

THE ROTARY GUIDE TO **TIRE CHANGING SERVICE**

Finding the correct tire changer is critical to the success of your shop.



ROTARY
SOLUTIONS

SERVING THE SHOP® **SINCE 1925**

www.rotarysolutions.com



EQUIPPED FOR SUCCESS.

A well-equipped shop has the right tools to get the job done quickly and efficiently. Often, that involves investing in shop equipment that decreases repair time, increases accuracy and allows technicians to do their jobs more safely. Whether you're performing wheel-related jobs now and are looking to increase your offerings or you're new to the market and want to add some numbers to the bottom line, knowing what equipment you need and what features to look for will be vital to your success.



THE BENEFITS OF WHEEL SERVICE

3 REASONS TO INVEST

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



1. INCREASED REVENUE

If a customer has tire 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.



2. DECREASED CYCLE TIMES

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 the work you can't perform is sent to another shop or, worst case, to a direct competitor, you're now at their mercy. Is your business a priority for them? Will it be done to the correct standards or, more importantly, your standards? These questions and many others can be eliminated, all by keeping more cars in your shop and under your care.



3. IMPROVED 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 that they may pass on to their friends and family. And it keeps them out of competitive shops looking to steal them away.



WHERE TO BEGIN?

While wheel service is typically thought of as just tire changing and balancing, alignment is a vital part as well.

In fact, if you want to offer your customers full tire service, you're going to want the ability to perform all three services. There are many machines on the market to choose from—all with varying options and accessories. Choosing the best fit for your shop can be a daunting task. In this guide, we'll focus exclusively on tire changers and the differences between the range of machines we offer.

Let's get into it.

KEY FACTORS TO CONSIDER

Tire changers take all the abuse of a shop performing tire work. Don't have a tire changer currently? You're missing out on the productivity (and extra revenue) that comes from a machine. A quality tire changer should be designed to handle a lot of pressure, contact with tires and, in some instances, sporadic workloads. It's important to understand what the exact model you're considering is capable of. Did you know that positioning of the tool head in relation to the tire itself creates stress? What about those specialty tires that come in? Are you equipped to change them? Or are you willing to turn that business down?

YOU WANT TO CHOOSE A CHANGER THAT IS:

- **Easy for your technicians to use**
- **Able to accommodate possible wheel sizes you'll see in the shop**
- **Powerful enough to handle an ever-changing environment**

CHOOSING THE RIGHT CHANGER



5 THINGS TO THINK ABOUT

Choosing the correct changer will be critical in the success of your shop. When deciding on a changer, it's important to keep these factors in mind:

1. PHYSICAL SPACE AVAILABLE

Since the physical size of tire changers can vary greatly from machine to machine, the available space in your shop will be a determining factor.

2. TYPES OF WHEELS SERVICED

Knowing the typical tires as well as the wheel types you plan to service will determine what size and features are needed in a changer for your shop. Some changers are made to handle all types of rims, sidewall heights and tire compositions.

3. FREQUENCY AND SPEED DESIRED

The frequency with which you plan to change tires impact on which features and options you will want. The more options, the easier and more efficient your technician's task will be, translating to more dollars per day and a quicker ROI.

4. WAITING IN LINE

How many times did you wish you purchased a better piece of equipment because of demand? You'll want to consider if having a faster machine works better in your space, or would having two make more sense? Some shops have workhorse changers for common jobs and specific changers for high-end or specific jobs where damage to rims might occur.

5. OBSTACLES TO OVERCOME

Will the machine you pick last a long time? Issues like constant stress on parts and ease of use come to mind with this question; that's important if you'll be standing at this equipment most of the day. Does the mount demount head shift while it's near the rim? This could translate into wheel damage. In that case, maybe a tilt-back is the answer.

FEATURES AND BENEFITS



UNDERSTANDING EACH MACHINE

Tire changers offer a wide variety of built-in features and accept a range of tire and wheel sizes. Different machines offer different options that allow the job to be done quicker or with less effort from the operator.

Some of the most important features to keep in mind when selecting your tire changer are:

1. LEVERLESS vs. LEVER

A leverless machine uses a patented air-operated, high-strength, polymer mount/demount tool. A lever machine uses a lever controlled by the technician to lift the bead over the mount/demount head to demount the bead. The types of tires your shop will see determines your best route. A levered machine will work fine on most tires but requires more manual effort, while a leverless is a bit easier on technicians.



2. VARIABLE SPEED CONTROL

This allows the operator to determine the rate of speed at which the tire spins. Similar to a gas pedal, it allows the operator to press the pedal farther down to increase or decrease the overall speed of the tire spin. Sometimes a slower speed is required to ensure no damage is caused to the wheel or tire.



3. HELPER ARMS

Certain changers have a helper arms. Helper arms transform it into an easier piece of equipment to manage. An arm can provide downward and upward pressure in key points on the tire. It can help roll a tire up and off the rim. It also assists in downward pressure to the tire when necessary to keep the tire bead seated in the drop center of the wheel.



FEATURED PRODUCTS

Something for every shop.

Whether you're looking for an advanced solution with all the bells and whistles or a sturdy, easy-to-use tire changer that gets the job done when you need it, Rotary can help. Preview our lineup [here](#), then head to our website or chat with your local distributor to learn more about each machine.

FEATURED PRODUCTS / PASSENGER / LIGHT TRUCK



**R1250
LEVERLESS PRO**



**R1200
LEVERLESS PRO**



**R145DR
AUTO TILTBACK**



**R247D.CL
SWING ARM**



**R146RP
SWINGARM PRO**

Max tire width:	19"	19"	17"	15"	15"
Max wheel diameter:	30"	30"	26"	30"	26"
Max tire diameter:	47"	45"	45"	45"	46"
Specialty rims:	✓	✓	✓	✓	*
Services:					
Best for:	Specialty rims/tires ^o	Specialty rims/tires ^o	Specialty rims/tires ^o	Specialty rims/tires ^o	High performance/volume ^o
Features:	<ul style="list-style-type: none"> Leverless mounting and demounting with position memory Laser positioning synchronized auto-indenting dual bead breaking rollers Home function for arms and roller 220-volt motor with true variable speed control Pedal-operated inflation with gauge and balancing valve Three-position pedestal Front-loading pneumatic wheel lift Integrated helper arm 	<ul style="list-style-type: none"> Leverless mounting and demounting - no tire lever required Hub mounted, synchronized dual bead breaking rollers 220-volt motor with true variable speed control, pedal-operated Pedal-operated inflation with gauge and balancing valve Three-position pedestal Pneumatic tire lift Integrated helper arm 	<ul style="list-style-type: none"> Hand controlled, double-acting bead breaker works on low-profile and large steel or alloy rims 220-volt motor with true variable speed control, pedal-operated Prevents rim damage Pneumatically tilting column ensures peak rigidity to prevent rim damage Good for 19.5" rims 	<ul style="list-style-type: none"> Hand controlled, double-acting bead breaker works on low-profile, large steel or alloy rims Quick locking wheel centering system eliminates wheel damage due to improper clamping 220v drive motor with true variable speed control provides needed torque 	<ul style="list-style-type: none"> Hand controlled bead breaker Extra-height speedchanger 110-volt drive motor provides torque Top bead-pressing helper arm
Investment:					

KEY: Services most tires/wheels Services some tires/wheels Not recommended ^oRequires adapter for motorcycle service *May need optional adapters

FEATURED PRODUCTS / PASSENGER / LIGHT TRUCK / COMMERCIAL



**R144i
SWINGARM**



**R501 PLUS
SPEEDCHANGER HD**



**R560
MOBILE HD**



**R541
COMMERCIAL HD**



**R573
EXTREME HD**

Max tire width:	15"	21"	37.4"	51"	69"
Max wheel diameter:	26"	27"	27"	Up To 56" *	Up To 60" *
Max tire diameter:	46"	51"	51"	90.5"	106"
Services:					
Best for:	High volume	Speed and productivity	Mobile and small shops	Larger applications	Universal - extreme dimensions
Features:	<ul style="list-style-type: none"> Versatile self-centering rim clamps Hand controlled bead breaker Space-saving encapsulated air tank Convenient storage cabinet 110-volt drive motor 	<ul style="list-style-type: none"> Dismounts and mounts truck tires in 30 seconds Adjustable arm position Four rollers positioned on both sides of the wheel in diametrically opposite positions Ergonomic (back saving) design Includes standard clamp protection kit for alloy rims Ideal for 19.5" rims 	<ul style="list-style-type: none"> Hydraulic clamping and up/down movement Standard finger adapter for tube tires Includes standard clamp protection kit for alloy rims Ideal for 19.5" rims 	<ul style="list-style-type: none"> Leverless operation, single carriage Rotational control on portable wired stand Cable control unit Quick manual rotation of tool head Double ratcheting locking arm Ideal for agricultural and implement applications Includes standard clamp protection kit for alloy rims 	<ul style="list-style-type: none"> Console cable control unit with a metal sheath and rotational control on portable wired stand Double speed table rotation with quick locking manual rotation tool B530800 long bead lifting lever VSG108A25 / clamp for earthmoving wheels Includes clamp kit to protect alloy rims Available wireless Bluetooth® control
Investment:	\$ \$	\$ \$ \$ \$ \$ \$	\$ \$ \$ \$	\$ \$ \$ \$ \$ \$	\$ \$ \$ \$ \$ \$ \$ \$

KEY: Services most tires/wheels Services some tires/wheels Not recommended *May need optional adapters

**For more information on Rotary
Tire Changers, contact your
Rotary distributor today.**



ROTARY SOLUTIONS

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