

# Hunter Highlights

News and Trends of the Automotive Service Industry

## Hunter Sales and Service Top Performers

### 2006 - 2007 Lee Hunter Service Award Recipients



**Chris Achatz**  
**Gregory Bacon**  
**Kevin Belisairo**  
**James Bowie**  
**Edward Clark**  
**Bobby Copper**  
**Thomas Dello Iacono**  
**Gregg Donatell**  
**Scott Engelhardt**

**Orlando Region**  
**Denver Region**  
**Denver Region**  
**Houston Region**  
**Detroit Region**  
**Washington Region**  
**Dallas Region**  
**Minneapolis Region**  
**Minneapolis Region**

**Edward Foster**  
**David Fox**  
**Edward Grasso**  
**Richard Huff**  
**Gary Jordan**  
**Scott Kohler**  
**Steven Langner**  
**James McElduff**  
**Kevin McNamara**

**Minneapolis Region**  
**Cincinnati Region**  
**Philadelphia Region**  
**Cleveland Region**  
**Charlotte Region**  
**St. Louis Region**  
**Cincinnati Region**  
**Charlotte Region**  
**Phoenix Region**

**Michael Morris**  
**Jeffrey Pincher**  
**Jay Savage**  
**Robert Schmoll, Jr.**  
**Kaleb Silver**  
**Scott Syndergaard**  
**Warren Tomanpos**  
**Gordon Trainer**  
**Matt Wise**

**Phoenix Region**  
**New York Region**  
**Washington Region**  
**Nashville Region**  
**New Orleans Region**  
**Phoenix Region**  
**San Francisco Region**  
**Houston Region**  
**St. Louis Region**

**F**orty-seven Hunter sales and service representatives were recently honored for performance that exceeds the highest standards. The Lee Hunter Service Award was presented to 27 service representatives who consistently find ways to improve the quality of their work and achieve the highest measures of customer satisfaction.

Twenty sales representatives who consistently exceed expectations in sales and customer satisfaction were inducted into the President's Club. In recognition of their efforts and successes, all of the award recipients and their spouses were invited on an expenses-paid weekend retreat in Palm Beach, Florida.

### 2006 - 2007 President's Club Members



**Ralph Bachemin**  
**John Bookstaver**  
**Beau Brauer**  
**Ron Brown**  
**Rick Buckley**  
**Louis Effinger, Jr.**  
**Trevor Farris**

**New Orleans Region**  
**New York Region**  
**Charlotte Region**  
**Atlanta Region**  
**Atlanta Region**  
**Nashville Region**  
**New Orleans Region**

**Phil Hinson**  
**Rick Hudon**  
**Kenny King**  
**Brad Lancaster**  
**Tom Lang**  
**Sean Latham**  
**Daniel Matheney**

**Charlotte Region**  
**Cincinnati Region**  
**New Orleans Region**  
**Denver Region**  
**New York Region**  
**Nashville Region**  
**Phoenix Region**

**Mark Miller**  
**Jeff Murray**  
**Hillary Parrish**  
**Dan Trahey**  
**Mike Wells**  
**John Zentz**

**San Francisco Region**  
**Nashville Region**  
**Charlotte Region**  
**Detroit Region**  
**New Orleans Region**  
**Charlotte Regional Manager**

# New Product Management Responsibilities Announced

**H**unter's Director of Product Management Denny Bowen has announced new assignments for the managers overseeing the company's various product lines. Pete Liebetreu is now responsible for all Hunter lifts, racks, jacks, turnplates and accessories as well as tire changers. Dave Scribner is responsible for all brake lathes and wheel balancers. Mitch Weller is responsible for heavy-duty truck products and vehicle inspection equipment. Robert Bruce is now responsible for government sales. Bowen will continue to manage all Hunter wheel alignment system products for cars and light trucks as well as supervise the company's product management team.



**Dave Scribner, manager of Hunter wheel balancers and brake lathes.**



**Pete Liebetreu, manager of Hunter lifts, racks, jacks and tire changers.**



**Mitch Weller, manager of heavy-duty products and automated inspection lane equipment.**

## Storage Systems Make Wheel Balancing Fast, Accurate



**The optional Collet Storage Rack Kit (shown here with the optional Pin Storage Rack) fits Hunter GSP9712, GSP9612 and DSP9600 wheel balancers.**

**A**ccurate center mounting, a requirement for precise wheel balancing, is only possible when using the correct size collet, cone or flange plate. Shops that don't keep these accessories organized at best waste time and at worst compromise accuracy by failing to properly mount the wheel.

Hunter's new trolley for direct-fit collets, flange plates, spacers and cones provides organized storage and mobility. It also provides a color-coding system that ensures that each accessory is stored properly and easily located when needed.

The Collet Storage Rack Kit and Pin Storage Rack, options for Hunter wheel balancer models, provide organization and quick access by placing accessory storage conveniently on the balancer body.



**The trolley provides organized storage and mobility of direct-fit collets, flange plates, spacers and cones for all Hunter wheel balancers.**

## Hunter Supports Automotive Engineers of Tomorrow

**M**embers of St. Louis' Washington University Formula SAE racing team recently borrowed an alignment bay at Hunter's Research & Training Center to fine-tune their car for an upcoming competition that will pit them against 120 other teams from colleges and universities throughout the world.

Formula SAE, developed by the Society of Automotive Engineers in conjunction with schools and industry sponsors, enables students to learn by designing, fabricating and competing with sophisticated formula-style racing cars they build from scratch each year. Hunter's engineering staff boasts several Formula SAE alumni.



**Washington University engineering students Ryan Hyslop, Jake Sparks, Joe Nelson and Eric Jensen measure alignment and frame angles of their Formula SAE car at Hunter's Research & Training Center in St. Louis.**



# Hunter Distributor Earns Gold at Auto Africa Expo



**L**eadequip Automotive Services (Pty), Ltd of South Africa, one of Hunter's largest International distributors, earned a Gold Medal Award for their display of Hunter equipment at the recent Auto Africa Exhibition in Johannesburg. According to show officials, the Award was earned for superior design, functionality and presentation.

Auto Africa is the largest automotive and equipment exhibition on the African continent. Hunter is the leading supplier of wheel alignment equipment in southern Africa and continues to grow sales of equipment engineered to meet the wide ranging demands of that market.

*Receiving the Gold Medal Achievement Award for their Hunter equipment exhibit at Auto Africa are Jose Domingues (left) and Jan Labuschagne, principal partners in Leaderquip Automotive Services (Pty), Ltd.*

# St. Louis and Hunter Host Showpower Expo 2007

*Crowds at Hunter's equipment display on the Showpower exhibit floor kept the staff busy demonstrating the company's newest undercar service technologies.*

*Ford ASSET Instructors Rick Anthes (bottom of page) and Steven Goessling (below) conducted seminars in advanced onboard diagnostic system capabilities and electronic transmission service, respectively, at the Hunter Research & Training Center in Bridgeton, Missouri.*



**S**howpower Expo 2007 recently brought industry professionals from throughout the U.S. to the St. Louis America's Center and Hunter Engineering to learn about the newest undercar service technologies. The Showpower lineup included technical and management seminars, social events and an exhibit floor where top manufacturers and distributors showcased their wares.

Hunter's role in the event included hosting Ford Motorcraft factory-authorized seminars at the company's Research & Training Center. Openings were quickly filled for the day-long advanced diagnostics and service courses.

Produced by MD Publications, publisher of Undercar Digest and Transmission Digest, Showpower Expo is held annually in alternate host cities throughout the U.S.





# Hunter Visitors



## Continental General Tire

Continental General Tire Field Service Engineers **Ali Cardenas, Jeremy Parrott, Clint Ramsey, Patrick Monaghan** and **Brian Cieslak** recently attended an intensive GSP9700 Road Force Measurement® System training seminar led by Hunter product manager Dave Scribner at the company's Research & Training Center in St. Louis.

From left are: Ali Cardenas, Dave Scribner, Jeremy Parrott, Clint Ramsey, Patrick Monaghan and Brian Cieslak.

## EngTechService and AutoPromImpex

Sales Manager **Fedor Bazhenov** (second from right) led a group of his staff from the Moscow-based Hunter distributor EngTechService and its Ukraine-based affiliate AutoPromImpex through a sales training program conducted by Hunter Regional Manager Amin Alasgarli (left) and International Tech Support Manager Phil Baldwin (right) at Hunter's Research & Training Center.



## Hay Ithalat

**Zafer Akduman**, owner of Hay Ithalat, the exclusive distributor of Hunter products in Turkey, and company managers **Tugrul Sarar, Hasan Karsli** and **Hakan Cetinkaya** attended a service training program conducted by Hunter Regional Manager Amin Alasgarli at Hunter's Research & Training Center.

From left are: Tugrul Sarar, Hasan Karsli, Zafer Akduman, Hakan Cetinkaya and Amin Alasgarli.

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A Publication of Hunter Engineering Company

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