Understand the customer's needs.

Asking the right questions will help the customer know what kind of driver they need.

Basic Needs	Hammer	Hornet
What type of vehicle will this be mounted to? Customers need to be aware of the tipping weight of their vehicle.	• Skid-steer • Tractor front-end loader • Excavator[1]	• Skid-steer • Backhoe • Excavator • NOT for tractors
How often will you use the driver?	• Ideal for seasonal use. • Farm & ranch	• High performance driver for heavy usage. • Ideal for fencing contractors.

What type of soils are you driving into?		
Soft soils	• Works well, but may need to short stroke the Hammer for depth control.	• Great for precise depth control.
Hard soils, clays, rocky conditions	• Hammer is better when driving wood posts into hard soils.	• Better in this soil type when using steel pipe.
Fracturable rock	• Not for use in these conditions.	• Hornet is ideal for rock. • Can drive pipe directly. • Use Rock Spike driving tool to create pilot holes for wooden posts.

What type of posts are you driving?		
Wood posts	• Up to 8" round posts	• Up to 8" round posts
Rail road ties	• Standard	• T8-RR with Rail Road Tie driving tool
Pipe	• Up to 8" round pipe	• Up to 8" round pipe

[1]Hammer can be mounted on Excavator with special mount. Call Danuser.

Comparing the Hammer & Hornet

Direct Comparison	Hammer	Hornet
Which is faster?		✓ • Hornet is the fastest driver.
Which is hardest hitting?	✓ • The Hammer hits with over 82,000 lb. of force.[2]	
Which is quieter?	✓ • The Hammer is quieter in operation.	
Which is easier to maintain?	✓ • The only required maintenance on the Hammer is lubrication.	
Specifications		
Driving mechanism	• Gravity-driven drop weight	• Hydraulic jackhammer style
Hydraulic flow requirement	• 12-30 GPM • Can run on less, but will be slower	• 10-30 GPM
Hydraulic pressure requirement	• 2,000 PSI	• 1,500 PSI
Driver Weight	• 1,565 lb. - 2,250 lb.	• 1,045 lb. - 1,245 lb.
Budget		
What is the customer's budget?	• MSRP: $7,175 - 11,080	• MSRP: $9,345 - 16,096

[2]Hammer with the additional weight kit.