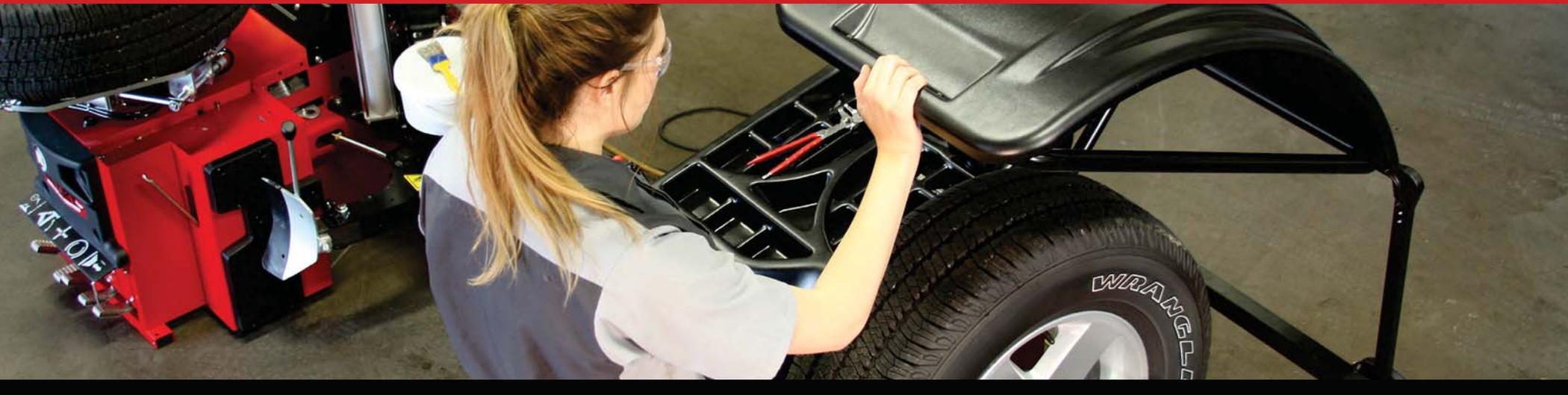


ROTARY WHEEL SERVICE

WHEEL BALANCER • BUYERS GUIDE



Often seen and sold together, you normally wouldn't purchase a tire changer without a balancer. The two go hand in hand. It's possible to purchase one, say a balancer and start offering free balancing with tire rotations. But at some point, you'll need to remove the tire. Questions like, how easy is the machine to use, what footprint will it take up in my shop and how labor intensive will it be on my technicians are all questions you should be asking yourself. These questions, along with an entire set you may not have even thought about are included in the pages to follow.

Wheel Service is broken down into 3 main categories:

- **Tire Changing**
- **Wheel Balancing**
- **Wheel Alignment**



Balancers

We will be taking an in depth look at tire balancers.

Knowing what features are available on certain machines will help you make an informed decision.

WHY WHEEL SERVICE

Maybe you are still on the fence as to whether your shop needs wheel service equipment. If that's the case, here are a few reasons why it would be a great move:

Increased Revenue

If a customer has brake or suspension issues, offering an alignment or balancing package would be a very easy way to add some revenue to a customer's car that's already on the lift. Or if you need some more jobs to fill your schedule, offering wheel service packages such as rotation, balancing and alignment would be a good way to bulk up the number of tickets.

Decrease Cycle Time

The best way to ensure your cycle times stay as short as possible is to offer a full solution for any repair that may come into your facility. If work you cannot perform is sent elsewhere or, worst case, to a competitor, you're now at their mercy. Is your business a priority for them? Will it be done to the correct standards or, more important, your standards? These questions and many others can be eliminated, all by keeping the car in your shop, under your care.

Customer Retention

Ensuring your customer's vehicle gets back to them quickly is a great start but what about keeping them from going to another shop? Offering services like tire alignments, balancing and changing allows your customer the convenience of a true one stop shop. This will build trust with your clients, as well as keep them out of competitive shops looking to steal them away.



Wheel Service Benefits





Wheel Balancers

Features of wheel balancers and the learning curve in working with them all attribute to the selection you make when purchasing. Accessories that make it easier to mount the tire, which is the most important thing when balancing a tire, take the guesswork out of placing weights, while measuring the tire in the first place and determining if you have space for the balancer are all factors to consider.

CHOOSING THE RIGHT BALANCER

Choosing the right balancer will be critical for your shop. It boils down to two main questions you need to ask yourself:

1) What type of wheels do you typically service?

If your typical vehicles are compact to medium size sedans, with the occasional light duty truck, then a balancer that will accommodate a smaller wheel diameter and weight will do the trick. If you're a shop that sees a high volume of large commercial trucks and vans, then a larger balancer would be needed. Individual balancers have varying ranges of tires sizes and weights they will accommodate. Buying a balancer that is too big for your typical vehicles is overkill, however, not being able to accommodate larger tires may mean you are letting revenue roll out the door.

2) How easy is it to use?

In any shop time is money, so a machine that is difficult to setup or operate translates to lost revenue. When you balance tires, you will almost always balance a set, so if your machine takes a long time to setup and mount, multiply that time by 4. Also, if a tire is not mounted correctly to the machine sometimes the entire exercise is futile. Keep this in mind when selecting machines and look for a balancer that is easy to use, easy to mount a wheel to and quick to operate.



FEATURES AND BENEFITS OF BALANCERS

Balancers come in different shapes and sizes, some will handle most tires you might see in a typical work day. What sets them apart are the not so little extras included as you consider different price points.

- From manual spin options with data entry to full auto Data Entry Methods:
 - A) Manual Entry - Requires the operator to determine distance from machine, wheel width and wheel diameter and manually enter all data
 - B) 2D Entry - Automatically enters distance from machine, and wheel diameter, requiring operator to enter wheel width.
 - C) 3D Entry - Automatically enters distance, wheel width and diameter by utilizing measuring tools controlled by operator. Includes features to hide weights behind spokes once two spokes have been identified. All Rotary balancers include this specific feature.
 - D) Auto Entry - Automatically detects size of rim with the use of laser and sonar. Laser also detects number of spokes on the wheel for behind the spoke weight placement.
- Hand/Motorized Spin: The power required to spin the tire is either by the operator-hand spin or provided by an internal motor-motorized spin



FEATURES AND BENEFITS OF BALANCERS CONTINUED

Whether you intend on performing 2 balance jobs a week or 25 a day, the need to choose the right balancer is paramount to the success of your shop. Ask yourself questions, study your customers and their vehicles to determine which would be the best fit for your shop.

- **Auto Positioning:** Automatically stops the tire where weights need to be placed. Along with auto position, some models come with auto hide feature, meaning the weights will be hidden behind the spokes of the wheel, and not be seen from the exterior of the vehicle.
- **Laser Guides:** Shows where weights should be placed using laser lines or dots. Correct positioning of weights is crucial for proper balancing, to ensure exact placement, a laser line or dot is projected from the machine onto the inner side of the wheel. Some balancers project a straight line and you need to remember where the measure point was taken, then the weight is placed between the line. Automatic balancers pinpoint the weight spot with a dot.





Our Lineup



Rotary's balancer line is diverse with products that'll make your job easier regardless of the size tire you're working on. Our products are innovative, rugged and built to the same standards we hold our lifts to.

GOOD, BETTER, BEST & HEAVY DUTY

R138 Shop 2D



- 2D Data Entry With Data Set Arm
- Split Weight / Hidden Weight Mode
- Positioning Pedal
- Small Foot Print



R155 Pro 3D



- 6 Second Cycle Time (Most Tires)
- 3D Data Entry With Data Set Arms
- EASY Static Mode
- Laser Line Shows Where To Apply Stick On Weights
- Auto Stop On Top And indexing
- Split Weight / Hidden Weight Mod Positioning Pedal

R544 Pro Truck 2D

- Microprocessor controlled
- 441 lbs. Air Lift
- Air Brake Hold
- One Spin Readout
- Auto Stop On Top And indexing

R180 Pro 3D Auto



- Fast Floor To Floor
- 6 Second Cycle Time (Most Tires)
- Hands Off Operation
- LASER And SONAR Automatically -Scans And Profiles The Wheel
- Automatically Chooses The Balancing Mode
- Auto Stop On Top And Indexing
- Laser POINT Shows Stick On Weight Location
- Split Weight / Hidden Weight Mode
- Positioning Pedal



Our wheelhouse just got bigger.

Whether you are ready to balance tires big time or just want to test the waters, Rotary has the equipment you need. If you would like more information on our changers or our full line of wheel service equipment contact us at 1-800-445-5438.

