

## **TIPS FOR BUYING A NEW WHEEL BALANCER ONLINE**

Buying a wheel balancer online can be a big concern. You can save a lot of money if you make the right choice, or you can be disappointed if you don't do your homework.

It's always good to talk to someone directly on the phone - a store representative/salesman - to ensure the business is legitimate. Also be sure they have a website to verify their location information, and, always do a Google search on the business, to be sure they have reputable reviews and a considerable online presence.

Next, verify that the store where you are buying from has a complete operation. Do they have a store or showroom? Are they just a website that doesn't warehouse product? Do they stock parts? Does someone answer the phone when you call?

Be sure to ask about service after the sale, warranty, and what you can expect going forward.

Ask questions about the product, dig deep to make sure all bases are covered. Will you have what you need upfront, or will you have to buy additional accessories later at an added expense?

One good example of this is sellers providing the minimum to get started, such as including 3 cone sizes which balance wheels up to 4 3/4" center hole. Wheels with 6 7/8" center hole such as Ford F350 cannot be mounted without a larger cone and spacer which most times are not included.

You find out when you tell a customer you can balance his wheels but cannot mount them on your machine. Get ready to spend \$200 to \$300 for the large cone set or send the tires out to your competitor for balancing.

How does it ship? Is it included in the price quoted or is there an additional shipping charge? Tire balancers are heavy, so be sure to connect with your sales person to understand how delivery will be arranged.

You can get some good products online and save money by buying direct. Just make sure when you buy direct you get a complete package and you have somewhere to go for technical service and support and parts, if needed.