 <b>Sales Bulletin</b>	<b>Product Line</b> <input type="checkbox"/> Alignment <input type="checkbox"/> Tire Changer <input checked="" type="checkbox"/> Balancer <input type="checkbox"/> Test Lane <input type="checkbox"/> Collision <input type="checkbox"/> Other <input type="checkbox"/> Lifts/Racks	<b>Category</b> <input checked="" type="checkbox"/> New Product Release <input type="checkbox"/> Product Change <input type="checkbox"/> Sales Tip <input type="checkbox"/> Competitive Information
	Control Number: Release Date:	Model(s) Affected:
<b>Hofmann Geodyna 9600p with Weight Management</b>		

**GENERAL OVERVIEW**

Hofmann North America announces their latest Premium Wheel Balancer.

**Hofmann Geodyna 9600p with Weight Management Software:**

Building on the heritage of the Geodyna OPTIMA, which is the industry's first fully automatic Total Ride Performance System; Hofmann North America announces their next generation in Premium Wheel Balancing - the Geodyna 9600p. Using industry leading patented optical imaging, the Geodyna 9600p automatically obtains all tire and rim parameters during the balance spin cycle. Fully automatic inputs remove the chance for error allowed by other



systems. The Geodyna 9600p, using Patented VPI Virtual Plane Imaging balance technology uses a unique front-mounted "side-by-side" piezo system placing the tire electronically between the sensor piezo assemblies for unparalleled accuracy. The result is a ride performance to satisfy even the most discriminating driver. A color TFT graphic displays all the information required to properly and quickly complete the balance step. Adding to the wheel service value of Geodyna 9600p, the optional printer provides documented readings before and after the procedure. Due to the level of automation, the Geodyna 9600p is the fastest floor-to-floor balancer available today; ***there is no faster wheel balancer in the industry.***

**Hofmann North America Geodyna 9600p Special Features Include:**

Power Clamp - Precise clamping is required for super accurate results. The Geodyna 9600p power clamp automatically locks the tire and rim assembly in place. Clamping pressure is automatically monitored for consistent pressure and repeatable results. No additional checking procedures are required. ***Right the first time, every time.***

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**Automatic Wheel Data** - Just close the hood, CCD optics will automatically determine all wheel parameters, distance, width and diameter. Additionally the optics determine the wheel type, and recommend the best combination of tape and clip weights for balance accuracy. For clip weights, the internal data base chooses the best fit specialty clip weight style and displays this weight color on the balance screen. This step eliminates guesswork, wasted weights, and improves productivity for the shop owner.

**Data Freeze** – Even with the fastest floor to floor times, there is always room for improvement. The Geodyna 9600p now has a new feature. When a technician wants to balance a set of tires with the same diameter and width, he can “freeze” the wheel parameters. Simply mount the first tire in the set. The Geodyna 9600p will automatically capture distance, width and diameter on the first spin cycle. For each successive wheel, the technician presses the data freeze menu key one time. All of the next spin cycles for the set of wheels is shortened because the Geodyna 9600p stored the distance, width and diameter. The spin cycle just calculates imbalance information and counts spokes. To quit “Data Freeze” simply press the key function one time.

**Automatic Spoke Function** - Cosmetic appearance is very important on today's expensive wheel styles. For tape on weights, the correct wheel weight and placement is critical for proper wheel balance and flawless cosmetic appearance. To aid the technician, during the single spin cycle, spokes are automatically counted and the technician is directed by screen prompts and a laser pointer to apply tape weights behind the spoke(s) for optimum cosmetic appearance.

**Optional Diagnostics** – Choose either rim only or tire and rim matching choices. Graphic displays and screen prompts provide matching solutions for improved tire and rim performance.

## TECHNICAL FEATURES

**AUTOMATIC** clamping of the wheel - The wheel is clamped automatically with the electro-mechanical clamping system “power clamp” upon pedal operation.

**NON touch** data entry - All wheel data (distance / diameter / width) are measured by non touch devices so that NO manual operation is required to enter wheel data

**AUTOMATIC** wheel weight placement selection - Automatic selection of the wheel weight placement mode including the appropriate ALU mode. Selection of correction planes from internal data base - Wheel weight location for stick on weights (ALU program) are taken from the internal data base

**AUTOMATIC** correct clip on weight wheel weight identification and recommendation - Patented measuring system with Virtual Plane Imaging technology provides super accurate balancing data for single spin results.

**AUTOMATIC** laser pointer - Relocation to the correction plane to attach stick on weights by the laser pointer in the 5 o'clock position

**AUTOMATIC** spoke function - Automatic counting of number of spokes and location of spoke position for Behind Spoke Placement mode is performed by the non touch devices

**AUTOMATIC** brake after the measuring run - All data needed to balance the wheel are measured in one single measuring run only

**AUTOMATIC** matching programs – Choose either rim only first and then tire, or rim and tire combination

Weight tray with 27 weight pockets and compartments for the passenger car cones and weight pliers

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## Weight Management Software

Hofmann has always strived to produce the finest quality, precision wheel balancers, and this tradition continues today. With the changing market, especially in the types and cost of wheel weights, Hofmann has developed a new WeightMiser™ weight REDUCTION software feature.

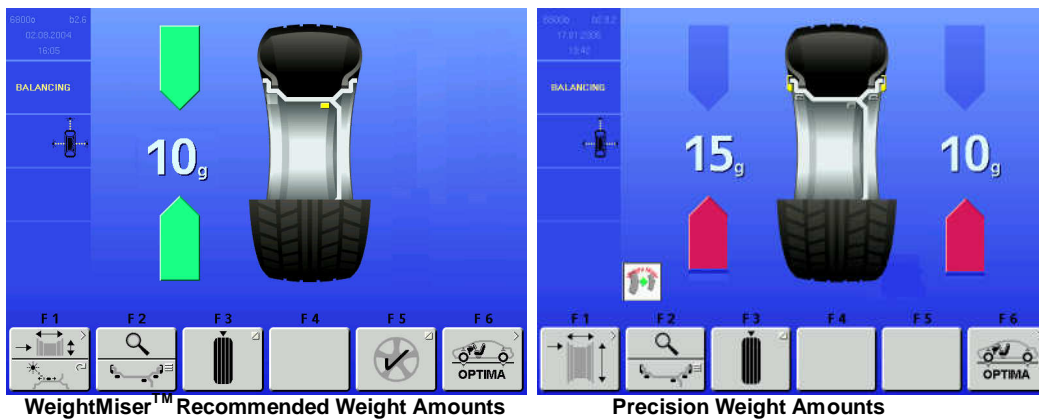
WeightMiser™ weight reduction software is operator selectable. The Main Screen has a WeightMiser™ key. Select this key and WeightMiser™ is enabled. A second prompt to remind the technician is the appearance of the WeightMiser™ icon on the wheel balance screen.

Both the precision balance amounts and the WeightMiser™ weight reduction amounts are calculated in the same spin cycle. When in the WeightMiser™ mode, the display will always default to the reduced weight option. The precision weight option is only a single key press away. If the technician chooses, he simply presses the top of the F2 key to have the precision weight amounts appear on the display. The technician can then decide what is the appropriate weight use for that particular vehicle.

### **How does WeightMiser™ work?**

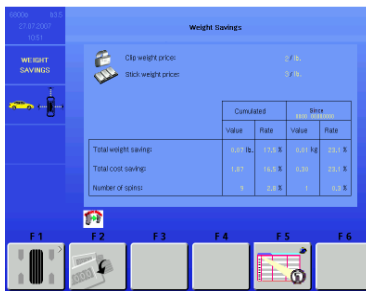
WeightMiser™ is a software program that determines if there is the possibility to remove sufficient vibration from a tire and wheel assembly by applying a lower amount of weight than the precision balance function recommends. The amount of residual imbalance left on the tire and wheel assembly is **determined by the residual threshold tolerance setting**.

When in the WeightMiser™ mode, software determines if it is possible to reduce both static and dynamic imbalance below the given thresholds using a single weight. If a single weight approach is feasible, then a single weight will be recommended. If not, two-weight balancing will be recommended but the amount of weight required will be lower than the precision balance mode.



In the WeightMiser™ mode, the above screens show the recommended WeightMiser™ weight reduction amounts and the precision balance weight amounts. If the technician prefers to balance the wheel assembly with the precision weight amounts, he simply presses the top of the F2 Key to display the precision weight amounts.

### **Snap-on Equipment**



### WeightMiser™ - Weight Management – Weight Tracking

The activity in WeightMiser™ is accumulated to a summary file. This file allows for input of wheel weight cost per lb. (or kilograms) for both clip and tape weight types. The file has the same format as Weight Wizard™. There is a daily file which can be reset and a perpetual file which can only be reset internally. This file allows the shop owner to know instantly the percentage of spins he has done with WeightMiser™ and his cost savings.

### Weight Wizard™ Weight Tracking Software

- Wheel weights are changing from lead to steel due to environmental and health concerns.
- The cost of wheel weights will increase with the change from lead to steel.
- Due to styled and specialty wheels, the number and type of wheel weights required has changed from one simple clip on type to a variety of clip on possibilities.
- Many customers purchase wheel weights in quantity with no regard to actual location usage of the weight type and weight amount.
- This causes many shops to accumulate large quantities of un-used wheel weights which are expensive to purchase and difficult to store.
- Patented Weight Wizard™ wheel weight management can indicate both what type of weight and weight sizes that are actually being used.
- Knowing the most popular usage, the buyer can tailor the weight purchasing requirements by location and avoid excessive expense and waste.

### How Does Weight Wizard™ work?

The inner scanner determines the rim edge profile for the weight type as defined by industry recognized standards for clip weight type. The clip shape and weight color is indicated across the top row of the weight usage chart. Weight amounts are listed along the side. Upon un-clamping of the wheel, the weight type, including both clip type and tape weight type, and the weight amount is written to the Weight Wizard™ file.

The file can be reviewed in two formats. The daily usage file indicates the time and date across the top. This sets the file base line. This file is indicated by the twelve month icon. All information in this file is stored from the time and date indicated across the top of the screen. This file can be cleared to zero for re-starting by a pressing the F2 key. All the accumulated data is also stored in a perpetual file that cannot be erased by the technician. This file is viewable by pressing the F3 key. This file is indicated by the single month calendar icon. With these two file formats actual weight usage by size and type is viewable.

### Snap-on Equipment



**Daily Usage File – Clear with F2 - to view the perpetual file press F3 and the file indicator changes to a SINGLE month calendar. This file cannot be re-set by the technician.**

The combination of our EXCLUSIVE patented Weight Wizard™ weight management software and WeightMiser™ weight reduction software provide our customers with the best tools to control the purchase of wheel weights by location which can save thousands of dollars annually. We are the only software provider that has both of these powerful tools...Weight Wizard™ and WeightMiser™...we offer the ONLY solution too truly save weight.

**BEST OF ALL...WEIGHT MANAGEMENT SOFTWARE THAT TRULY OUTDISTANCES THE Geodyna OPTIMA FROM ALL COMPETITORS....IS PROVIDED TO OUR CUSTOMERS AT NO ADDITIONAL COST**

**BE SURE TO SHOW THIS WEIGHT SAVINGS FEATURE...THE CUSTOMER CAN PAY FOR THE Geodyna 9600p WITH WEIGHT SAVINGS ALONE...PROVIDING AN EVEN FASTER PAYBACK FOR INCREASED PROFITABILITY**

**STANDARD EQUIPMENT**

Geodyna 9600p with full wheel hood

Power claming mid centering device with 3 cones

Motor drive system via V-belt ensures constant speed during measuring run

Extensive online HELP functions to let the operator easily understand how to operate the machine and give guidelines how to solves issues on wheels that need more attention

**OPTIONAL ACCESSORIES**

Printout via an on-board optional printer upon pressing a dedicated button

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**AVAILABILITY**

We will ship all orders taken at the SEMA show and all regular system orders placed for any Geodyna 9600p Wheel Balancers as of January 1, 2008.

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