

## Matt Wise, Jeff Piel to Manage, Train Hunter's Nationwide Service Organization

**H**unter has divided the responsibilities of its U.S. service organization management naming Matt Wise, National Service Manager and Jeff Piel, Service Training Manager. Wise is now responsible for developing and administering service organization programs, Piel for training and skills upgrade programs. Both managers have backgrounds in automotive industry training and administration as well as a foundation in automotive service. Both are ASE Master Certified Technicians.



*Matt Wise, National Service Manager (left) and Jeff Piel, Service Training Manager at Hunter's Research and Training Center headquarters in St. Louis.*

## Jeff Russell Named Director of Marketing



*Hunter's new Director of Marketing, Jeff Russell.*

**J**eff Russell has been named Hunter's Director of Marketing, reporting to Dave Smith, Hunter Vice President of Sales and Marketing. Russell is now responsible for all of the company's expanded marketing activities, including telemarketing and data management to support product development, sales and service. Prior to joining Hunter as a Sales Representative, Russell represented a manufacturer of digital test and measurement instruments to a customer base that included U.S. and European auto makers.

## Hunter Highlights

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# Hunter Highlights

## Hunter Introduces RX-12 Large Capacity Scissor Alignment Rack



**H**unter's new RX-12 Scissor Lift Rack offers a large capacity, space-saving design with many features that make the technician's job safer and easier. Requiring only a minimum bay length, the RX-12 features a rugged 12,000-lb. capacity, lifts to a 68" working height and offers a choice of runway lengths for multiple service needs. Independent runways provide unrestricted workspace underneath the vehicle.

A patented, feedback leveling system ensures that the rack is alignment level at each of 18 locking positions. Standard RX series alignment rack features include lightweight alloy clip-on work steps and a built-in air line kit offering front and rear air connections for air tools and power jacks. Optional 6,000-lb. swing air jacks lift vehicles off of the runways during alignment and other service operations.

# Hunter Honors Top Performing Sales and Service Representatives

## 2001-2002 President's Club Members

Roger Bello, Orlando Region  
 Sid Bowdidge, Boston Region  
 Herk Briggs, Houston Region  
 Jeff Crooks, Chicago Region  
 Michael Fanning, Orlando Region  
 Tim Fox, Dallas Region

Matthew Harrington, San Francisco Region  
 Donald Hunter, Washington Region  
 Steve Johnson, Atlanta Region  
 Ken McKenna, Boston Region  
 David Sherrill, Charlotte Region  
 Jay Sloane, Orlando Region

James Smith, Houston Region  
 Tim Taylor, Houston Region  
 Mitch Weller, Orlando Region  
 Dean Williams, Houston Region  
 Jimmy Williams, Dallas Region

## 2001-2002 Lee Hunter Service Award Winners

Keith Basom, Cleveland Region  
 Dave Billings, Phoenix Region  
 Ed Clark, Detroit Region  
 Scott Engelhardt, Minneapolis Region  
 Danny Ezell, Orlando Region  
 Keith Fry, Philadelphia Region  
 Scott Kohler, St. Louis Region

Jim McElduff, Charlotte Region  
 Mike Morris, Phoenix Region  
 Dennis Patrick, Dallas Region  
 James Ruth, Washington Region  
 Allan Schmitt, Cleveland Region  
 Robert Schmoll, Jr., Nashville Region  
 Scott Snydergaard, Phoenix Region

Sherman Strootman, Minneapolis Region  
 Gordon Trainer, Dallas Region  
 Bill Weising, Philadelphia Region  
 (not pictured)  
 Mike DiMarco, Boston Region  
 Gregg Donatell, Minneapolis Region  
 Mike Willard, Orlando Region



New President's Club members in Palm Beach, Florida, with Ambassador Stephen Brauer, the former President of Hunter Engineering Company (left), Dave Smith, Vice President of Sales and Marketing (second from left), Jeff Russell, Director of Marketing (third from left), Mike Green, Orlando Regional Manager (fourth from right) and Nick Colarelli, Executive Vice President (third from right).

**H**unter recently honored 17 top performing Sales Representatives with entry into the elite President's Club. The award is made annually with each new member receiving a gold ring signifying their entry into this exclusive group. This year members were also treated to a four-day weekend retreat, with

their spouses, in Palm Beach, Florida. President's Club members are selected based on sales performance and customer satisfaction. Each of the 280-plus members of Hunter's U.S. Sales organization is eligible to receive the award.



Lee Hunter Service Award recipients at a gala dinner in their honor in Palm Beach, Florida, with Hunter's Nick Colarelli, Executive Vice President (left) and Dave Smith, Vice President of Sales and Marketing (right).

**H**unter presents the Lee Hunter Service Award annually to a select number of Service Representatives who consistently find more ways to improve the quality of their service and to achieve the highest measures of customer satisfaction. This year 20 Hunter Service Representatives earned the honor. They were presented with the Lee Hunter Service Award custom watch

during a gala dinner in Palm Beach, Florida, where they were joined by spouses and members of Hunter senior management. Hunter fields a team of more than 280 independent service representatives with territories throughout the United States – the largest dedicated service organization in the industry.