



HOW TO CHOOSE WHEEL SERVICE EQUIPMENT.

Six questions you need to ask.



Invest wisely.

Whether you're looking to replace old equipment or you're adding wheel services to your shop for the first time, there are many things to consider. For one, price is only a small piece of the equation. In this e-book, you'll learn about six questions you need to know the answers to before making your purchase. Following these comprehensive guidelines will help ensure that the equipment you choose meets your needs now and in the future.

Q1

How does it work?

No two pieces of equipment are exactly alike. For example, all tire changers are designed to help you change tires, but some might have slightly different features or mechanisms for helping you do that. Some might encourage working faster or smoother or on certain types of assemblies. Understanding how the equipment functions will help you assess workflow, what type of training technicians may need and how to maintain the equipment over time.

Consider:

- Review product details in depth on the manufacturer's website
- Talk to a local equipment distributor for advice on which features matter most
- Search YouTube for equipment demos

Q2

Will it fit in my shop?

Workflow and shop layout can have a big influence on cycle times and how safely your technicians are able to work. Before purchasing new equipment, always check the dimensions to ensure the equipment can physically fit in the space you have. Consider how your shop functions when it's at capacity and when work is slow. Remember that in order to be most effective, wheel services should be fast and easy.

Consider:

- Pictures can be deceiving; break out your tape measure to visualize the dimensions more accurately
- Talk to a local equipment distributor for installation considerations
- Ask to see the equipment in person at a local shop

Q3

Can it help my customers?

Another way to think about this is: Can this equipment service the types of vehicles that come into my shop? Maybe the machine you're looking at won't work with every tire type under the sun, but if it can service the majority of your customers' vehicles, it's probably a good bet. Most machines can service a variety of vehicles, but if you're working on a lot of heavy duty vehicles or specialty rims, it's always good to double-check what's possible.



Q4

What's the total cost?

The total cost is more than just the purchase price. How much will it cost you to own and operate this piece of equipment over time? This includes any out-of-pocket expenses for servicing and repairing the machine and can even include the cost of replacing the equipment if it breaks unexpectedly.

Buying inexpensive equipment now always sounds good in the moment, but if it costs you more money in repairs down the road, it's probably not worth it. Reliability is important. You can't consistently generate revenue if your wheel balancer is always broken.



Q5

Is there a warranty?

The typical lifespan of a balancer or changer at a tire discount shop (i.e., this equipment is being used all day, every day) is three years. If you're performing wheel service less often, the lifespan may be even longer. Before you buy, find out if there's a warranty, what it covers and how long it lasts. Ideally, the warranty will cover the equipment for the entire expected lifespan. That way you're always covered if something goes wrong.



Q6

Is training included?

Making money from wheel services is all about working efficiently and accurately. You want to be able to start using this new equipment to generate revenue right away. But in order to do that, your technicians need to know what they're doing. For this reason, some manufacturers include training materials as part of the purchase, and some distributors offer training sessions upon delivery or installation. Without proper training, your cycle times won't be as fast or as profitable.

Consider:

- Contact the manufacturer before purchase to see what training materials are available
- Search YouTube for product demos or training how-to videos
- Ask your local distributor if they offer training

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