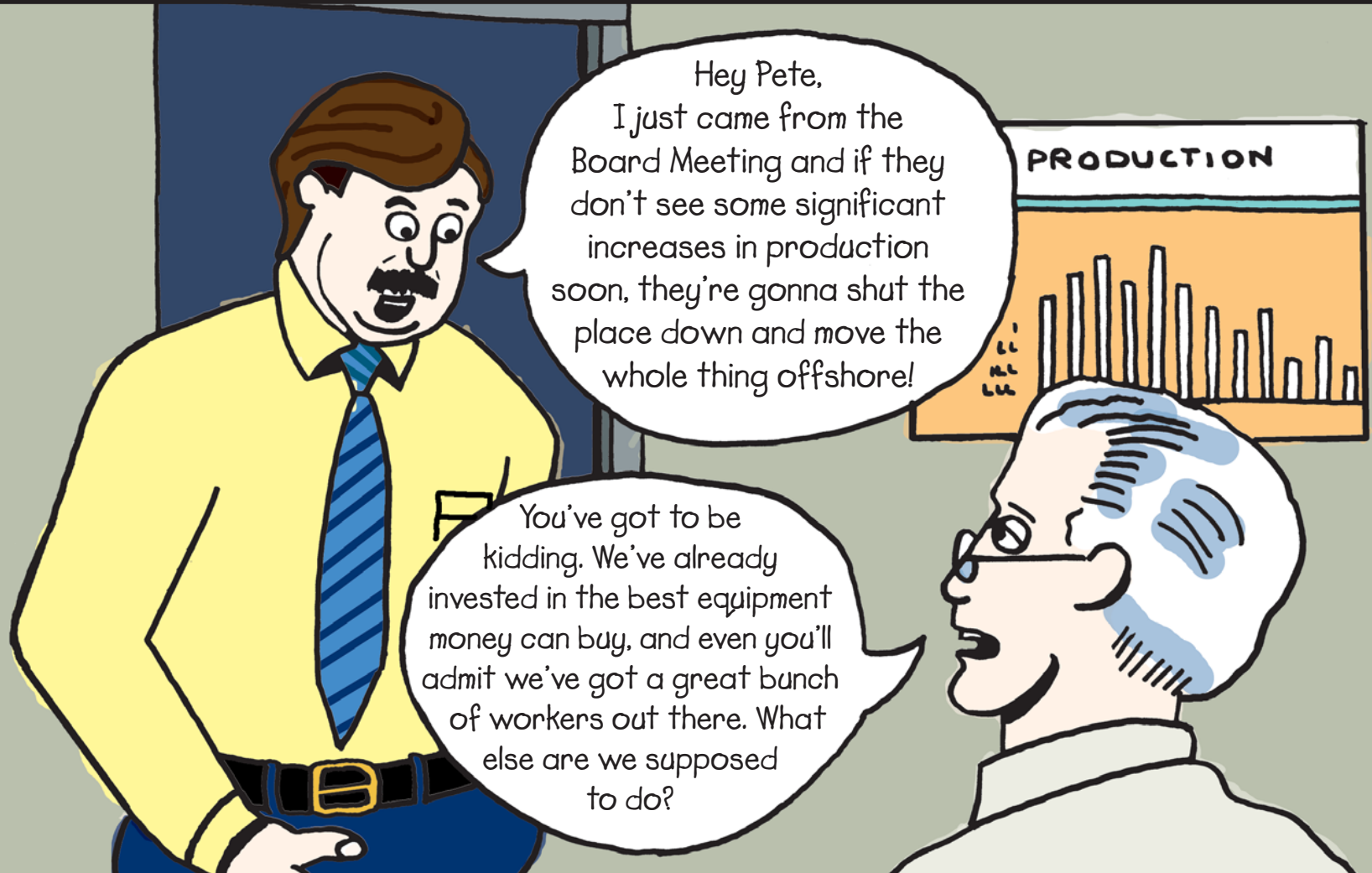


Southworth Products Corp Presents...



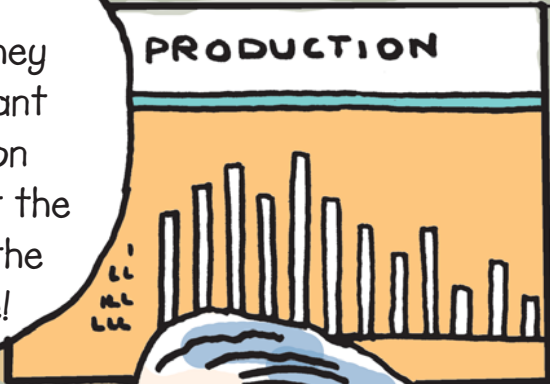
*Matt
Handling
and...*


THE LOST LINK TO PRODUCTIVITY



Hey Pete,
I just came from the Board Meeting and if they don't see some significant increases in production soon, they're gonna shut the place down and move the whole thing offshore!

You've got to be kidding. We've already invested in the best equipment money can buy, and even you'll admit we've got a great bunch of workers out there. What else are we supposed to do?





Whaddya mean we?
I'm just a bean counter.
You're the one who's gonna
have to figure this thing out.
Either that or you'd better
learn a second language, 'cuz
they won't be speaking english
at our new plant.




MATT HANDLING
IS HERE TO
SEE YOU

I really don't
have time to meet
with him right now. Tell
him I can only give
him a couple
of minutes.



It looks like I've
only got 3 choices

- Move to China
- Dust off my resume
- Find a way to
increase production
around here.



Q. Are you feeding machines as fast as they can produce?


A. Heck no! Those things could produce 10x more than they do but my operators only have 2 hands to feed them.

Q. How efficient are your assembly operations?

A. The guys are working pretty hard. I can't ask for much more.

Q. Do you spend a lot of resources in packaging and shipping?

A. Yeah, each order is different so we have to custom fulfill.





I already told you Matt. I've got a lot going on and sorry, I just can't waste any more time.

Pete, trust me, this lady wrote the book on avoiding wasted time.

Hi Pete. I'm Flo Matterz and my role is to advise clients at the big picture level. While I was waiting for Matt I read your corporate brochure. Very impressive. You guys are trying to do all the right things, new machines... Kaizen... lean... great stuff!

Thanks, we sure are, but apparently it's not enough to keep everybody around here happy.





If you've got workers bending into totes or containers to retrieve parts for machine feeding applications, you've got a gigantic production bottleneck. Every second a worker spends reaching for a part is a second that production machinery is sitting idle. When you consider how fast some of these machines operate, just getting them to work a few more minutes each shift could mean significant increases in production. You really ought to check out the Southworth Tilt Selector Guide at www.SouthworthProducts.com

- Tubs Tiltzer, Machine Feeding Specialist

\$40,000 MACHINE FEEDER



\$2,600 MACHINE FEEDER'S ASSISTANT



Accessing parts in containers for machine feeding is one of the most significant productivity thieves in any manufacturing or assembly operation. Getting even the lightest parts from the bottom of containers is difficult and requires workers to bend and lift. Making parts easier to access can be accomplished by providing workers with a Southworth container tilter. With the most models available, we have a tilter for every application.



- 85° tilt angle
- 2,000 and 4,000 lb. capacity
- Power drive available
- "Fork-over" or "straddle" style for use with open or closed bottom containers

*E-Z Reach™ Portable Tilter -
DC powered container tilter*



- Transport, lift and rotate loads
- Lifting heights to 36"
- Rotates 90° in either direction
- Power or manual drive
- 1,500 lb. capacity

*Container Transporter/Rotator -
Three functions, one machine*



- 3,000, 4,000 and 6,000 lb. capacity
- Standard or Pan style
- Vertical travel: 32"
- Tilt angle: +5 to -45°
- Ideal for oversized baskets

*Z-Lift Tilter™ -
Lift and tilt independently*



- Use with shallow containers
- 2,000 and 4,000 lb. capacity
- 30° or 40° tilt angle
- Can be mounted on floor or a fixed height table
- Platforms up to 60"x 56"

*Fixed Height Tilters -
Hydraulic or pneumatic actuation*



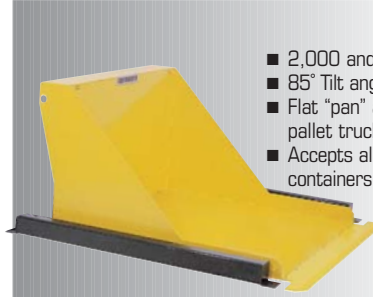
- 2,000 or 4,000 lb. capacity
- 85° tilt angle
- Fork channels accept hand pallet truck or fork lift loading
- Choose push-button or foot switch control

*E-Z Reach Tilter -
For dedicated workstations*



- 1,000, 2,000 and 4,000 lb. capacity
- Hydraulic or Pneumatic
- Independent control of lift and tilt allows for precise load positioning
- Short, wide stance for maximum stability in a small footprint

*E-Z Reach Lift and Tilt Tables -
A lift table and tilter combination*



- 2,000 and 4,000 lb. capacity
- 85° Tilt angle
- Flat "pan" allows hand pallet truck feeding
- Accepts all types of containers, even oversized

*E-Z Reach Universal Tilter -
Load by any means you choose*



- 2,000 or 4,000 lb. capacity
- Ideal for retrieval and delivery of containers
- 85° tilt angle
- Operator friendly controls

*E-Z Reach E-Z Drive -
Power driven container tilters*



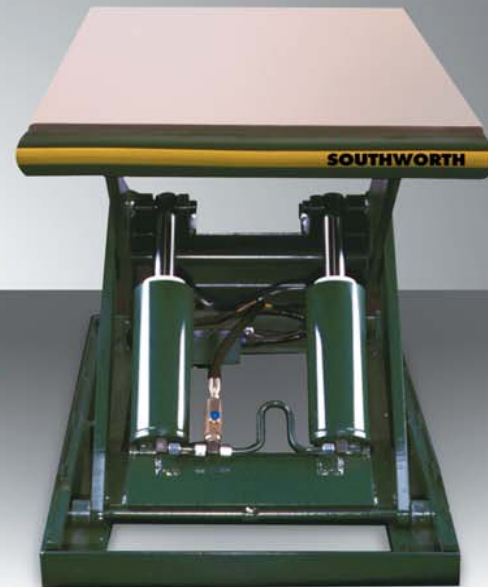
When I walk through a customer's plant, I am always amazed at how many times I see people bending to lift items or contorting their bodies to perform work at an awkward height. The workers are inefficient and in some cases prone to injury. Just by adding a simple, inexpensive device like a lift table, you can make your workers much more productive. Not to mention all the safety benefits you pick up by reducing their risk of injury.

- Dude Saifer, Lift Table Specialist

**\$40,000 Work
Positioner**



**\$2,500 Work
Positioner's
Assistant**



Using skilled labor to perform tasks that can be performed by machines just doesn't make financial sense. Asking workers to lift loads and reposition work by hand reduces their productivity potential and dramatically increases the chance for injury. With nine basic models and literally millions of configurations, there's a Southworth Backsaver Lift for just about any application you can think of.



- 2,000, 4,000 and 6,000 lb. capacity
- Lifting heights to 56"
- Platforms up to 6' x 8'
- Exclusive Comfort Edge
- Can be customized with control, safety, and portability options

*Backsaver® Hydraulic Lift Tables -
Ideal for most typical applications*



- Turntable is virtually flush to the table top
- Turntable is locked when in down position
- Exclusive Comfort Edge
- Can be customized with control, safety, and portability options

*Flush Mount™ Turntable -
Move the load, not the worker*



- Works with readily available shop air
- Capacities to 4,000 lbs.
- No risk of process contamination
- Can be customized with tilt tops

*Backsaver® Pneumatic Lift Tables -
Powered by shop air*



- Capacities from 500 to 1,500 lbs.
- Vertical travel up to 35"
- Small footprints available
- Can be customized with control, safety, and portability options

*Backsaver® Lite Lift Tables -
High performance for lower capacities*



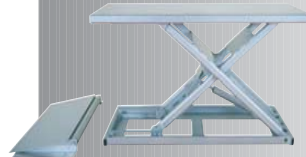
- Capacities from 150 to over 1000 lbs.
- Manual foot pump or powered lift
- Lift heights to over 4'
- Self leveling units available

*Portable Lift Tables
Lift and transport with one unit*



- Lowers to floor height
- Elastomeric front edge protects feet from injury
- Wide platform accepts most standard pallets
- 2,000, 4,000 & 6,000 lb. capacity
- 35" lifting height

*Floor Height Lift Tables -
Load without a fork lift!*



- Four side access without pit mounting
- Capacities from 500 to 4,000 lbs.
- Gentle grade ramp allow hand pallet truck loading
- Electro-mechanical toe guard

*LiftMat® Super Flat Lift Tables -
Lowers to just 3 inches!*



- Choose stainless steel, semi-stainless, or galvanized coated
- Ideal for sanitary wash down applications
- Available in same configurations as our standard Backsaver lifts

*Corrosion Resistant Lift Tables -
Wipe down or wash down approved*



Don't overlook your palletizing operation when you look for ways to improve productivity. Most people don't realize that manual palletizing is one of the biggest productivity thieves in any plant. It involves reaching, bending, stretching, even walking with heavy loads. But, when you add a palletizing assist device, you eliminate virtually all of the actions that rob your workers of productivity. And like Dude Saifer says, "safety doesn't hurt".

- Otto Leveur, Palletizing Specialist

\$40,000 MANUAL PALLETIZER



\$1,800 MANUAL PALLETIZER'S ASSISTANT



More items are shipped on skids or pallets than all other packaging methods combined. Loading and offloading these pallets is always a back-breaking, time-consuming job. Southworth PalletPal® pallet handling products speed and simplify the process, increasing the amount of goods that can be shipped or received every day.



- The original manual palletizer
- Fully automatic - requires no power or air
- Works with loads from 500 to 4,000 lbs.
- Turntable top for nearside loading and unloading
- Fork pockets for relocation

PalletPal Fully Automatic Spring Actuated - Ideal for most applications



- Operates on shop air
- One connection
- Use where load weights vary widely
- Turntable top
- Fork pockets for relocation

PalletPal Fully Automatic Pneumatic - When loads vary frequently



- 2,500 or 4,000 lb. capacity units
- Available "One-Touch" Auto Leveling feature
- Pushbutton or footswitch control
- Can be relocated with a hand pallet truck

PalletPal Roll-On - For use with hand pallet trucks



- 2,000 or 4,000 lb. capacity units
- Hydraulic or Pneumatic
- Ideal for non uniform loads
- Turntable top
- Positions loads up to 32 3/4"
- Fork pockets for relocation

PalletPal Powered - Operator controlled for precise positioning



- 3,000 lb. capacity
- Manual drive/electric lift
- Straddle style for open or closed bottom pallets
- Lift loads to 31 1/2"
- Optional automatic load leveling photo-eye

PalletPal Mobile Leveler - Lift, transport and level



- Less than 1" high for hand pallet truck feeding
- Operator always works on the near side of loads
- Spin up to 4,000 lb. loads with ease
- 48 3/4" overall diameter

PalletPal Disc Turntable - Inexpensive pallet rotator



- 2,500 lb. capacity
- Unobstructed three side access to loads
- Can be fed by a hand pallet truck
- Photo-eye toe protection on all three working sides

Roll-On with Turntable - For nearside loading and unloading



- 2,200 lb. capacity
- The original award winning high lift pallet truck
- Lift loads to 31 1/2"
- Optional automatic load leveling photo-eye

PalletPal Lift Truck - Lift, transport and level



Matt Handling is our composite of a Materials Handling Distributor Salesperson. Your local Southworth Distributor Salesperson can give you more information about any of the products shown in this booklet. Call on him/her for advice on how to improve productivity with better materials handling. Or visit our website for more tips from our “experts” - www.SouthworthProducts.com

For additional copies of this booklet, give us a call at 800-594-9668. or email MattHandling@SouthworthProducts.com

*Matt Handling
Sales Manager*



*Flo Matterz
Productivity Specialist*



*Tabs Tiltzer
Machine Feeding Specialist*



*Dude Saifer
Lift Table Specialist*



*Otto Leubleur
Palletizing Specialist*



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