

# Hunter Highlights

News and Trends of the Automotive Service Industry

## Hunter Creates New "Gulf" Sales Division



Joe Fuller, Gulf States Division Manager



Chris Tullus, Los Angeles Regional Manager



Beau Brauer, New York Regional Manager



Frank Ponte, Boston Regional Manager



Davis Shular, Cincinnati Regional Manager



John Murray, Cleveland Regional Manager

**H**unter Vice President of Sales and Marketing Dave Smith has announced the creation of the company's Gulf States Division and named Joe Fuller to lead it. The new division is now one of five that oversee 23 Hunter field organization regions covering the United States. Headquartered in Dallas, the Gulf States Division oversees Hunter's Dallas, Houston, Denver and New Orleans sales and service regions.

Fuller is a 22-year Hunter veteran. He joined the company as a sales representative and has served Hunter as a regional manager and as the Director of International. In addition to his new responsibilities, he will also manage Hunter's Dallas Region.

Smith also announced new company-wide regional manager appointments. Chris Tullus now heads the Los Angeles Region, Beau Brauer the New York Region, Frank Ponte the Boston Region, Davis Shular the Cincinnati Region and John Murray the Cleveland Region. Brauer, Ponte and Murray now report directly to Hunter North East Division Manager Doug Woolverton, Shular to North Central Division Manager Greg Dunkin and Tullus to Western Division Manager Bill Markey.

Hunter Regional Managers are directly responsible for all of the company's field organization activities in their respective regions. This includes overseeing collectively more than 600 sales and service representatives, the largest dedicated undercar sales and service force in the industry, and Hunter's network of regional training centers that teach more than 10,000 students annually.

## Hunter Alignment Lifts Provide the Weight and Length Capacity to Service New Toyota Tundra CrewMax

**H**unter is offering Toyota dealers solutions for upgrading their alignment bays to meet the service requirements for the Tundra CrewMax 4-door pickup. Hunter produces a range of alignment lift rack models and configurations that meet the 165-inch length and 12,000-lb. weight capacity for servicing the new extended wheelbase Tundra models, the largest pickup in Toyota's U.S. fleet. Matching Hunter's versatile camera-based wheel alignment technology with the longer and heavier, Toyota-approved Hunter lifts offers the capability, capacity and time-saving features to handle everything from the smallest Toyota compact to the largest edition Tundra with maximum speed and efficiency.



*This RX12XL Scissor Lift is one of several Hunter alignment lift racks that meet Toyota requirements for Tundra service. The exclusive Hunter PowerSlide™ feature, AlignLights rack lighting system, Swing Air Jacks and other options save technicians time and effort when performing alignment procedures.*

# Industry Week, Las Vegas – October 31 to Nov



**C**rowd stopper was one accurate description of the Hunter exhibits overheard at the 2006 Industry Week events in Las Vegas. Informative product demonstrations were an important part of Hunter's strategy for the automotive aftermarket industry's flagship gathering. The result was exhibits that not only attracted large crowds, but also quickly and concisely delivered useful information to time-stressed show attendees.

The perimeter of Hunter's AAPEX booth was circled with equipment demonstration and information towers. At the base of each tower was an equipment unit with audio and video links to a flat screen monitor topping each tower. Attendees could see and hear the demonstrations while following the accompanying video displays. Following the demonstration, the attendees could simply step inside the exhibit and discuss their equipment needs and business goals in a one-on-one setting with Hunter staff.

Hunter's trade show exhibits are custom designed in-house for each event and reflect the wide range of new products and features that the company typically introduces each year.



*Inside the exhibit, Hunter staff were ready to answer questions and discuss equipment needs.*



*Some of the more than 30 sales, service and engineering professionals who staffed the company's four major Industry Week exhibits in Las Vegas are shown at the AAPEX exhibit. Hunter also had booths at the SEMA, NACE and CARS shows.*

**September 3, 2006**

*Hunter was invited by GM to provide equipment for the automaker's regional dealer meeting that coincided with the Industry Week events. These GM-approved equipment designs feature paint schemes and accessories that meet GM dealer service requirements.*



*Hunter technology of particular interest to SEMA show attendees included the specialized vibration management capabilities of the GSP9700 Road Force Measurement® System, tire changers designed to handle the most difficult low-profile tires and custom rims, and WinAlign Tuner™ alignment software for modified vehicles.*



*Hunter staff demonstrate the productivity and profitability features of the TC3500 tire changer. Some of the most popular new equipment and features on display included Hunter's newest version of WinAlign® alignment software, WinAlign Tuner for modified vehicles, SmartWeight™ balancing technology, and the OCL430MD on-vehicle brake lathe for up to medium-duty truck service and new rack designs including the PowerSlide™ system.*

# Original Durant Production Team Members Honored

A special group of Hunter team members gathered at the company's Durant Mississippi production facility recently to celebrate an exceptional anniversary. Each of the nine employees began their Hunter careers at the Durant plant during its first year of operation 30 years ago. The facility opened its doors in 1976 to produce Hunter alignment racks and jacks and remains the company's sole rack and jack production facility. Recognizing their loyal service, Hunter President Stephen Brauer presented each with a gold company ring.

Front row, from left: Repairman **Glen Mayo**; Fabrication Superintendent **Rodney Vance**; Hunter President **Steve Brauer**; Production Scheduler **Bill Summerlin**; and Assembler **George Ross**. Back row, from left: Steel Inventory Clerk **John Mabry**; Maintenance Supervisor **David Carr**; Quality Inspector **Willie Bentley**; Welding Robot Operator **Joe Comfort**; and Quality Assurance Supervisor **Jimmie Brooks**. Certified Welder **Harvey Tatum** was not present for the photo.



## Hunter Visitors



### Pro-Align

The leading distributor of wheel alignment equipment in the United Kingdom, Pro-Align Ltd., is also the distributor of Hunter undercar service equipment there. Pro-Align routinely sends both sales and service associates to Hunter headquarters in St. Louis for factory training. The most recent group participated in a week-long course that combined advanced camera-based wheel alignment and GSP9700 wheel vibration management programs led by Hunter International Regional Manager Tom Ksiazek.

The group included Area Sales Managers **Greg Thompson**, **Rod Grover**, **Chris Coyle**, **Chris Dear** and **Steve Brooks**, Senior Engineer **Barry Sumner**, and Engineer **Nigel Hughes**.

From left are: Greg Thompson; Rod Grover; Barry Sumner; Chris Coyle; Tom Ksiazek; Chris Dear; Steve Brooks; and Nigel Hughes.



### Equipment Solutions

EQS National Sales Manager **Stan Gipe** led a team of EQS sales managers during a recent review of new equipment features and capabilities at Hunter's research and training facility in St. Louis. Accompanying him were EQS Regional Sales Manager **Mike Esposito** and EQS area sales managers **Doug Bortz**, **Mike Leedle**, **Michael Nutt**, **Bruce Cantrell**, **Shawn Robinson**, and **Dominick DeSalvo**.

From left are: Mike Esposito; Hunter Director of OEM Programs Jeff Kern; Hunter Heavy-Duty Product Manager Mitch Weller; Doug Bortz; Stan Gipe; Mike Leedle; Michael Nutt; Bruce Cantrell; Shawn Robinson; and Dominick DeSalvo.

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