SAMPLE DEMO WB200

This is a simple step-by-step outline for a successful wheel balancer demonstration. If you have questions on any step, please refer to the instruction manual for complete explanation. Always use a good pretested wheel on a pretested balancer so there will be no surprises during your demo.

1. Mount wheel - back cone method if possible. Discuss methods and problems of mounting after demo.
2. Explain different modes - Normal, Static and Fine.
3. Explain and set knobs - diameter, width, and offset.
4. Balance wheel to 0.00 in Normal mode .25 oz. accuracy.
5. Do check spin.
6. Balance wheel to 0.00 in Fine mode .1 oz. accuracy.
7. Check calibration in Normal mode using 4 oz. weight.
8. Explain cycle time and overspin.
9. If requested rotate wheel 180° in Normal mode after Fine balance for rotation check. Remember the heavier the wheel, the larger the allowable error.
10. Stress our competitive advantages (see competitive sheet).
    a. Lowest price.
    b. Safest wheel balancer on the market.
    c. Accuracy: Normal mode - .25 oz., Fine mode - .1 oz.
    d. Portable small size.
    e. Lowest power consumption.
    f. A heavy duty wheel balancer that is simple to operate.
    g. Extremely reliable because of advanced design using minimum of parts.
    h. Ease of service.
    i. Mag adaptor included.
    j. Motorcycle option available.

There is also a WB200 RAC for balancing racing wheels, plus the WB200 AIR for balancing aircraft wheels.

Remember the quality of the balance you obtain with any wheel balancer is directly related to how well the wheel is mounted. The thickness of a business card between wheel and flange will cause a dynamic imbalance of .5 oz. to 2.5 oz. or more depending on the size of wheel.

To compare competitive machines, first 0.00 balance wheel in Fine mode on one machine. Then rotate wheel 180° and note rotation error in Normal mode. Mount wheel on second machine balance to 0.00 in Fine mode, then rotate 180° and compare rotation errors in Normal mode. For best comparison use same or similar mounting method, i.e., back cone, front cone or adaptors.