



PONTIAC BUICK GMC

2023 South Road - Route 9  
Poughkeepsie, NY. 12601  
845-298-4700 Fax 845-298-4719

3/18/2009

RE: New Hunter Power Bay  
Wheel Alignment System

Dear Vinny:

We have been extremely pleased with our investment in Hunter's new Power Bay Wheel Alignment System. Back in December when you first presented your concept to us, we were a little leery about making a significant Equipment Investment in these tough economic times. After you showed us your video, presented your proposal and went over your very realistic return-on-investment, we decided to make the commitment. We are now offering Free Alignment Checks to every customer that comes in the door for service.

We pay our technicians 1/10 for every Free Alignment Check they do. Our sales success ratio has been right around 80% when our writers present the very professional, color printout of the customer's vehicle. Before the new Alignment Equipment was installed, our Technicians didn't even want to do an Alignment. The new Hunter Wheel Alignment system is so fast, that our Technicians get the color printout of the customer's car in less than 5 minutes.

Since the new System has been installed in December 2008, we have exceeded all of our sales expectations. It's simple; one week worth of Alignments pays for our lease, the next 3 weeks are all gravy. This past Thursday we sold 10 Alignments. With our old Aligner we were lucky to do 10 in a month.

Now that I see Hunter's new State-of-the-Art Wheel Alignment Equipment in action, I would have no problem telling any Car Dealer that especially in these tough times, I would strongly recommend making the investment in Hunter's new Power Bay Alignment System. It's making a difference on my bottom line!

Sincerely,

John J. Enkler Sr.  
Service Director