## **SELLING TIPS & FAQs**

## <u>Hydraulic Breaker</u>

FEATURE: REASON:	<ul> <li>3 Year Warranty</li> <li>1) Years of confidence that the breaker is fully supported by Blue Diamond</li> </ul>
FEATURE: REASON:	<ul> <li>Mono Block Design</li> <li>1) Machined from a solid stock of steel and no tie-rods needed to keep components held together (tie-rods stretch and break over time)</li> <li>2) All other mono block breakers use a casting versus machining from a solid block. This is more susceptible to cracking and wear. A broken or cracked block usually results in a complete replacement</li> </ul>
FEATURE: REASON:	<ul> <li>Internal Bushings</li> <li>1) In the event of wear or damage the breaker can be rebuilt very simply and economically</li> <li>2) Fastest rebuild time of any breaker</li> </ul>
FEATURE: REASON:	<ul> <li>Anti-blank Fire</li> <li>1) Breaker will not fire unless pressure is applied to tool to prevent damage from firing while not on material. This is very hard on a breaker</li> <li>2) Recovery from the Anti-blank firing is the quickest in the industry to keep productivity at a maximum</li> </ul>
FEATURE: REASON:	<ul> <li>Self Regulating Valve</li> <li>Protects breaker from over pressurization, excessive flow and back pressure</li> <li>Allows the breaker to be installed without testing host machine flow and pressure</li> <li>Allows for use on multiple machines such as rental use</li> </ul>
FEATURE: REASON:	<ol> <li>1 Accumulator That Does Not Need Re-gassing</li> <li>1) No need to keep a re-gas kit</li> <li>2) Easier servicing by removing the diaphragm as an assembly without releasing charge</li> </ol>
FEATURE: REASON:	<ul> <li>Polyurethane Isolation Inside Case</li> <li>1) Reduces vibration to host machine reducing wear</li> <li>2) Keeps the unit very quiet so that noise permits are not required</li> </ul>
FEATURE: REASON:	<ul> <li>Standard Underwater Ready Kit</li> <li>1) These units have better seals to keep water and dust out</li> <li>2) Allows customers to add compressed air for working under water</li> </ul>



## QUALITY | DEPENDABILITY | INTEGRITY

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