



## Leading workshops count on ROMESS

Dear readers,

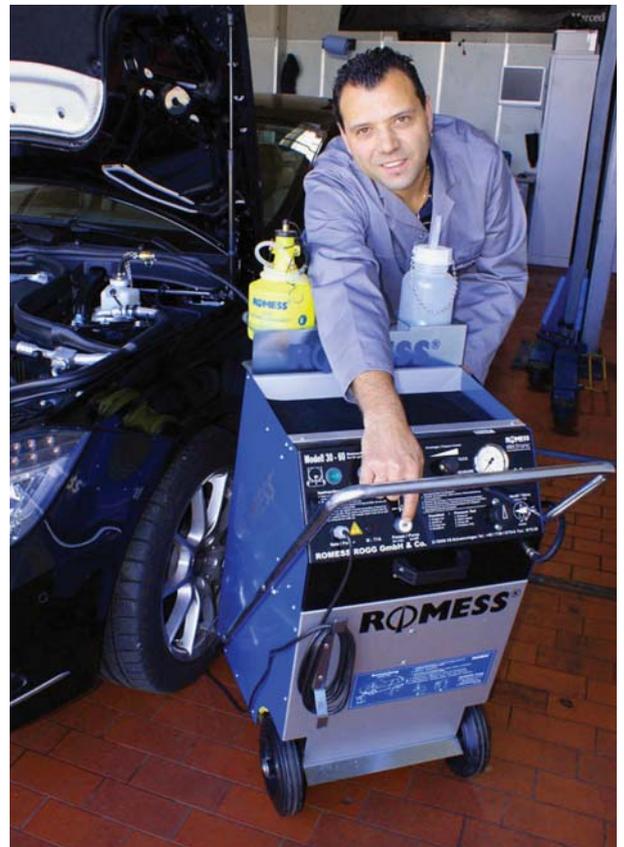
Eventful weeks lie behind us. There were a lot of great encounters and meetings we had on the occasion of the Automechanika with partners from all over the world! This trade fair is the sector's benchmark - and we came off well. We are really glad about this fact as well as about the results of the ADAC (the German automotive society) workshop test where a Mercedes workshop won. And this for good reason - since Mercedes counts on the professional workshop equipment of ROMESS. Although this is a good motivation to celebrate, it doesn't mean that we now settle with this result: Not at all - according to our maxim "constant improving leads to perfection" we present in this edition our latest innovations.

Enjoy yourselves while reading  
Yours Werner Rogg

Whatever you do - It's very important to use the best equipment. Workshop specialists are aware of the fact and a nationwide test proves it. Nearly ten per cent of the workshops failed during the ADAC workshop test 2012. The ADAC inspectors examined 75 workshops, among them workshops of large automobile manufacturers as well as independent workshops. The German automotive society tested workshops in 5 cities with diverse current vehicle models. The vehicles had been prepared with different faults. Test winner was a workshop in Berlin who achieved the high score of 100 points. Loser of this test was an independent workshop in Hamburg, who only achieved 17 scores. 21 workshops of the 25 authorized dealers received an "excellent". The independent workshops did worse. 8 of the 50 independent dealers received an "excellent", 7 independent workshops instead only achieved a "poor".

"Nowadays workshops consider themselves to be exposed to intense price pressure. Therefore it goes without saying that there is no margin for errors," states Mr. Werner Rogg, CEO of ROMESS. "We are absolutely aware of this fact and have designed every device according to the highest requirements of our customers. Workshop specialists do not only work with our brake-maintenance devices, but also with our diagnostics and adjusting devices in a very fast and efficient way." This is

the condition to be able to act on a competitive basis on the market. It is not at all surprising to Mr. Werner Rogg, that a Mercedes dealer had been the test winner, since Mercedes workshops count on the equipment of the brand ROMESS. As a matter of fact not only the comfortable handling of the ROMESS devices is highly estimated, but also their technological advance compared to the competitive products.



Service to workshops: Fast, efficient and favorable-priced. These are the devices of the ROMESS brand. The S-30-60 DUO in use.

## ROMESS is worth the trip

### Against copyists

Often copied - but never achieved. This is the market situation in the brake-maintenance sector regarding ROMESS, technological leader in this branch. As a matter of fact the drive system as well as the constructive principles of the ROMESS brake-maintenance devices are patented Europe-wide (EP 1 884 664 A2). This means that copyists will receive in near future unpleasant mail from the lawyer. "We will soon take drastic measures against copyists and product pirates", announces Mr. Werner Rogg, CEO of ROMESS.

### Success in USA

The "land of opportunities" still is a good area for German automobile manufacturers. According to the sales figures registered in fall in the US: September was the best sales month since 40 years for VW.

### "Blue angel"

Every year approx. 400.000 catalyzers are changed in German workshops. Hence the automobile industry supports the planned introduction of the eco label "blue angel". This is of course an important step in order to oust products with dubious effects from the market.

### Attention!

Car dealers should include the destination fees in the final price in case of price advertising. The reason for this is, according to the ZDK (German association of automobile manufacturers), the latest decision of the superior Court of Justice of Berlin. The Court did not accept the price advertising of a car dealer who only marked the destination fees with a footnote.



*Fascinated in face of ROMESS customer training: Eduardo Medina Ruiz and Jose Duenas (above). Below: Ailton Marcos Immezi, here with ROMESS-specialist Kay-Uwe Karsten.*

The black forest, head office of the ROMESS Rogg Apparate + Electronic GmbH + Co. KG, is worth the business trip. And this is not only in case of holidays, but also if it is about customer training.

Mr. Eduardo Medina Ruiz and José Duenas from Spain can confirm this fact.

The two employees of a ROMESS partner on the Iberian Peninsula were as well excited about the technical training as Mr. Ailton Marcos Immezi who came from the far Brazil.

Mr. Werner Rogg, CEO of ROMESS, is glad about the positive feedback from the visitors: "We are pleased to train our business partners, since in this way we can increase our service quality all over the world."

## Amanda's fairytale wedding

The ROMESS staff is not only good in the manufacturing of high-quality devices, but can also sing in a respectable way. This has been proved on the occasion of a joyful event. Amanda Gao, an estimated business partner from the far China asked her German friends by email to record a serenade on video and to post it on the internet. In China it is usual in this way to wish the bridal couple all the best for their future. The more video



messages they receive, the luckier you are. Therefore the ROMESS employees did not hesitate and met in front of the head office to record a serenade for the

bridal couple. Although the ROMESS staff is not a "gospel choir" at all, Amanda and her bridegroom surely enjoyed the best wishes.



*Contemporary design and an even better performance: The new ultrasonic leak-detecting device USM 20128 of ROMESS. By means of this sophisticated instrument even smallest leakages can be detected at conducting systems within a twinkling of an eye.*

### USM 20128

- colored analogue display with needle
- the sensitivity of the sensor is adjustable
- shows the tension of the installed battery
- volume control for the headset

# The new good nose

ROMESS launches a new "goods nose": The successor of the approved USM 2015 is the modern ultrasonic leak-detecting device USM 20128.

There is a high-sensitive ultrasonic sensor at the top of the long gooseneck which registers acoustic waves in a precise way. Frequency changes due to leakages are shown on the LCD display by means of a deflecting needle and an additional digital display.

This is a quite clever solution since a needle deflection can be detected in a much easier way by human eyes than on a digit display. "Even smallest leakages can be detected in a fast and accurate way at conducting systems as e.g. air conditioners," states Mr. Werner Rogg, who developed this device. Air-, steam- and gas leakages with cross sections of minor than 0.1 mm can be localized in a very easy way.

The device is delivered in a practical case with headset.

# Really clever!

Many products which prove to be really practical are called "real clever" in advertisement campaigns - this is indeed the case regarding the biaxial angular measuring device 09709-10! As the denomination reveals, this instrument is able to measure the angles in two levels at the same time. The new angular measuring device specially is helpful for the installation of aggregates as e.g. heating systems and climate systems in vehicles as in automobile caravans, in commercial vehicles or in construction machines. This instrument is very useful in the heating and sanitarian sector as well. Heating systems have to be installed in a certain installation angle towards the driving direction due to fluidic reasons. If this is not the case, the module probably can fail. "Therefore our angular measuring device guarantees the functional safety of such heating systems," states Mr. Werner Rogg. This instrument is mainly used by automobile and machine manufacturers as well as by after-sales service workshops.



*The new biaxial angular measuring device 09709-10 is the ideal solution to guarantee the correct installation of vehicle heating systems.*

# Automechanika 2012: Meeting point ROMESS

What a trade fair: Nearly 148,000 visitors coming from 174 countries have visited the Automechanika in Frankfurt. Approx. 4,699 exhibiting companies showed their performances. Right in the middle of course the company ROMESS: At the trade-fair stand in hall 8 a lot of "excellent expert discussions" on a high level could be held by the trade-fair team - so the conclusion of Werner Rogg. Customers, business partners and friends from all five continents were pleased to visit ROMESS on this occasion. Werner Rogg, the CEO of ROMESS is very glad about the fact that many customers want to cooperate with ROMESS on a long-term basis and compliment in the same time the high quality as well as the long life of the products.

*There were always many visitors at the trade-fair stand of ROMESS. Werner Rogg (left) was pleased to meet a lot of good business partners and customers again. The trade-fair team could hold quite good expert discussions. Therefore the conclusion of the Automechanika 2012 was absolutely positive.*

