

Hunter Highlights

News and
Trends of the
Automotive
Service Industry

St. Louis Meetings Introduce New Products to Hunter's North American Sales and Service Organizations



At top, some of Hunter's 600-plus sales and service representatives during the meetings' opening sessions in the Research and Training Center auditorium. Above Hunter Director of Training Byron Morgan demonstrates the TC3500 tire changer's PAX tire service capabilities.



Sales representatives Darrell Feit and Mike Bahm in the training center's drive-through vehicle inspection and service lane.

Recently completed new product and information meetings brought more than 600 Hunter sales and service representatives from throughout the country to the company's headquarters in St. Louis. The annual meetings introduced Hunter's newest technologies, applications and service and technical information to the sales and service teams.

The 2006 meetings were organized to bring sales and service groups together to train side-by-side. This new format places more emphasis on crossover training, combining technical and service knowledge with product application and customer training skills. In a marketplace flooded with new vehicle technologies and more service requirements, Hunter's goal is to help shops gain the maximum profitability from their undercar service bays.

Hunter has long employed a comprehensive training program to support the sales and service teams that back its products. In addition to being the largest dedicated sales and service forces in the industry, Hunter representatives provide a level of experience and scope of coverage that is unequalled. Hunter customer support also includes a network of regional education centers located throughout the country that annually train thousands of technicians and managers in the real-world application of Hunter undercar service technology.

Following Hunter Service Check, Mike Ryan Makes

Prior to his ninth win and sixth record-setting run in the historic Pikes Peak International Hill Climb, race and stunt driver, racing truck builder, accident forensics expert, aviator and entrepreneur Mike Ryan stopped by Hunter's Truck & Bus Safety Center in St. Louis. Ryan visited the center to acquire some precise alignment and brake performance data and fine tune his Freightliner Century Class S/T racing truck.

Hunter engineers used a standard 811T to measure the truck's alignment. The system's WinToe feature was employed to accommodate the truck's rack and pinion steering, which only this year became Freightliner original equipment.



Shown at top, Mike Ryan in his Freightliner Century Class S/T Pikes Peak racing truck on his way to a ninth victory in his sixth record time up the mountain. Above, weeks prior to the July 4th weekend race, Ryan made brake and alignment adjustments based on test results at Hunter's Truck and Bus Safety Center in St. Louis.

Ryan's repeated passes over the center's B400T brake tester and low-speed laps through the parking lot when calibrating his cab-adjustable brake balance system drew curious glances from classrooms at the adjacent Hunter training center.

When not racing in the U.S. and internationally, Ryan exhibits the truck at industry events throughout the country. His schedule is available at www.fastrucks.com. In addition to his racing and business accomplishments, Ryan serves on the board of directors of Trucker Buddy International, the pen-pal group that matches professional drivers with elementary school classes.

Michelin Names Hunter a Strategic Partner in China



Hunter Director of International Wes Wingo and the other Michelin strategic partners (at left) cutting the ribbon that was prepared especially to mark the official opening of the 300th TyrePlus retail tire shop in China (above).

An elaborate and colorful series of ceremonies held recently in the city of Qingdao marked the opening of the 300th Michelin TyrePlus retail tire store in the booming China market and the naming of Hunter Engineering as a strategic partner in the enterprise. Hunter is now the recommended wheel alignment provider to all TyrePlus stores in China, joining four other companies who will supply their respective products.

While Hunter has shipped products to Asia-Pacific countries since the 1950's, China's recent economic expansion has provided unprecedented opportunity and growth for Hunter in the region. Hunter installed Jay Zhang as Managing Director-China in 2005 and continues to supply and grow its relationships with OE manufacturers and dealers, tire manufacturers and retail tire and service shops throughout the country.

Representatives of the five strategic partners just prior to a signing ceremony. Later, a "talk show" forum discussion about the development of automotive aftermarket and parts sales in China was presented to the business and automotive press and the public. At far left is Michelin Investment Co., Ltd. Chairman Yves Chapot. At far right is Hunter Director of International Wes Wingo.

Record Win at 2006 Pikes Peak Hill Climb

Hunter President Stephen Brauer stopped by during testing and traded stories with Ryan. From left are: Hunter R & D Engineer Dennis Linson; Manager R & D Engineering Mike Gerdes; Heavy-Duty Product Manager Mitch Weller; Mike Ryan; and Stephen Brauer.



Hunter's heavy-duty truck pit rack made easy work of alignment adjustments, including a critical rear-axle offset, to ensure that the engine's 1250 horsepower is efficiently delivered to the road. The truck is powered by a Mercedes-Benz 501 V6 twin turbo diesel, originally designed for European truck road racing. The engine is actually de-tuned using smaller turbochargers, which better handle the high altitude encountered at Pike's Peak.



In a gift he presented to Emmanuel Ladent, Sales & Marketing Director, Michelin Shenyang Tire Company Ltd., Hunter's Wes Wingo points out the St. Louis Gateway Arch, a monument to the historic westward expansion in the U.S., and relates its similarity to the current economic expansion in China.



The shop's S811-17 console with standard DSP600 sensors shown here is now the typical TyrePlus alignment configuration. Shown with the equipment are Charles Zhang, General Manager and Mike Jiang, Domestic Marketing Manager for Shanghai Baolong Industries, Hunter's distributor and co-partner for the Michelin TyrePlus project.

Hunter Visitors

Equipment Solutions

EQS Area Sales Managers **Tod Hunsucker**, **Urson LaSagna**, **Bob Doyle**, **DuWayne Jennings** and **Bob Landreth**, EQS Facility Coordinator **Brian Johnson**, Regional Sales Manager **Mike Esposito**, National Sales Manager **Stan Gipe** and Director of Facility Actions **Jeff Gaskill** attended a two-day Hunter product review to support EQS field sales efforts.

From left are: Hunter North Central Division Manager **Greg Dunkin**; **Bob Doyle**; **Bob Landreth**; **Brian Johnson**; **Stan Gipe**; **Tod Hunsucker**; **Jeff Gaskill**; Hunter Director of OE Programs **Jeff Kern**; and **DuWayne Jennings**.



Sullivan Tire Co.

Manager of Sullivan Tire Lift Works division **Ray Russell** and Sullivan Tire Co. Director of Purchasing **Dan Sawiski** toured Hunter facilities and reviewed new undercar service technology.

From left are: **Ray Russell**; Hunter Boston Regional Manager **George Ryan**; **Dan Sawiski**; and Hunter Product Manager **Pete Liebetreu**.

American Honda Motor Company and Michelin North America

American Honda Tools & Equipment Manager **Wes Arnold**, Equipment Solutions Honda Account Manager **Don Lofthouse**, Michelin OE Account Manager - PAX Tire System **Keith Towers** and Michelin Engineering PAX Tire System **Cliff Ulshafer** met with Hunter engineers and product managers in St. Louis to review Hunter's PAX tire support systems.

From left are: **Keith Towers**; Hunter Western Division Manager **Bill Markey**; Hunter President **Stephen Brauer**; **Wes Arnold**; **Don Lofthouse**; and **Cliff Ulshafer**.



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