

Hammer Post Driver



Sales Training Guide





CONTENTS

- Overview/Competitive Advantages.....3
- Models.....4
- Design.....5
- Operating Instructions.....6
- Sharing Tips.....7
- How to Respond to FAQs.....8
- For More Information.....11

OVERVIEW

Danuser is proud to offer the Hammer Post Driver in our innovative line of attachments. The Hammer features a revolutionary 40" drop hammer design, allowing the operator to achieve a full stroke each cycle or to utilize the short stroke feature to fine-tune depth. With a large case opening, the Hammer is designed to drive T-posts up to railroad ties. A true one-person operation, the Hammer can pick the post up off the ground, load it into the case, and drive the post, making the Hammer one of the safest driver systems available. This is an ideal product for most driving applications.

COMPETITIVE ADVANTAGES

- No springs, hydraulic cylinder, or return line.
- No setup or lubrication required, it's ready to go to work.
- Hydraulic grapple option allows one person to pick up, load, and drive posts.
- Top of the post is fully contained in the machine, preventing the post from kicking out.
- Strike plate (3/4" steel plate) protects the top of the post from damage.
- Free-fall weight design allows for a full 40" stroke each cycle, maximizing impact energy.
- Using the float option eliminates the need to manually lower the loader arms.
- Hydraulic tilt option for up to 20° tilt either left or right.
- Drive posts as low as 8" off the ground.



MODELS

The Hammer can be mounted to most skid-steers, tractors (75 HP min.), and excavators.
(For excavator requirements and mount options contact Danuser.)



Hammer SM40
Skid-Steer Quick Attach



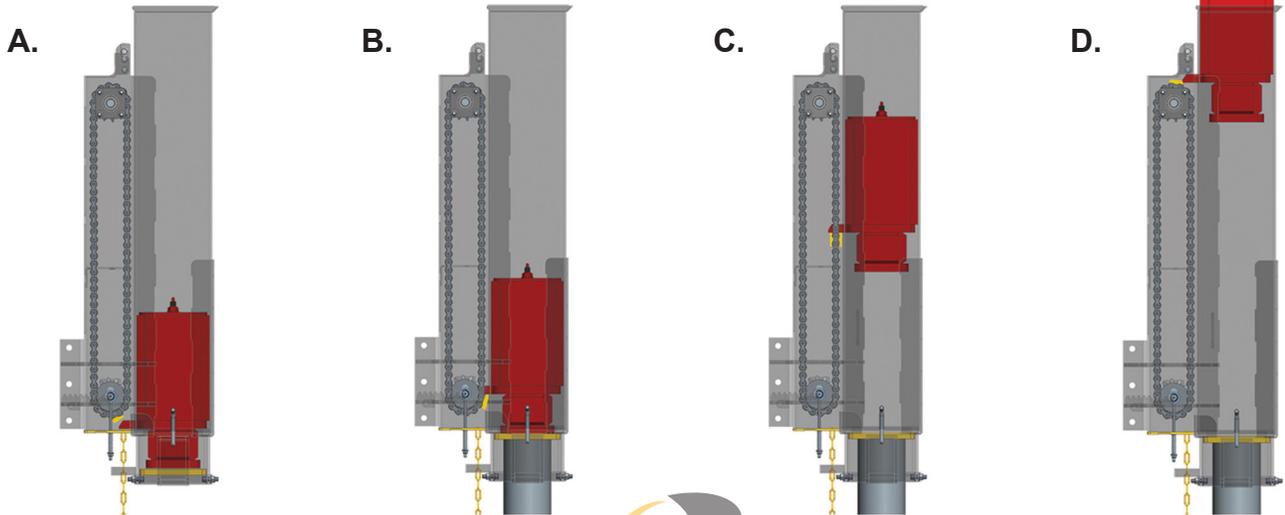
Hammer LM40
Offset, Skid-Steer Quick Attach for
Front-End Loaders
(75 HP min.)



Hammer EM40
Offset, Euro/Global Quick Attach for
Front-End Loaders
(75 HP min.)

DESIGN

- A. Anti-Dry-Fire Mechanism – if the hydraulics are accidentally engaged when there is no post loaded, the drive chain cannot pick up the weight since the weight is below the chain catch.
- B. When a post is loaded, the Hammer is lowered 3-7/8” which elevates the weight above the sprocket and high enough to engage the chain catch.
- C. As the hydraulics cycle, the motor rotates the sprocket, turning the chain to lift the weight.
- D. At the top of the rotation, the chain catch rolls over, releasing the weight. The weight free falls onto the strike plate. This cycle can be repeated up to 35 times per minute.



OPERATING INSTRUCTIONS

Please refer to the Operator's Manual for complete operating and safety information. For Hammers without tilt or grapple functions, consult the Operator's Manual.

1. Position grapple 4" from the top end of the post, cycle hydraulics in reverse to grapple the post, and load the post into the Hammer by lifting the post and placing it where it is to be driven.
2. Using the plumb bob, align the post left or right by flipping the tilt diverter switch and using the hydraulics to tilt left or right. Use the vehicle arms to align the post forward or backward.
3. Flip the diverter switch back, ensure the Hammer is fully down onto the post, then cycle the hydraulics forward to drive the post.
4. When the post is driven to the desired depth, ensure the Hammer weight is in the down position and the silver chain weight catch is visible through the viewing slots.
5. Move on to the next post and repeat these steps.

SHARING TIPS

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

Don't sell...Inform

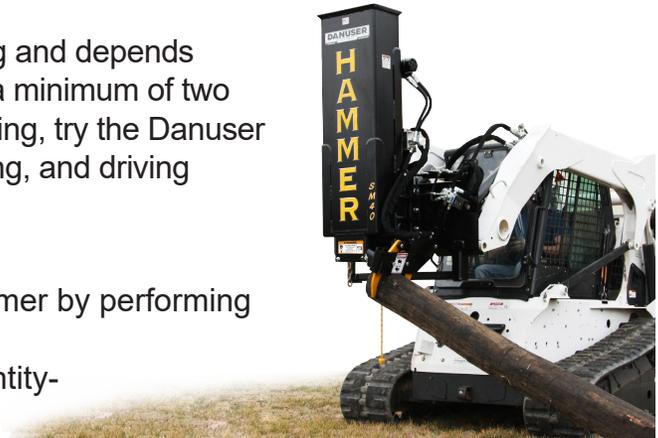
- Detail how the product is unique by touching on the points in the Overview and Competitive Advantages section of this guide.
- Cover the benefits that the end-user will experience by owning this product; refer to the Overview and Competitive Advantages section of this guide.
- Touch on the reputation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

Offer a solution

- What's the problem? Driving posts is time-consuming and depends heavily on the soil moisture content. It also requires a minimum of two people. What's the solution? For the safest post driving, try the Danuser Hammer with grapple for single person picking, loading, and driving almost any post whenever the need arises.

Create opportunities

- Give your customers the opportunity to try the Hammer 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 Hammer, refer to the list of frequently asked questions below.

What size post/pipe can the Hammer drive?

A. The Hammer opening is 8-1/2" x 9-1/4" (for round post/pipe, 8" O.D. is the maximum size).

How many gallons per minute are required?

A. The Hammer performs at peak efficiency from 12 to 30 GPM. It will function with less than 12 GPM, but it will cycle fewer strokes per minute.

How does the short stroke feature work?

A. The operator partially raises the weight then reverses the hydraulics, allowing the weight to fall back onto the strike plate.

What type of maintenance is required?

A. The Hammer has two or three grease zerks (based upon model) that should be greased before each use. Danuser also suggests keeping the inside of the Hammer weight case greased.

Are there any wear/service parts on the Hammer?

A. No, there are no wear/service parts on the Hammer.

Why does my strike plate keep falling out?

A. We recommend operating the Hammer in float mode. This keeps down force on the strike plate while in use. It's also important to ensure the weight is in the down position before lifting off of the post or loading a new post. This will ensure the strike plate is unable to be dislodged.

HOW TO RESPOND TO FAQs (continued)

How do I know if the weight is in the down position?

- A. The chain weight catch is silver in color and should be visible to the operator from the driver's seat through the viewing slots on the back of the Hammer case. If the chain weight catch is not visible, then the weight is up.

Why does the weight fall unexpectedly?

- A. The weight was partially raised in the Hammer case. Make sure the chain weight catch is visible through the viewing slots on the back of the Hammer case when finished driving.

Will my Hammer connect to a 7-pin (Bobcat) electrical connection?

- A. No. Danuser recommends purchasing the 7- to 14-pin electrical connection adapter from Bobcat or utilizing the cigarette lighter adapter provided.

Do I need a point at the end of my post?

- A. No, it is not necessary.

Can I mount the T3 Driver to my Hammer?

- A. Yes, it's a great option for a complete post-driving package.

Do I need an adapter to drive T-posts?

- A. Yes, purchase PN 21149 T-post adapter. We recommend purchasing the floating horseshoe strike plate, PN 21212, with the T-post adapter.

Can the Hammer Post Driver be converted to a concrete breaker?

- A. Yes, purchase PN 21278 Concrete Breaker Kit.

HOW TO RESPOND TO FAQs (continued)

Do I need a special strike plate to drive smaller pipe or round posts?

- A. Yes, the 5" donut strike plate, PN 21395, accomodates up to 5" diameter pipe or post and the floating horseshoe strike plate, PN 21212, accomodates up to 5" diameter pipe or post. The 5" donut strike plate does work with the T-post adapter, PN 21149, and makes grappling the pipe or post more challenging, it will work best with a helper to postion the pipe or post.

Is there a special strike plate that will help prevent guard rails from twisting and shifting during driving?

- A. Yes, purchase PN 21280 guard rail strike plate.

Can I increase the driving force on my Hammer?

- A. Yes, purchase PN 21163 200 lb. additional weight kit, which provides 60% more impact force.

How do I store the Hammer?

- A. After cleaning and greasing the appropriate areas on the Hammer, place it in a dry covered location with the parking stand lowered onto a flat, level surface. Make sure the grapple is in a horizontal position.

What is the warranty for the Hammer?

- A. 1-Year Warranty

**Feel free to contact Danuser for any other questions or concerns.
(573) 642-2246 or sales@danuser.com**

FOR MORE INFORMATION

Visit our website: www.Danuser.com

