



Hornet Post Driver



Sales Training Guide

CONTENTS

	Page
Overview	3
Competitive Advantages	3
Models	4
Operating Instructions	8
Sharing Tips	9
How To Respond to FAQs	10



OVERVIEW

Danuser is proud to offer the Hornet Post Driver in our industry-leading line of attachments. Quick and powerful, this driver utilizes a jackhammer style power cell that offers controlled, high-speed performance. The grapple allows for one-person operation, and the tilt option allows 20° tilt left or right for precision use. The Hornet features selectable driving tools that can accommodate anything from T-posts to railroad ties. In addition, the concrete breaker and rock spike accessory options can break through solid rock.

COMPETITIVE ADVANTAGES

- Hydraulic grapple option allows one person to pickup, load, and drive posts.
- Tilt option allows unit to tilt 20° left or right for uneven terrain.
- Driving tools are made thicker and stronger than those of our competitors. This helps to prevent breaking during excessive use.
- Tool-less driving tool quick change means no hammer and punch needed to change driving tools.
- The Danuser Hornet comes with a filled nitrogen bottle, N2 charge kit, and post-pulling chain with hook.
- The Danuser Hornet has an adjustable weight kit option for skid-steer mounted drivers. Fine tune the weight of the driver to match the operating capacity of the vehicle. Increases driving speed up to 50% faster.
- Unlike most of our competitors, our flow control valve allows us to run within a wider range of hydraulic requirements, including high flow machines, without accelerated wear on the breaker.
- Post holder with tie down locations for transporting post/pipe when needed (Skid-Steer model, only).
- High abrasion resistant hoses.
- T-post adapter that can be used with flat or domed driving tool.

MODELS

Skid-Steer Mount

Hornet T7



T-post to 7" O.D. Post/Pipe

Hornet T8-RR



T-post to 8" O.D. Post/Pipe or Railroad Tie

MODELS

Hornet	Model T7	Model T7 w/ Grapple	Model T7 w/ Tilt	Model T7 w/ Grapple & Tilt
Overall Width (A)	45.75"			
Overall Length (B)	27"	29.2"	28.8"	31"
Overall Height (C)	46"	48.8"	46"	48.8"
Base Weight	1,241 lb.	1,361 lb.	1,376 lb.	1,486 lb.
Optional Ballast	Up to 616 lb., 14 weight plates (44 lb. each)		Up to 484 lb., 11 weight plates (44 lb. each)	
Max. Strikes per Minute	500-900			
Hydraulic Requirements	2,000-3,500 PSI 10-30 GPM			
Driving Tool Shaft Diameter	2.7"			
Driving Tool Inside Diameter (Max Post Size)	Domed: 7.27" Flat: 7.27"			
Energy Class	750 ft.-lb.			
Mount	Skid-Steer Quick Attach (not for front-end loaders)			

Hornet	Model T8-RR	Model T8-RR w/ Grapple	Model T8-RR w/ Tilt	Model T8-RR w/ Grapple & Tilt
Overall Width (A)	45.75"			
Overall Length (B)	27.4"	29.4"	29.2"	31.2"
Overall Height (C)	52.8"	56.3"	52.8"	56.3"
Base Weight	1,454 lb.	1,584 lb.	1,559 lb.	1,679 lb.
Optional Ballast	Up to 616 lb., 14 weight plates (44 lb. each)		Up to 484 lb., 11 weight plates (44 lb. each)	
Max. Strikes per Minute	400-800			
Hydraulic Requirements	2,200-3,500 PSI 13-30 GPM			
Driving Tool Shaft Diameter	3.0"			
Driving Tool Inside Diameter (Max Post Size)	Domed: 8.27" Flat: 8.27" Railroad Tie (Flat): 12.3"			
Energy Class	1,150 ft.-lb.			
Mount	Skid-Steer Quick Attach (not for front-end loaders)			

MODELS

Backhoe & Excavator Mount

Hornet T7



T-post to 7" O.D. Post/Pipe

Hornet T8-RR



T-post to 8" O.D. Post/Pipe or Railroad Tie

MODELS

Hornet	Model T7	Model T7 w/ Grapple	Model T7 w/ Tilt	Model T7 w/ Grapple & Tilt
Overall Width (A)	27"			
Overall Length (B)	29"	29"	31"	31"
Overall Height (C)	46.5"	50.3"	46.5"	50.3"
Base Weight	926 lb.	1,051 lb.	1,061 lb.	1,186 lb.
Max. Strikes per Minute	500-900			
Hydraulic Requirements	2,000-3,500 PSI 10-30 GPM			
Driving Tool Shaft Diameter	2.7"			
Driving Tool Inside Diameter (Max Post Size)	Domed: 7.27" Flat: 7.27"			
Excavator Weight*	9,000 lb. and over			
Energy Class	750 ft.-lb.			
Mount	Backhoe & Excavator			

Hornet	Model T8-RR	Model T8-RR w/ Grapple	Model T8-RR w/ Tilt	Model T8-RR w/ Grapple & Tilt
Overall Width (A)	27"			
Overall Length (B)	29.5"	29.5"	31.2"	31.2"
Overall Height (C)	53.5"	57.7"	53.5"	57.7"
Base Weight	1,119 lb.	1,244 lb.	1,254 lb.	1,379 lb.
Max. Strikes per Minute	400-800			
Hydraulic Requirements	2,200-3,500 PSI 13-30 GPM			
Driving Tool Shaft Diameter	3.0"			
Driving Tool Inside Diameter (Max Post Size)	Domed: 8.27" Flat: 8.27" Railroad Tie (Flat): 12.3"			
Excavator Weight*	13,500 lb. and over			
Energy Class	1,150 ft.-lb.			
Mount	Backhoe & Excavator			

*Do not exceed the rated operating capacity of your vehicle. The addition of a Hornet and its mount adds up to 1,600 lb. of additional weight. Verify that the vehicle has sufficient lifting capacity in each of the different vehicle positions. On Hornets with a grapple, the post weight will need to be considered as additional weight for lifting capacity considerations.

OPERATING INSTRUCTIONS

This is a general concept of operation of the Hornet. Please refer to the Operator's Manual for complete operating and safety information.

1. If Hornet is equipped with tilt function, remove the tilt lock pin and store in designated position.
2. If using the post-pulling chain as a plumb bob and/or depth gauge, attach the post-pulling chain to the post-pulling bracket.
3. If unit does not have grapple, a second person will be required to lift and position the post in the desired location until the Hornet is lowered onto the post.
 - 3a. If unit is equipped with grapple, position grapple 1"-2" from top of the post laying on the ground, and reverse the auxiliary hydraulics until the grapple firmly clamps onto the post.
 - 3b. Raise the loader arms until the bottom of the post is above the ground, position the post in the desired location and lower the Hornet until the post is inside the lower portion of the driving tool.
 - 3c. Intermittently activate auxiliary hydraulics in the forward direction to release the grapple jaws from the post. The grapple will rotate up and away from the post.
4. If the unit has tilt, activate the electrical control switch. Activate auxiliary hydraulics to move the Hornet into the vertical position. Unit can move 20° left or right. When vertical, deactivate the electrical control switch.
5. Move the vehicle slowly left, right, forward, or backward as needed until post is vertical to the ground.
6. Place the loader arms in the float position. If the vehicle is not equipped with the float, the loader arms should be lowered, applying down force the the post, during driving. Activate auxiliary hydraulics in the forward position and drive the post to desired depth.
7. Raise the Hornet until the post is cleared and move to the next post.

SHARING TIPS

As you introduce the Hornet to dealers and end-users, be sure to implement the following helpful tips:

Don't sell - Inform

- Detail how the product is unique by touching on the points in the Overview and Competitive Advantages section of this guide.
- Cover the benefits that the end-user will experience by owning this product.
- Touch on the reputation of Danuser as an American manufacturer of quality and innovative products for over 100 years.

Offer a solution

- Problem: Driving posts is time-consuming and depends heavily on the soil moisture content. It also requires a minimum of two people.

Solution: For the safest post driving, try the Danuser Hornet with grapple and tilt for single person picking, loading, and driving almost any post whenever the need arises.

Create opportunities

- Give your customers the opportunity to try the Hornet by performing a product demonstration.
- Encourage dealers to take advantage of special quantity-based offers.

HOW TO RESPOND TO FAQs

If your customers have questions regarding the Hornet, refer to the list of frequently asked questions below.

Q. I'm not familiar with nitrogen charged post drivers.

- A. Jackhammer style post drivers have a chamber that holds a volume of nitrogen gas. The nitrogen is necessary for the post driver to perform the up and down stroke of the piston. The PSI of the nitrogen is critical to the operation of the driver. A routine verification of the charge pressure should be completed every 50 hours of use or annually, according to the Operator's Manual. Scan this QR code to watch a how-to video for charging and checking nitrogen levels.



Q. What type of maintenance is required?

- A. There are 1-3 grease zerks present (depending on Hornet model) that need to be greased.

Check nitrogen pressure according to the Operator's Manual recommendations.

As with all attachments, a thorough inspection before and after use is always a good idea.

Q. Are there any wear or service parts on the Hornet?

- A. Yes. Hydraulic hoses and seals.

Q. What type of driving tool comes with my Hornet?

- A. Each customer makes their own driving tool choice at the time of order. The domed driving tool is best for driving pipe or non-decorative wood posts as it can leave a beveled edge. For decorative wood posts, we suggest our flat driving tool.

Q. What is the warranty for the Hornet?

- A. 1-Year Warranty.

Contact Danuser for any other questions or concerns.

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FOR MORE INFORMATION

Visit our website: www.danuser.com



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