

ROMESS®

3/17

ROMESSAGE

The Corporate Magazine of ROMESS Rogg

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Dear Readers,

Vacation time is travel time and many people use their car here to get to their destination. Anything can happen. Especially if the vehicle has technical deficiencies.

The braking system is very sensitive. Any way you look at it, the ROMESS brand guarantees after-brake-service safety. In this issue, we would like to stress the importance of using high-performance service equipment on the sole grounds of liability. Saving at the wrong end brings nothing but trouble. Even if nothing happens, customer-complaints about soft brakes cost money and nerves.

Enjoy your read.
Yours truly, Werner Rogg



To avoid unpleasant surprises on the trip, make an appointment for a brake service beforehand. This also benefits the mechanic; that is, if they use reliable maintenance equipment.

Safety is surely a sales plus

It's a typical win-win situation if ROMESS equipment is used before the summer vacation: the customer is more secure and the garage center gets a quick turnover for the brake service. ROMESS CEO Werner Rogg explains why: "The brakes must respond equally within the first 1.5 seconds. It's a proven fact that around 60 percent of all rear-end collisions could be avoided if the brakes were to respond immediately on all four wheels. But this is not the case with

many vehicles. This is usually due to faulty service equipment. Almost all commercially available brake filling and venting devices develop a too low pressure flow for today's modern vehicles. Not so with ROMESS devices: Thanks to their enormous flow pressure and sophisticated patented materials handling technology, they are able to completely bleed and vent modern brake systems, thus eliminating typical hazards such as one-sided brake failure (more on page 3).

Autopromotec Bologna

Run on ROMESS

"Our appearance in Bologna was successful," says Frank Kirmis, Global Sales Manager at ROMESS, quite satisfied with the results. "Numerous trade visitors have shown a high level of quality awareness and are interested in our equipment. The new generation of RoTWIN machines attracted special attention. "After the Automechanika in Frankfurt, Autopromotec is the second largest European trade fair for garage equipment and the automotive aftermarket.

This year it was a show of superlatives. Over 1,650 exhibitors presented their products in Northern Italy. Around 114,000 trade visitors were counted at the gates; which was almost 10% more than in 2015. The company ROMESS, in cooperation with its Italian partner DTS srl, participated in this mega-event with the goal of further expanding the global network, promoting business growth worldwide and gathering important strategic market information. This plan could be unleashed during the five intense exhibition days. Numerous interesting contacts were made, new customers were acquired and important discus-



sions with partners were held. Even several new orders were accepted. For the new sales manager, Frank Kirmis, this trade show was not only an opportunity to become a member of the ROMESS team, but also to use his contacts from more than 25 years of workshop equipment for ROMESS products and to attract new prospects. Kirmis presented the entire range of the program, but it was difficult at times to meet with visitors individually - so great was the interest in the top products "Made in Germany".

Wheel alignment

Inclinometer CM 09606

Adjusting the camber, caster and toe is extremely fast and easy with the proven CM 09606 inclinometer from ROMESS. The vehicle level is thereby measured via the position of the transverse links on the front axle and the drive shafts on the rear axle. The measurements are shown with the utmost precision in the digital display; the measured values can be transferred to the wheel alignment computer with the help of the data transmission and charging station (accessory), whereby the results are correctly assigned in the program.



Wheel alignment can be so simple: the CM 09606 inclination gauge is extremely practical.



The Distronic Plus 09807-10 adjuster is delivered in a practical case.

Simply good

We are quite good at adjustment ... Mercedes specialists know this. With Distronic Plus 09807-10, ROMESS created an adjustment device especially for Mercedes-Benz to precisely adjust the Active Cruise Control system in automobiles. The application is quick and easy: The suction cup is placed on the radar head and affixed with a hand pump which generates a vacuum. A gauge displays the contact pressure. The integrated water level simulates the radar beam and allows precise adjustment. Also useful is the Distronic Adjuster 09803-DTR for the precise adjustment of the radar head (bottom).





Foto: trennobjekte/fotolia

Customers expect their service centers to do everything they can to rule out safety deficiencies.

Workshops that give money

There are statistics that do not lie: every tenth accident is due to technical deficiencies in one of the vehicles involved. The fact that many vehicles are in an unacceptable condition with regard to tires and brakes is also confirmed by the annual report of the expert organization KÜS: in 2,6 million main investigations the inspectors criticized the condition of the braking system more than 300,000 times. Similar frightening figures can be found in reports from other audit organizations, for example in the GTÜ deficiency report. As a rule, the older the vehicle, the more frequently technical problems occur within the brakes. This is confirmed by the TÜV, where every fourth car fails.

Auto service centers should exclude liability risks

Auto service centers that fail to draw their customers' attention to the need for braking service will not only involve liability risks in the event that the driver has an accident in which braking failure is the cause. They also bring money!

Only ROMESS guarantees maximum security

Indeed, the brake service - provided that powerful, reliable equipment is used - involves considerable, recurring sales potentials. "Automotive service centers using our equipment can easily make money with brake maintenance, because they can be sure that ROMESS machines work flawlessly with no complaints," says ROMESS CEO Werner Rogg. "This is because we can guarantee that 'soft brakes' are not an issue when using our machines." Due to our superior, patent-protected conveyor technology, which produces optimum flow speed and optimum flow pressure (see top right) and which only ROMESS provides.

Why are speed and pressure enormously important?

Flow rate too low:

Exchanging brake fluid causes turbulence. Air bubbles are generated in the brake maintenance device. Air in the system, however, generates what all car professionals fear: "soft brakes", which do not respond directly to dangerous situations. In addition, the pressure is too low to sweep corrosive junk and suspended material out of the system.

Flow rate too high:

It also causes the brake fluid to foam. And, in doing so, creates air bubbles. The effect is the same: "soft brakes" and thus an increased risk of accidents.

Ideal flow rate (ROMESS):

ROMESS machines excludes any swirling, churning or foaming in the brake fluid and thus excludes formation of air bubbles. Yet still, sufficient pressure is created to blow off all floating, suspended matter from modern braking systems.

RoTWIN 

The world first in
brake maintenance



Editor's Notes:

In the last few years, the technical design of the brake systems has been refined by means of braking

boosters, etc., for cars. This means that different conditions apply during the brake fluid change. Higher flow resistances must be overcome in the hydraulic treatment of a brake. In addition to the tried-and-tested premium devices, the S 15 and the S 30-60, the new RoTWIN generation upholds and attests these new conditions whereas the devices are designed according to the latest technical knowledge and are, of course, patent-protected worldwide (patent pending DE 20 2014) 010 280 U1 / 20 2014 010 280.5). With simple, conventional service units, a brake can be bled, but not vented properly.

Price tip:

Money makes the world go round. Many repair shop decision makers look for an attractive price when shopping. Again, the superior RoTWIN generation is fully competitive. Whoever is in the market in search of a good business deal, can't pass them by.



SE 30-60 A 10 RoTWIN

With the Aqua 12 Digital, the measurement results can be printed out immediately via PC

All squared away!

Water is diffused through brake hoses, rubber sleeves and the relief opening on compensation reservoir and this humidity into the system causes the brake fluid to age over time. This can be extremely dangerous. Service professionals know this. But how do I tell my customer?



In Austria, unique to the rest of the world, the brake fluid is tested and evaluated by the Department of Motor Vehicles during annual inspections. Austrian car experts know that not only do the "alpenglow", but the "brakes will glow" if the car was not properly maintained. In a mountainous, alpine environment, you learn to rely on brakes. ROMESS supplies lots of brake fluid testers to Austria. The Aqua 10 and Aqua 12 Digital models are extremely precise and of course very useful in the rest of the world, too. **The test results are documented and printed out to show the car owner directly that it is now time to change the brake fluid.**

The measured values in black and white

The Aquas have a built-in pressure chamber, so they analyze the condition of the brake fluid independent of ambient conditions. The Aqua 12 Digital has a printer interface so that the measured values can be printed out immediately. When the customer has the test results in hand, they can be convinced rather quickly, that brake service is due or long overdue.

The function principle of the ROMESS testers is also an advantage for the service center staff: **whereas the heating of the brake fluid takes place in a closed chamber, there is neither contact nor inhalation of the fumes.**



Closed system: The Aqua 10 is reliable and extremely precise.

Measurement method

When heated to the boiling point, the water content in the brake fluid sample vaporizes and builds up pressure in the measuring chamber. The higher the water content in the sample, the lower the boiling point is.

The quality of the brake fluid is evaluated by measuring the steam pressure at a steady, constant temperature. The higher the boiling point - the better the brake fluid. A steam pressure of approximately 0

to 0.7 bar corresponds to a boiling point of about 270 °C to 210 °C - this means that the brake fluid is new and does not have to be changed. With a temperature of about 185 °C, the warning appears "Brake fluid must be changed".

When the measuring cycle is completed and the green control light indicates that the chamber can be opened, the device is raised and tilted backwards at the front mounted handle. The valves are then opened and the brake fluid is emptied from the measuring chamber into a discharge container.