA and the International Building Code Chapter 30, requires that lifts are certified to the ANSI/ALI ALCTV 2017 standard. Further, this standard requires that all lifts and lift adapters are certified. If a non-certified adapter is used with a certified lift, the lift is de-certified.

If separate accessories are furnished for use with a lift conforming to ANSI/ALI ALCTV (current edition), the separate accessory shall conform to the relevant national standards and shall be certified as such. Placement of unrecognized accessories into a certified lift configuration invalidates the lift's certification as long as the certified lift configuration remains altered. Accessories not found on the Directory are not approved for use.

***Quote above pulled from www.autolift.org/automotive-lift-certification/faq/**



LIFT & ADAPTER LISTED, CERTIFIED



ADAPTER NOT LISTED, LIFT NOT CERTIFIED



STABILITY - LTX

#10

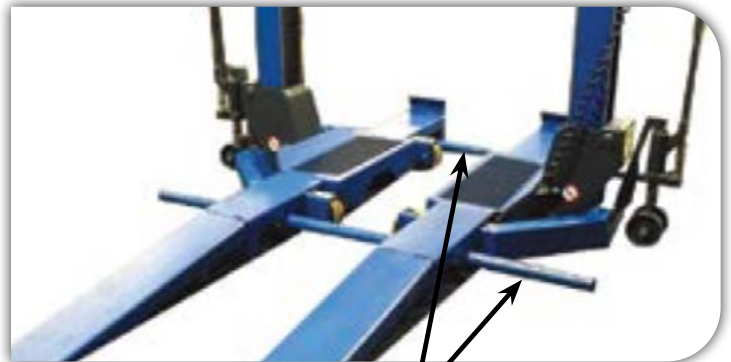
LiftPoint's baseplate is securely bolted to the floor, and evenly distributes load to the shop floor. Lifts that are bolted down are inherently more stable and safer than mobile column lifts.



Note: Certain mobile column designs make minimal contact with the floor, and non-retractable steel wheels bear the forklifts' load. This means less stability, which some designs mitigate with “stabilizing” bars.



Notice limited contact with floor under column



Steel wheels bear load of forklift

Stabalizing bars call overall design into question

FORKLIFT TECHNICIANS—LIKE THEIR AUTOMOTIVE COUNTERPARTS— ARE BECOMING HARDER TO FIND, RECRUIT, AND RETAIN

#11

Automotive Dealerships & Garages - #1 Risk: Tech Shortage

#1

Growth Barrier

2.7

Shortage/shop

17%

Forgone Revenue

Forklift Mechanic Jobs, Employment | Indeed.com

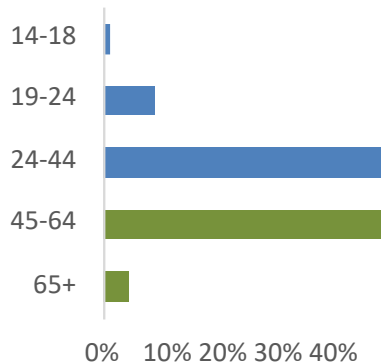
<https://www.indeed.com/q-Forklift-Mechanic-jobs.html>

→ 5,223 Forklift Mechanic jobs available on Indeed.com.

**THE TECH SHORTAGE IS NEGATIVELY IMPACTING
THE RELIABILITY OF COMPANY OPERATIONS,
RESULTING IN LOST REVENUE/VALUE AND HIGHER
COSTS FROM THIRD-PARTY SERVICE PROVIDERS.**

INCREASE RETENTION AND IMPROVE RECRUITMENT WITH THE RIGHT EQUIPMENT FOR YOUR TECHS

#12



15%

New Technician turnover within 2 years – 50%

Roughly 50% of Technicians Aged 45+

Recommend becoming a technician to a friend

“Forklift Mechanic” Job Description on Indeed.com...

- “Must be willing and able to **kneel, bend, crouch, push, and reach for extended period of time**, sometimes in a confined area.”
- “Must be able to **lift 50 pounds or more up to 200 times a day** with or without reasonable assistance.”



THE PROPER TOOLS AND AN ERGONOMIC WORKPLACE ARE BECOMING INCREASINGLY IMPORTANT FOR THE JOB SATISFACTION AND PRODUCTIVITY OF NEW & AGING TECHS.

THE LEADING CAUSE OF “LOST-TIME” INCIDENTS ARE CHRONIC INJURIES... MANY DUE TO POOR ERGONOMICS...

#13

According to the Bureau of Labor Statistics, technicians experienced 13,150 non-fatal occupational injuries and illnesses that resulted in valuable time away from work.

Sprains, strains, and tears are the leading injuries sustained by technicians— injuries which increase in frequency with age.

Forklift Techs spend more time on or close to the ground than their automotive tech counterparts. Lifts increase productivity, reduce injury & fatigue and promote safety.



THE RIGHT EQUIPMENT WILL HELP YOU RECRUIT, RETAIN, AND KEEP YOUR TECHS HAPPY AND HEALTHY!

Source: Bureau of Labor Statistics - BLS.gov

LIFTPOINT

- Heaviest Built
- The Longest Warranty
- Made in America

Directions: Fill in all Cells in Yellow with your company's data/assumptions

LIFTPOINT **MOHAWK LIFTS**

Backlocks in Fleet: 20
 Backload Stop Rate (w/ Outsourced Rate Fatigue Factor)*: 10.0%

*Assumption: Increased Productivity/Reduced Fatigue on Repetitive Tasks Throughout Workday/Workweek

Service	Service Interval (Hours)	Services/Year	Service Time Current (min)	Service Time Lift (min)	Minutes Saved/Job*	Annual Hours Saved/Backlock	Annual Hours Saved/Fleet	Annual Savings
Brake Adjustment	270	1.33	20	10	10.00	0.24	4.83	\$436
PSI: Lubrication (Steer Axle, Drive Shaft, etc.)	30	12.00	20	10	10.00	1.76	34.90	\$26,200
Brake Work (W/heel bearing, Brake Assembly)	270	1.33	60	45	15.00	0.43	8.67	\$1,127
Steer Axle Repair and Componentry	360	1.00	120	90	30.00	0.65	13.00	\$1,490
Leaks and Other Misc.	180	2.00	45	15	30.00	1.00	21.00	\$2,190

LiftPoint Lift Cost: \$11,874
 Corporate Tax Rate: 21%
 Section 179 Expense (after lift): \$5,134
 Effective Lift Cost: \$17,280
 Payback/Break-even (months): 7.91

Annual Service Time (Per/Shift** Index)	Current	Lift
With Service Lift	1,215	411
Annual Time Saved	-	804
Time Saved/Forlift (%)	-	67%

**The program is not for use on weekends

Labor Savings - Internal Service

	2021	2022	2023
Savings - Brake Adjustment	\$436	\$436	\$436
Savings - PSI	\$26,200	\$26,200	\$26,200
Savings - Brake Work	\$1,127	\$1,127	\$1,127
Savings - Axles & Componentry	\$1,490	\$1,490	\$1,490
Leak and Other Misc.	\$2,190	\$2,190	\$2,190
Annual Savings	\$33,443	\$33,443	\$33,443

CAPX: \$17,280 \$0 \$0
 Total Savings (2 year): \$16,163 \$33,443 \$33,443

Discount Rate: 6%
 NPV Labor Savings - 3 Years: \$51,325

LIFTPOINT **MOHAWK LIFTS**

To learn more about LIFTPOINT & Mohawk's Fork Truck Service Lifts
 Zach Parkebin
 zach@liftpointusa.com
 c: 818-810-4706

LIFTPOINT **MOHAWK LIFTS**

FOUR POST
 15,000 L.B. (40,000 L.B.)

L7X SERIES
 16,000 & 21,000 L.B.

MOBILE COLUMN
 15,000 & 20,000 L.B.

NOTE: THIS IS A LABOR SAVINGS ANALYSIS ONLY. A FULL ANALYSIS WOULD CONSIDER SAVINGS ON PARTS & 3RD PARTY SERVICE EXPENSES, AND DOWNTIME/IDLE COSTS

Find out how LiftPoint and Mohawk will save your ROI:
LiftPointUSA.com/ROI

Service Your Entire Fleet, On One Lift

Call or visit LiftPoint at:

1-800-833-2006

www.LiftPointUSA.com



LiftPoint is a trademark of Mohawk Lifts LLC., which is not affiliated with the competitors included in this comparative advertisement.