

# SELLING TIPS & FAQs

## Severe Duty Mini Excavator Brush Cutter



**FEATURE:** **Piston Motor**

- REASON:**
- 1) Higher torque throughout RPM range to provide "low end grunt" while under load
  - 2) Runs cooler in hot conditions preventing need for oil cooler
  - 3) More efficient use of oil, reserving more for other critical machine functions. This motor is 97% efficient versus a gerolar or gear motor that are 70% or less

**FEATURE:** **Mounting is Bolted On versus Fixed**

- REASON:**
- 1) This machines if the customer changes machine he just needs to swap out the mount

**FEATURE:** **Direct Drive versus Motor and Gearbox Combination**

- REASON:**
- 1) This is a far heavier design than the industry standard and uses a 3.5" drive shaft. Most are about 1.5". This drive shaft has a 0% breakage rate since it was introduced

**FEATURE:** **3 Blades versus 2**

- REASON:**
- 1) Cut larger material and cut cleaner

**FEATURE:** **Cut-away Deck Design**

- REASON:**
- 1) Allows for cutting larger material at the base

**FEATURE:** **Grease Lubricated Drive versus Oil**

- REASON:**
- 1) Many drive fail due to a small cut in the bearing seal and the oil escapes unknown to the operator. Greaser will run much longer and the grease fitting allows grease to be added to keep the unit operating

**FAQ's:**

**Q:** *Will I be able to mow and drive?*

**A:** Various machines operate differently, some you can and some will not. A key point to consider is the total flow of all Hydraulic pumps and is it about double the Auxiliary flow? If not then you will likely see a significant drop in tip speed while driving. Booming up commonly affects the mower the most. Cutting should usually be done while rotating or booming down. Driving and cutting is possible on most machines as long as they have a priority valve either factory installed or one has been added.

(continued on reverse)



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### **Severe Duty Mini Excavator**

#### **Brush Cutter** (continued)

**Q:** *How do I know what size cutter I should put on my machine?*

**A:** See the Blue Diamond price guide for recommended max machine sizes for each unit.

**Q:** *I am seeing some grease pushed out on the deck, is that normal?*

**A:** When new it will push out 1 or 2 handfuls of grease as it expands from heat and use. This is normal and will stop after a bit of time. It will also push some out if grease is added (see owner's manual)



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