

Hunter Highlights

News and
Trends of the
Automotive
Service Industry

SmartWeight™ Feature Reduces Wheel Weight Use 30-40%!



Spins @ above 5	
2330	
Totals	
Spins:	2330
NonSmartWt:	4502.25oz
SmartWt:	3036.25oz
Savings:	1466.00oz 32.6%
1 wt req'd:	1235
no wts req'd:	165

Since its recent introduction, Hunter's SmartWeight™ balancing technology is saving shops 30% and more in wheel weight use and has generated strong endorsements from those who use the feature every day.

SmartWeight technology is the Hunter GSP wheel balancer feature that improves profit margins by reducing weight use, check spins and weight chasing. In a typical example, this weight savings report screen, provided by Indiana-based Zurcher Tire, Inc., shows 32% savings after 2300 spins. In addition to using fewer wheel weights, 1400 of the jobs (about 60%) required only one or no weights to achieve the best possible dynamic balance, saving technicians valuable time.

Business owner, Mark Zurcher stated about SmartWeight technology, "Balancing plus size tire and wheel combinations with tape weights has also become considerably easier with the new technology. SmartWeight has proven to be well worth the investment."

For more performance results from actual users of SmartWeight™ balancing technology visit: www.weightsaver.com

New Premium Hunter Aligner Services Passenger Cars to Class 8 Trucks

In response to the growing volume of light-, medium- and heavy-duty trucks on the road and shops that service both passenger cars and trucks, Hunter has introduced a premium 811T alignment system that seamlessly interchanges between car and heavy-duty truck service.

The 811T-Plus console accommodates either electronic sensors or digital camera-based sensors, automatically recognizing the sensor type when switching from car to truck service.

The 811T-Plus features a Hunter-branded computer with upgraded processor speed, RAM and hard drive capacity. Premium productivity and profitability features include multi-media information and instruction for passenger cars and light trucks. Hunter Online Internet-based information and management services for passenger cars or heavy-duty trucks and wireless in-shop Internet access are system options.



All Hunter Series 811 aligner cabinet configurations and a combination of flat-panel display and standard monitors are available for the 811T-Plus.

Twenty-Four Sales Representatives Earn President's Club Status



Pictured with the President's Club members are Hunter President Stephen F. Brauer (front row, right), Hunter Executive Vice President Nick Colarelli (back row, left), Hunter Vice President of Sales & Marketing Dave Smith (back row, right) and Hunter Orlando Regional Manager Mike Green (front row, 3rd from right).

2005 - 2006 President's Club

Raymond Bishop
Beau Brauer
Ron Brown
Thad Crawford
Ralph Donovan
Mike Fanning
Mike Glaeser
Jake Gwin

New York Region
Charlotte Region
Atlanta Region
Dallas Region
Houston Region
Orlando Region
Washington Region
San Francisco Region

Lee Ivey
Brian Jones
Kenny King
Kevin Knebel
Richard Konstanzer
Ken McKenna
John Murray, Jr.
Jon Niswonger

Houston Region
San Francisco Region
New Orleans Region
Orlando Region
Chicago Region
Boston Region
Nashville Region
St. Louis Region

Leonard Sisco
Eric Slaton
Darcy Tallon
Jon Tone
Chick Wagner
Lawrence Watson
Jimmy Williams
Robert Womack

Orlando Region
Orlando Region
Orlando Region
Portland Region
Pittsburgh Region
Orlando Region
Dallas Region
Nashville Region

Hunter's top-performing sales representatives from throughout the country were recently named members of the company's prestigious President's Club. Each year Hunter names a select few of its 300-plus member U.S. sales organization for this special recognition and inclusion in the club. The new members and their spouses are invited by the company to celebrate their accomplishments at a four-day resort

weekend in Palm Beach, Florida. In recognition of their performance and dedication to customer service, each new member is also presented with a gold ring from Hunter President Stephen Brauer and Vice President of Sales & Marketing Dave Smith at a gala dinner held in their honor.

Hunter History - 1964

Hunter Becomes First Alignment and Balancing Equipment Supplier to Ford Rotunda

In 1964 Hunter was invited into the Rotunda program and named sole supplier of wheel alignment and balancing equipment for Ford Motor Company's manufacturing and dealer service. The relationship lasts to this day. Hunter is the recipient of numerous Rotunda supplier honors including the Key Supplier Award for the last two years.

The Rotunda parts and equipment program was started by Ford in the late 1950's and named for the Ford Rotunda building, a local landmark and national tourist attraction. A graphic representation of the historic building can be seen in the early Rotunda equipment program logo design.



This photo shows one of the first Rotunda-branded Hunter alignment systems in a newly completed Ford service facility. The configuration is an LAD stationary cabinet with Light-A-Line instrumentation and a PE 36-in. truck pit rack. Hunter's St. Louis Regional Manager Loy Williams (far left), with Ford executives, supervised the installation.

Lansing Shop Opens With Belle Tire's 100th DSP400/600 Alignment System



Belle Tire's newest location, located in Lansing, Michigan, features the operator's typical Hunter alignment bay configuration. Belle Tire also specifies both 4,500-lb. and 8,000-lb. capacity Hunter Swing Air-Jacks to handle heavier camper/recreational vehicles and trucks, a significant segment of their business.

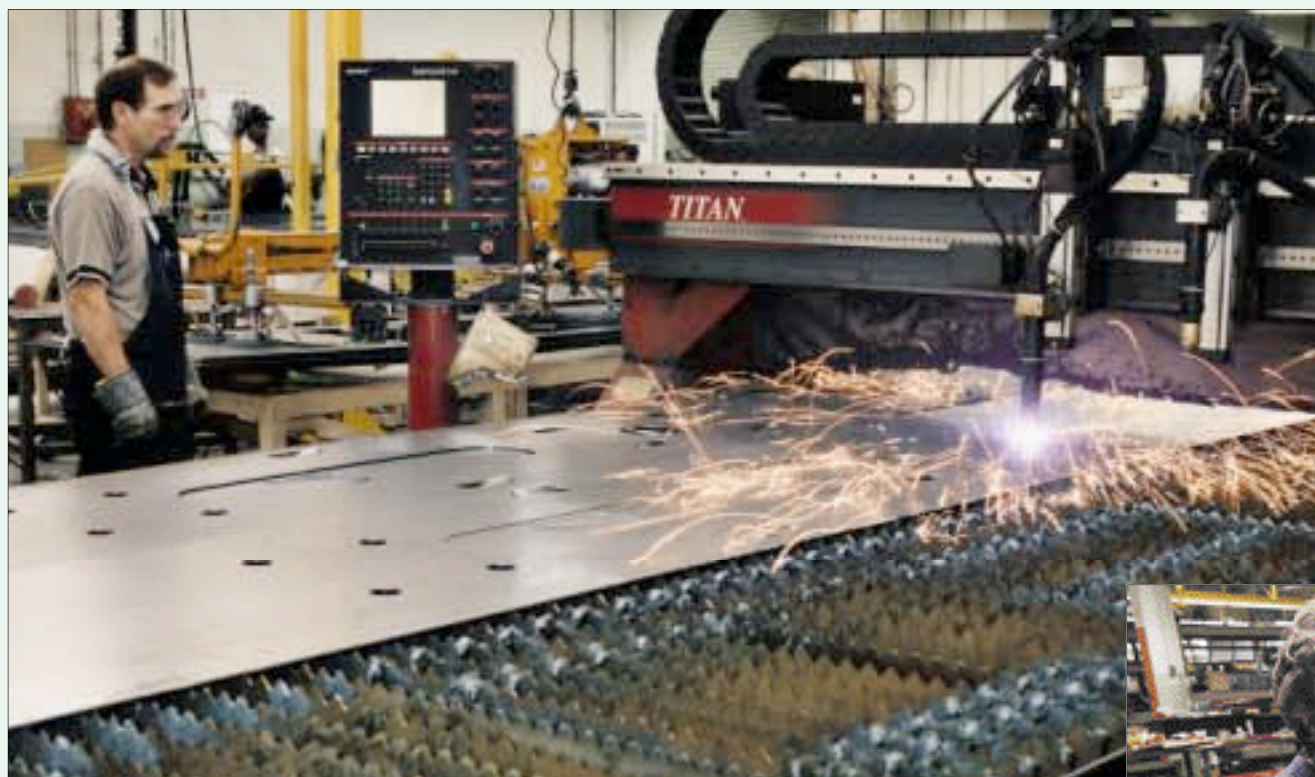
Belle Tire, the Allen Park, Michigan-based retail tire and service provider, reached a significant benchmark recently, having installed its 100th Hunter DSP400/600 digital camera-based alignment system. The new free-standing 10-bay facility is a standard Belle Tire design with two dedicated Hunter PN Pit Rack alignment bays outfitted with Series 811 alignment consoles and DSP600PMW sensor configurations. Belle Tire specifies this Hunter alignment system configuration for all newly constructed facilities.

Hunter digital camera systems speed alignment service while reducing maintenance and downtime. The virtually maintenance-free PN Pit configuration is the quickest and easiest way to get a vehicle to alignment height. A 63-inch



deep center pit provides easy access to the vehicle's underside without having to adjust lift height. The "walk-around" pit provides effortless access to wheels for service and alignment work.

Hunter Plant Applies Newest CNC Plasma Cutting Technology



High-tech plasma cutting technology combines a jet of inert gas and an electrical arc to form a stream of conductive plasma between the workpiece and an anode.

Sheet-steel (shown at left) is cut into lift runway "blanks" that are later formed to shape using a 600-ton Niagara brake press and then welded and powdercoated before final assembly (below).

At Hunter's Durant, Mississippi metal fabrication facility, the precision CNC plasma cutting system is the primary workcenter for turning steel and stainless steel sheets into a variety of "blanks" that will be formed and assembled into Hunter lift racks and jacks. The benefits of the plasma system when compared with conventional methods are speed and quality. It takes just a few minutes to cut the 20-foot-long, 5/16-inch-thick steel sheets that will become lift rack runways.



Hunter Visitors



General Motors Corporation

General Motors' Tire & Wheel Engineer **John Guelker** and Technical Integration Engineer **Donald R. Stevens** review wheel balancer features and capabilities in Hunter's St. Louis Research and Training Center.

From left: Hunter Director of OEM Programs Jeff Kern; Hunter Product Manager Dave Scribner; John Guelker; and Donald Stevens.

BIMA Quality Auto Products

Service Engineers **Gunnar Ladekvist** and **Peter Lundin** from BIMA Quality Auto Products, the distributor of Hunter equipment in Sweden, toured Hunter facilities while receiving factory service training at the company's St. Louis Research & Training Center.

From left: Hunter Director of International Wes Wingo; Gunnar Ladekvist; Peter Lundin; and Hunter Regional Manager Tom Ksiazek.



BMW AG

BMW General Manager, Technical Market Support, Workshop Support **Hans-Lothar Engels** and Director, Technical Service, Market Development **Manfred Stöger** toured Hunter company headquarters in St. Louis during their recent visit.

From left: Hunter Executive Vice President Nick Colarelli; Hans-Lothar Engels; Manfred Stöger; and Hunter Vice President of Research & Development Tim Strege.

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