



THE Twin Post

Update for the SVI Line of
Intentionally Designed Equipment & Repair Parts—January 2012

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- Chicago
- Los Angeles

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DeKalb, IL - Well known as the largest and most respected seal supplier to the automotive lift industry, SVI is making a commitment to the "zero tolerance" demands of government and public agencies. These lift owners are being asked to solve frequent seal replacement costs and leaking concerns.

While transit authorities and others have been reaching out for help with their leaking problems, no one but SVI has committed themselves to discovering real solutions. In fact, one government-run facility had tried repeatedly to solve their leaking problems without result. They insisted that somewhere someone was willing to help them. Ultimately, they found SVI. Once provided with the scope of their needs, SVI innovators went to work and successfully solved the persistent leaking. SVI's efforts are rewarded and it's great to hear feedback such as "outperformed everyone's expectations".

We need your help with stopping the leaks. Industry lift repair professionals know first hand the government and public agency lift users who need "zero tolerance" leak-free lifting. SVI and distributors will work closely together to solve these needs whether at the "Rapid Transit" or the local "Municipal Garage".

*For high-tech modern seal materials and truly innovative problem solving,
SVI is your Answer!*



BH-9773-12
12-5/8" Upper Bearing Kit
For Rotary



BH-9762-02

coming soon...

Watch for more details in the mail and on our website about taxpayer-saving sealing solutions. Utilizing today's modern materials and innovative thinking, together we can make a big difference in the automotive lift industry. SVI is also close to unveiling a **new upper bearing and seal system** for use on existing Challenger, Weaver and SVI-made Power Post lifting systems.



BH-9762-01

The Leak Stops Here...

Since 1977

Information and Catalogs Online:
www.sviinternational.com

800-321-8173

Test Your Trivial Knowledge ?

Answers found throughout this Twin Post.

1. In the 1950's what company sold a free wheel 4-post surface mount lift deemed The Hoist with the W.I.D.E. Open Work Zone?
2. In the 1980's what now defunct company was featured in the GM Dealer Equipment Program?
3. What was the name of the lift marketed by Joyce in the 1960's that would turn a shop into a Gold Mine?
4. What popular in-ground lift was made for a period of time in Brazil?
5. Who was the first company to produce 2, 3 and 4-core in-ground lift oil control valves out of high quality billet aluminum?
6. In what year did SVI invent the drop-in rack pinion equalizer system for Rotary DTO-28 in-ground lifts?
7. In 1998, SVI purchased what manufacturing company?



AS-2201-03
(xRef Z5941)

It's A-U-T-O-matic

Automatic Tank Drain Service Kit for Champion compressors

That's right, each time someone wants us to work on making a new service kit or part available, we automatically go right to work. That is true with this automatic tank drain repair kit for use on Champion air compressors. The cross reference number for this item is Z5941 and the SVI part number is AS-2201-03.

Word is that this kit is difficult, if not impossible, to obtain. With SVI on your side, this kit will now become always readily available. The part components of this kit are scheduled in production and should all be completed by mid-February. Once the components are finished and inspected, we will package up the service kit and begin filling orders on a first come, first serve basis. If you service or sell parts for air compressors, now would be a good time to place orders so we can adjust initial production quantity runs.

increase your business easy as 1 - 2 - 3

Check out SVI's Marketing Kit for distributors!

SVI's marketing kit is available for download now and every day on our website:

www.sviinternational.com

- Go to Products > Marketing Kit

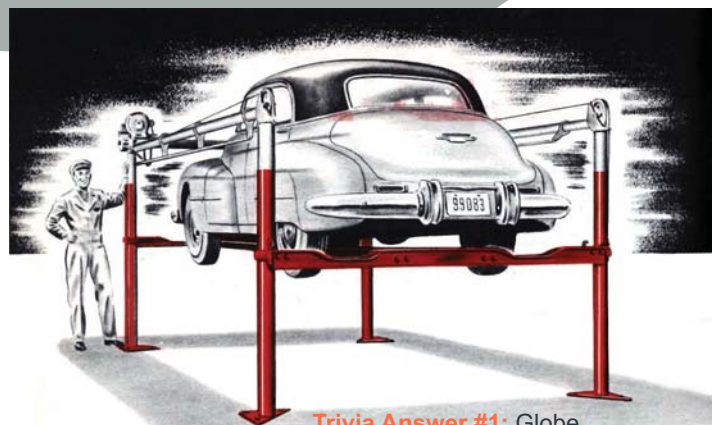
1. Download the high quality files.
2. Print.
3. Hand out flyers to your customers.

Boost
Your Sales!

Keep coming back.
Materials are updated regularly!

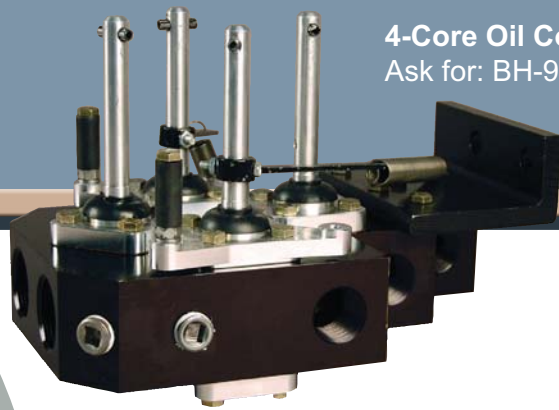


Since 1977



Trivia Answer #1: Globe

4-Core Oil Control Valve - Standard
Ask for: BH-9656



Trivia Answer #5: SVI

4-Core Oil Control Valve - Reversed
Ask for: BH-9656R



Core Values

A foundry fire or simply true design spirit or both? The 2, 3 and 4-core valves you encounter when performing service and inspections on SVI, Globe, Ford Smith, Manitowoc, Rotary and Weaver fore-and-aft lifts were originally designed by the Weaver lift company to be made with a cast iron body. However, after the foundry burned down over a decade ago and the patterns were destroyed, retooling the valve bodies as a casting was an expensive proposition. To avoid this expense and keep product in the pipeline for distributors and lift companies alike that SVI supplies, engineers quickly went to work on an alternative method of manufacture. On June 18, 1996, SVI completed preliminary drawings and went into production building these valves for the industry as pictured above.

Through supplying with our new lifts and as a repair part to distribution, SVI production volume allows everyone to enjoy the economies of scale. Many of these valves are typically found in use in government and public agency vehicle maintenance facilities. With taxpayer dollars tight, SVI stands head and shoulders above anyone else at providing quality products at pricing that is budget friendly. The next time you need a 2, 3 or 4-core valve or valve parts, SVI is clearly the right choice.

End the Constant Weeping, Go Bone Dry

No one likes a leaker. The answer to leak-free lifting is here. The 12-5/8" lead babbitt bearing style lift pictured below has been saved from the backhoe. This lift and many like it have been a constant battle to keep sealed. Frustrations with leaking cylinders and all the costs associated have caused many a lift owner to give up on their investment opting for costly and unnecessary lift replacement at taxpayer expense. This isn't fair to the people. It's not the steel that has gone bad, it's simply a bad seal.

Utilizing SVI's new **Zero Leak Technology** seals known as "**ZLT**"s and our exclusive Adjust-To-Fit bearing system, distributors and lift owners can put the brakes on the constant weeping. The benefits are tremendous

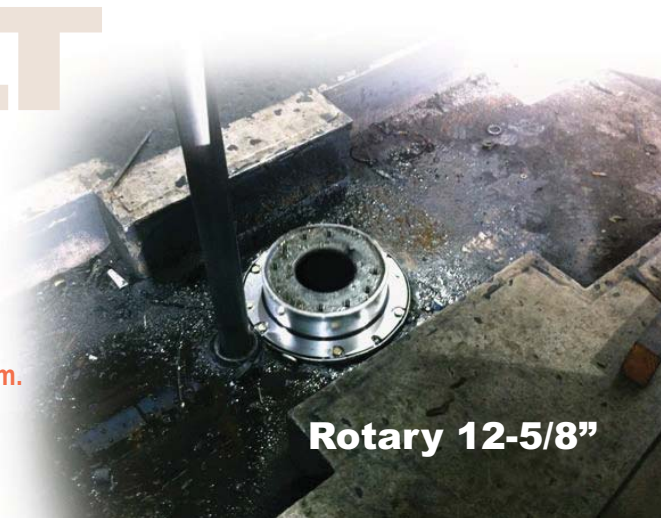
and the results at one RTD shop in Colorado lead to the comment "performed absolutely phenomenal". This project has been in the works for a long time and now the "*cat is out of the bag*". SVI distributors know they can solve the leaking problems. SVI, in turn, will work on a campaign to inform lifts owners about this important news and support all distributor efforts to create the most satisfied lift owning base of customers anywhere.

"ZLT" seals are available for Rotary lifts right now.

There is a big population of these lifts in the field and the owners of these lifts are ready to go bone dry once and for all. Contact the Rapid Transits and all the Municipal garages you know and get their ZLT seal upgrade job on your schedule before someone else does.

- Zero Leak Technology
- Extremely abrasion resistant and easily withstands road dirt, salt, etc.
- Custom designed for this low pressure application.
- Eliminates costly maintenance such as having to pump out the pit or dispose of contaminated oil.
- Reduces oil consumption and saves shops money.
- Not a one piece seal; Utilizes a separate seal and wiper to allow optimum contamination exclusion and clean and unimpeded seal performance.
- "ZLT"s are not low cost—they are precision-machined and built to perform. Initial installation requires a new SVI Adjust-To-Fit upper bearing.

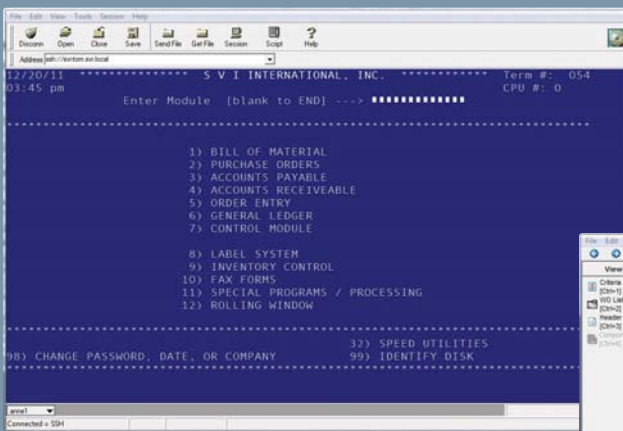
ZLT



Rotary 12-5/8"

Out with the old. In with the new.

SVI celebrates with an up-to-date product inventory computer system.



WOW, what a big job!

Your dedicated SVI staff just went through several grueling months of change.

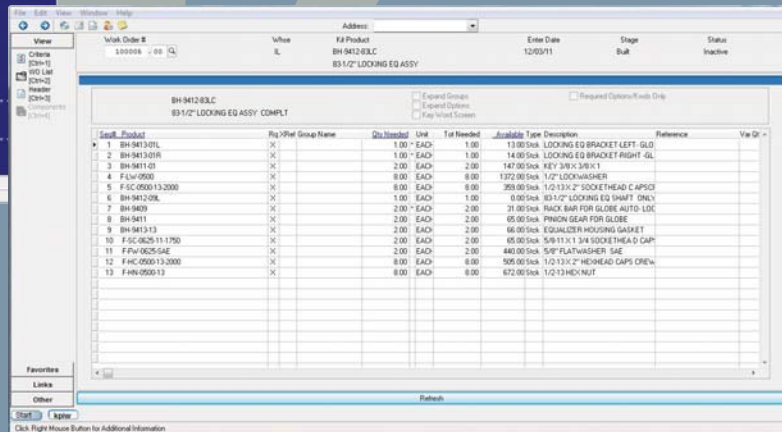
To keep pace with modern advances in technology, SVI upgraded the company operating software. Change like this is difficult and always there are some bumps in the road. If any of you experienced any problems or delays in shipments, etc., we apologize. Once all the adjustments are made and settings are fine tuned, we should be running like a clock.

One major enhancement for SVI distributors will be our new quotation process where you can have a quote e-mailed or faxed to you. When the project is a go, your quote is already in our system; All you do is simply let us know and we quickly convert your quote to an order and ship it. Another great tool is our virtually unlimited contact management potential, allowing us to include your sales people and service technicians in your SVI customer master listing so they receive product updates and things like this newsletter. This is a vast improvement over our old system which limited us to only one contact per customer. We can also now e-mail invoices directly to your accounts payable personnel and order acknowledgements right to your purchasing department.

Also, as your work order is completed for something you have on order (such as a kit, new lift, custom adapter or special cable assembly) your order will automatically print and be shipped. No one has to remind anyone of anything, it should just happen. This, and others features, should make us more productive in the long run.

➤ If you wish to add names to your customer master record, please let any one of us know. Those added will receive informative brochures as they become available. Again, thank you for your patience as we work out the bugs.

Trivia Answer #6: 2001



Trivia Answer #2: Benwil

America First KIND WORDS FROM AN SVI DISTRIBUTOR

"Thank you for addressing the questions that I had, and yes I would have no problem offering up praise as to the innovations that I have seen SVI bring to this industry over my 15+ years.

First is the gear rack that saved thousands of DTO28s. The original problem was the equalizer box cave-ins and your engineering staff found a fix that not only saved these hoists, but gave years of trouble-free operation.

Then, the offering of a much-needed greaseable sheave stack pin for the Rotary 4-post, as well as the Challenger 40 series 4 stack sheave pin. Also, the greaseable cross-tube pins and front stack pins you offer are products that make the job of routine maintenance a possibility.

Most manufacturers want to only sell parts, not make their product better. You and your staff do what we in the industry ask the original manufacturer to do, but get met with "Er...Don't need to do that—our product doesn't have any problems".

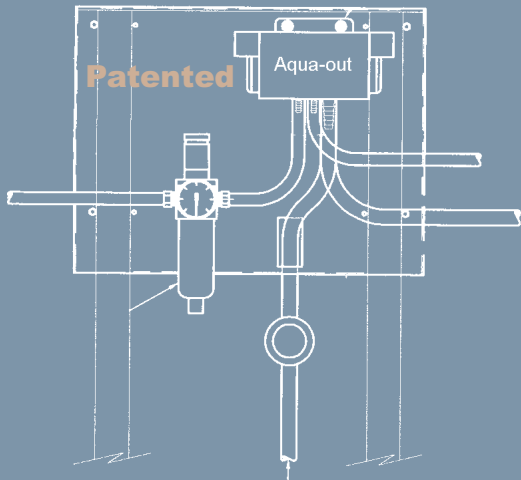
Last, is the product that brings me the most joy. I placed an order for a set of BH-7234-119 Height Adapter Set for the Challenger CL10V3/E10 / Quality Q10. The manufacturer "Challenger" gets their adapters from China and charge the distributor in excess. Your set is much less and the steel reads "Made in the USA". Now, why wouldn't I support a company that innovates and keeps as much as it can here in the best country in the World? Thank you again for letting me express my feeling about you and all at SVI!"

~ Jim Welch

Total Electric of Fort Wayne, IN



Aqua-Out Now!



Why Aqua-Out? It's obvious!

This Pacoma-made hydraulic cylinder (right) was recently removed from an in-ground cassette lift. The pictures clearly illustrate that it didn't have a chance to survive. The environment it was asked to operate in included standing water and debris from corroding steel and other sources. The rust inside the barrel and all the debris on the piston seals are the direct result of acidic moisture and contaminants being drawn into the cylinder each time the lift was used. If this old cylinder is this bad, what is the condition of the structural components and safety mechanism?

Protect your customers from costly repairs and possible dangers associated with the accumulating moisture in the bottom of cassette/tub in-ground lifts.

New Evidence Shows Exactly Why SVI Recommends Aqua-Out for ALL Cassette-Style Lifts

Keep elements of your lift from corroding and failing. **All existing lifts without the Aqua-Out should be upgraded to include it immediately.**

First, install an Aqua-Out and then institute a regimented periodic service and maintenance program for each lift. Make sure regular inspection of the crucial components and full coverage lubrication service is performed routinely. No one wants to hear anything but good news. **Keep the water out.**

SVI Part #
BH-9786-25
BH-9786-25-5

Description
2 GPM Aqua-Out System
5 GPM Aqua-Out System



Out of sight, out of mind corrosion may be going on right below a shop technician's feet, while 4,000 lbs. of a 4-door sedan are right above his head.

**We have
serious
concerns.**

Constantly Adapting

SVI production stays extremely busy making custom and standard lift adapters for in-ground and surface-mount lifts. The next time you encounter an opportunity to solve a problem of just supplying a new adapter because one was lost, put us to work for you. Even if your customer owns a foreign-made lift, like one produced in China, we can help.

BH-7234-208
**Screw-Up Adapter for
Challenger 15K / 18K**



Trivia Answer #4:
The former Gilbarco brand now known as Manitowoc Lifts, which SVI now owns.

800-321-8173



**Aqua-Out
For:
Benwil
Challenger
Rotary
and others**





SVI International.

Helping distributors throughout North America keep new lift and replacement section costs reasonable for buyers does not stop at the borders. SVI is also helping our country's national export stats. It isn't just public agencies domestically that are recognizing the value in choosing SVI's wide array of available lift models. Distributors abroad are taking advantage of our American-made quality and best-value pricing. If you haven't looked at prices lately and want to win more jobs, we would be pleased if you would make a comparison. Please allow us to support you and your sales efforts here at home.

Shown above are two different SVI Globe brand lift models that supersede former Globe models D-SH-12E and MP310EDR. The current lift models are 2PF-1212-IB and 3P-106-DR. The 2PF-1212-IB is a fore-and-aft 12-5/8" 50,000 lb. capacity fixed-post lift with dual sliding saddle "I" beam superstructures. The 3P-106-DR is a 10-5/8" dual rear with a single 10-5/8" front moveable cylinder assembly. This fore-and-aft lift is one of our most popular models and is typically installed in municipal and highway department garages. The big reason for this is that salt trucks only seem to break down with a full load of salt in the bed.

While the lifts pictured above didn't go for installation in North America, they were exported to Saudi Arabia for use in a new facility being built by the Saudi government. These lifts

were built right here in our DeKalb, Illinois plant and while the 2PF-1212-IB is a somewhat specialized lift, it was fun to build all those 12-5/8" cylinders.

Ironically, just a few months later, a distributor here in the US ordered a replacement rear section for use on the more typical 2P-1012-IB model with a front moveable cylinder and the fixed rear with "I" beam superstructure used to lift vehicles with tandem rear axles.

We hope you'll contact SVI first with your next opportunity to quote and install made-to-last in-ground lifts. We can help you get through bid details and work to specify the right lift product for the application.

Put the SVI quality, cost-saving team to work for you today.

For the real deal—SVI is your answer!

Proven Lifting Solutions

2PF-1212-IB* (supersedes Model D-SH-1212E)

- Lifting capacity: 50,000 lbs., 25,000 front & 25,000 rear
- Single stationary front and single stationary rear
- I-Beam style front and rear superstructures equipped with adjustable saddles and adapters to engage vehicle axles, suspension or cross frame member.
- Electric/hydraulic oil or biodegradable fluid operated
- Post diameters: 12-5/8" front & 12-5/8" rear
- Displacement: 76 gallons
- Raised vehicle contact height above floor: 69-3/4" front and rear based on standard adapters
- Multiple lip seal design for increased performance

** Requires a power unit*

Utility Companies
Transit Authorities
Municipal Garages
or wherever heavy duty vehicle lifting is required

Globe "WS" Series Lifting Systems
fastest, most reliable and economical method for lifting

GLOBE
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Proven Lifting Solutions

3P-106-DR* (supersedes Model MP-310EDR)

- Lifting capacity: 54,000 lbs., 18,000 front & 36,000 rear
- Single moveable front and dual stationary rear
- Axle engaging
- Adjustable front cylinder for various wheelbase lengths
- Electric/hydraulic oil or biodegradable fluid operated
- Post diameters: 10-5/8" front & (2) 10-5/8" rear
- Displacement: 77.6 gallons
- Raised vehicle contact height above floor: 67" front & 69-3/4" rear based on standard adapters
- Multiple lip seal design for increased performance

** Requires a power unit*

Utility Companies
Transit Authorities
Municipal Garages
or wherever heavy duty vehicle lifting is required

Globe "WS" Series Lifting Systems
fastest, most reliable and economical method for lifting

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Since 1977

Trivia Answer #7: Ronflo





Trivia Answer #3:
The Forty-Niner

Telescopic Overhead Exhaust Removal Systems

As a result of **SVI** initiative, Telescopic Systems are available in different lengths to accommodate various ceiling heights. You also get more adapter choices than ever before. Choose from the all-new Positive ID™ adapter, the mainstay alligator jaw style or the exclusive shock loaded "One-Step" universal exhaust collector.

- Made in the USA
- Simple to Install
- Stays Up Out of the Way
- Easy to Use, Easy to Store
- Full Repair Parts Availability
- Eliminate Pulleys, Reels and Winches
- Ideal for Existing Facilities—No Breaking Concrete

ES-1205-43



Wheel Balancer

A MADE-IN-THE-USA PRODUCT LINE

SVI is a **Vibration Solutions** distributor—
offering ***Insanely Accurate Products™***

OEM Precision Collets™ for Plastic Clad Alloy Wheels from GM, Dodge, Ford, Nissan and More!

Standard cones no longer work on the newer plastic clad wheels, and the solution is available from SVI. The OEM Precision Collet™ is short and double-sided with a very low taper/angle providing optimum balancing results. The **OEM Precision Collets™** work with **SpeedPlates™**, **CenTor Plate Adaptors™** and **other systems**. The Collets are available individually, as general service kits, as Dealership Kits, and as part of Adapter Systems. Many other wheel balancer accessories are also available.

Vibration Solutions Products are the world's highest quality wheel balancing adaptors and tools and are manufactured in the USA. From OEM Precision Collets™, SpeedPlates™, CenTor Plate Adaptors™, and Centering Cones, SVI offers the best parts for wheel balancers! **SVI is your one-stop shop.**

OEM Precision Collet Kits

Solution B: WB-L163-400-02 For Cars/Cross-Overs

Solution C: WB-L163-400-03 For SUVs/Trucks

Also ask for our Dealership Kits.

CenTor Adaptor System
Available individually or as a kit.
Dealership Kits Available!



SVI is your one-stop shop.

800-321-8173



rolling air jacks.



SVI is officially fulfilling orders of 6,000 lb. Rolling Air Jacks. This is only one of many of SVI's USA-made products; in fact, it's made in our DeKalb, IL location by Manitowoc Lift & Manufacturing—An SVI Company.

Call today to get yours: 800-321-8173

Watch for SVI's specials and newsletters via e-mail. Not signed up? Call 800-321-8173.

Seal Variety Intensifies.

All names, numbers, symbols and descriptions are used for reference purposes only. It is not implied that any part listed is the product of these manufacturers; however, some parts may be the actual product of these manufacturers.

Twin Post
THE
SVI International, Inc.
155 Harvestore Drive
DeKalb, IL 60115

