



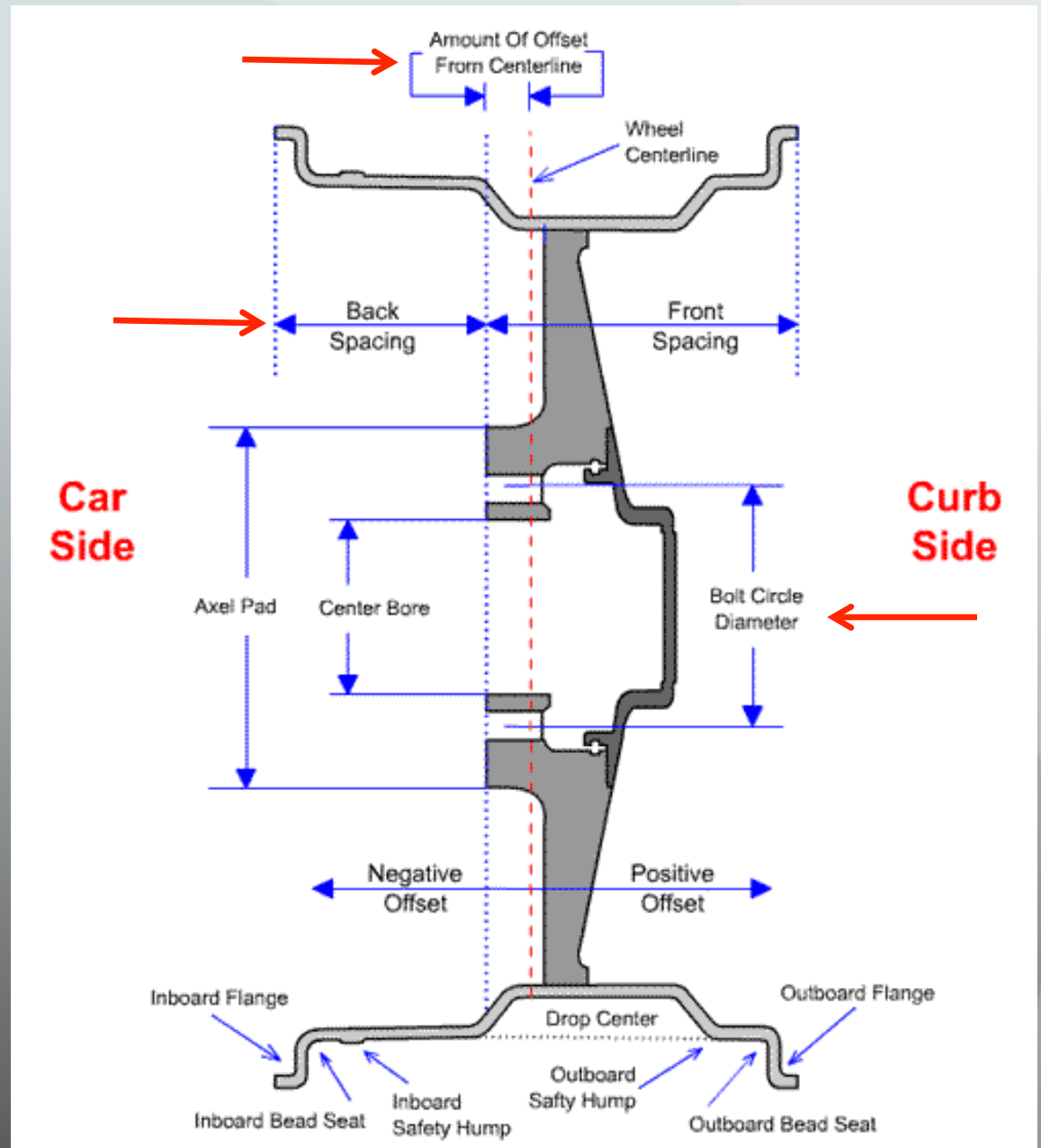
***BIG
MEANS
GO***

Wheel Sales Training

Part 2: Getting Technical and
Selling from Inventory

Technical Terms to know

- Bolt Pattern/ Circle
- Offset
- Backspacing



Bolt Patterns



4-LUG



5-LUG



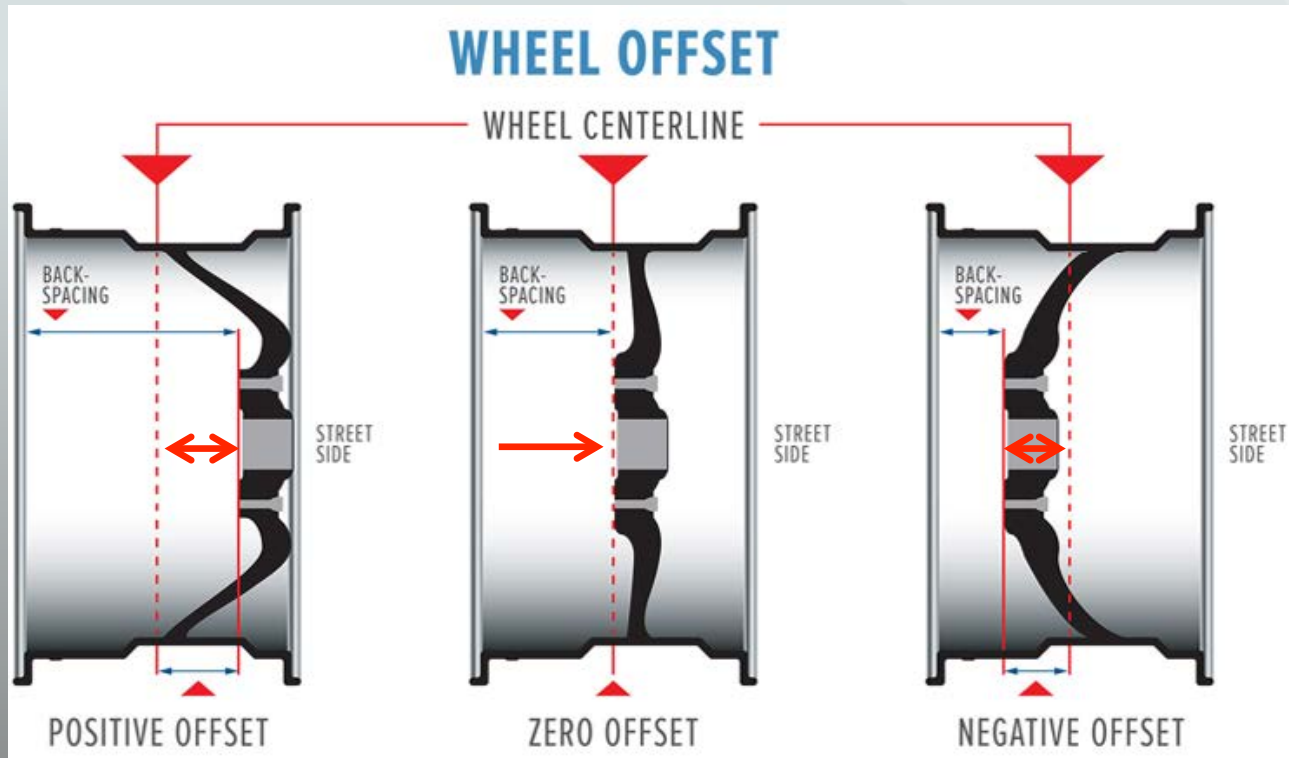
6-LUG



8-LUG

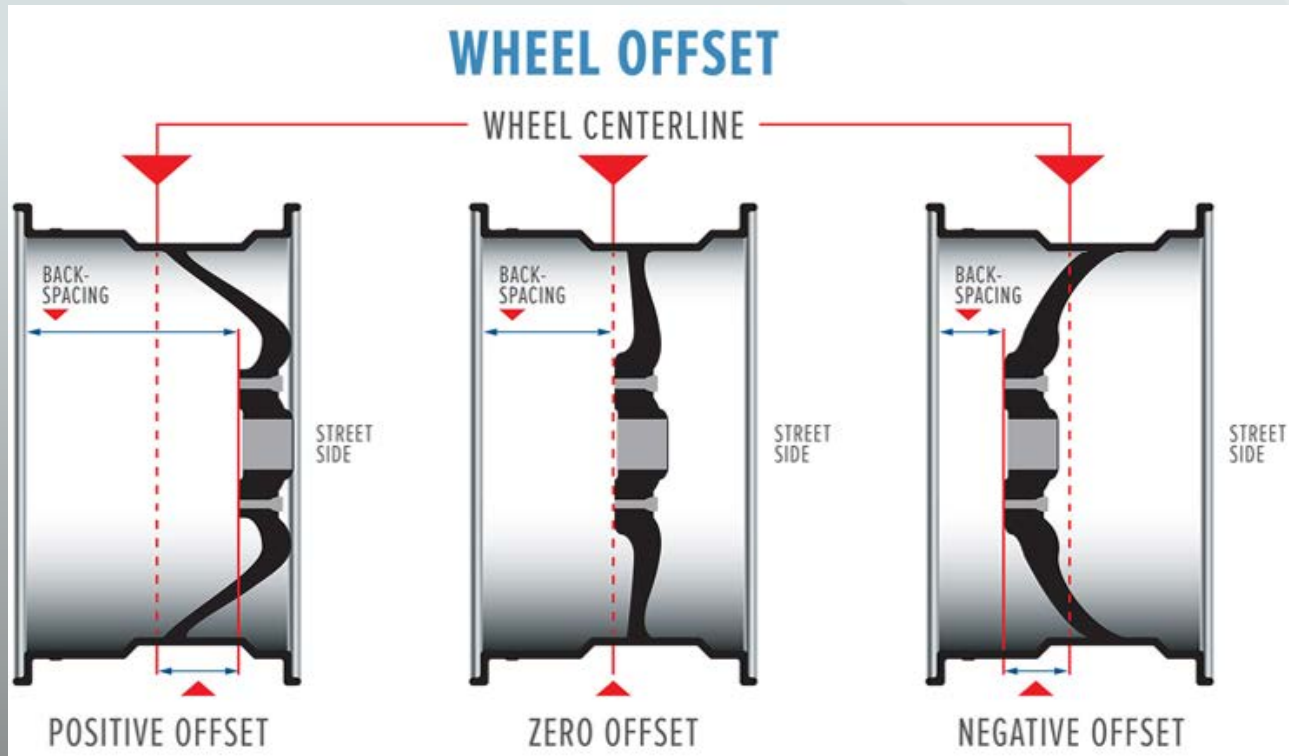
- The bolt *circle* of a vehicle is the diameter of an imaginary circle running through the center of each lug.
- Bolt *patterns* are written out as the number of lugs followed by the diameter of the bolt circle.
- Ex. A 2010 Honda Civic has a 5x114.3mm* bolt pattern.
- Only wheels with a vehicle's specific bolt pattern will fit.

Offset



- The offset of a wheel is simply the distance from the wheel's mounting pad (area that touches the wheel hub) to the centerline of the wheel. This is measured in millimeters.

Offset

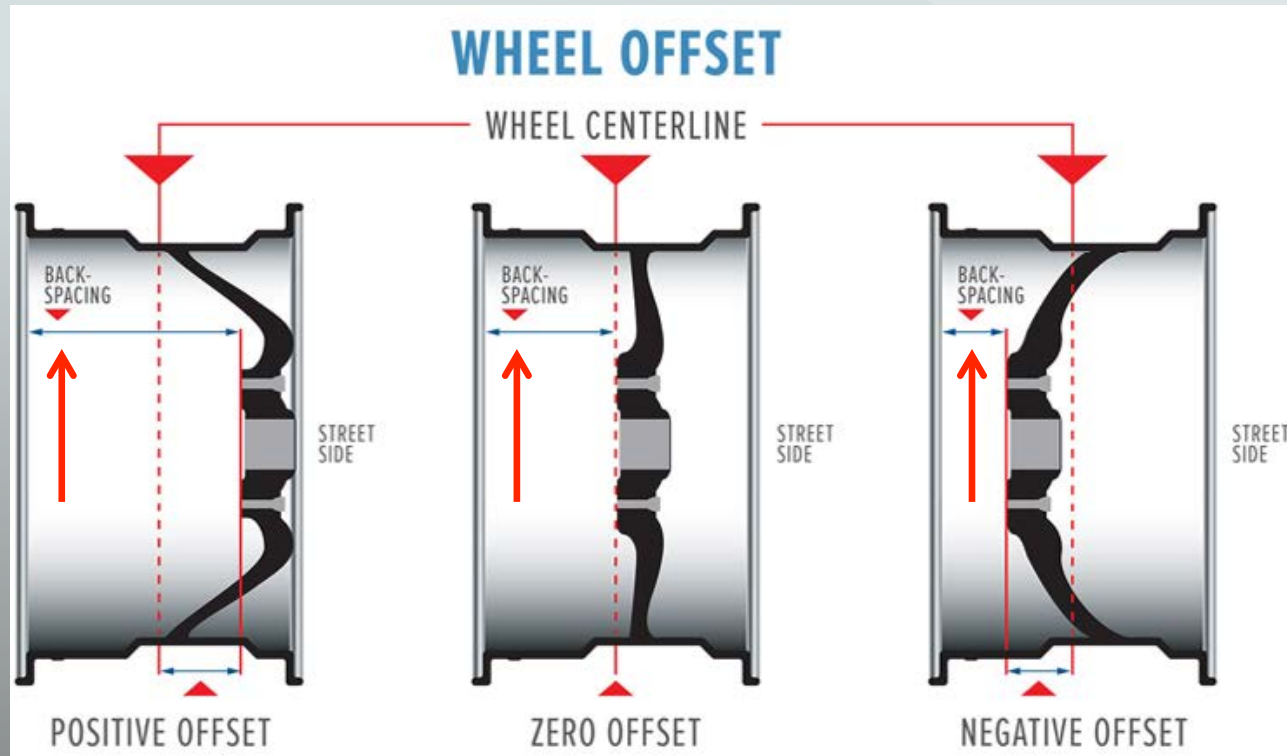


Stock wheels normally have a positive offset

Trucks or SUVs with Leveling kits can use a Zero Offset

Lifted Trucks and SUVs require a Negative offset

Backspacing



- Backspacing is the distance between the mounting surface of the wheel and the inner edge of the wheel. Backspacing is measured in inches.

Fitments



- When using wider than stock wheels, the offset will change (usually lower) to accommodate the extra width.
- When the offset changes, the backspacing changes as they are directly related.
- This is important for vehicles that have altered ride heights.

Fitments

- You must check for clearance issue on the outer edge by the fenders and on the inner edge by the suspension.
- Your vendor representative can help you make these decisions.
- You must provide them with key information:
 - How high is the vehicle lifted? What brand of lift kit was used?
 - How much was the vehicle lowered? What method was used to lower it? What are the measurements of the current wheel?



Selling from Inventory

- Add DST Screen Shots here