

# Hunter Sales Organization Gets HOT



Hunter's Director of Training Byron Morgan (at 611 console) and this recent HOT class set up an alignment procedure using the newest generation of Hunter's WinAlign® Software.



Class members review new HunterPro™ Lathe Packages after cutting brake rotors on this BL505 Bench Brake Lathe.

This summer, members of Hunter's 280-strong U.S. sales organization got HOT (hands on training) during week-long equipment review seminars at the company's St. Louis Research and Training Center. The HOT program is the quickest and most effective way for Hunter's sales team to become expert in the newest profit-making features and capabilities of the products they represent. The HOT program also brings sales staff together face-to-face with Hunter's engineering, manufacturing and customer service staff for a first-hand exchange of information about equipment and service performance in the field.

## Hunter Highlights

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# Hunter Highlights

## Hunter Opens German Subsidiary Near Munich



Hunter Engineering Company and Hunter Deutschland staff greeted customers recently at the Reifen International show in Essen, Germany. From left: Hunter Regional Manager Tom Ksiazek; Hunter Technical Manager International Pat Callanan; Hunter Executive Vice President Nick Colarelli; Hunter Deutschland OEM Account Manager Rolf Lapp; Hunter Director of International Joe Fuller; Hunter Deutschland Managing Director Martin Adams.



Hunter Engineering Company has opened a wholly-owned subsidiary, Hunter Deutschland GmbH, in the Munich suburb of Gröbenzell. Hunter Deutschland now offers Germany-based automakers the same supplier relationship opportunities that are enjoyed by those in the U.S. In addition to soliciting orders directly from key automotive OEM account programs, Hunter Deutschland will also support Hunter's existing network of independent distributors and service providers within Germany.

Hunter has operated in the global market since the early 1950's. The establishment of Hunter Deutschland is the most recent response by Hunter Engineering Company to the long-term needs of a changing international customer base.

Martin Adams, former Hunter European OEM Account Manager, has been appointed Managing Director of Hunter Deutschland. His Gröbenzell office will support an OEM Account Manager, Regional Sales Manager and National Service Manager, along with office staff.



## HunterUser.com Provides Gateway to Information and Services



**H**unterUser.com provides technicians and shop owners using the newest WinAlign® Software with a customized gateway to useful Internet-based information and services. From its Hunter aligner, a shop can view its own personalized HunterUser.com homepage and receive messages about specification releases and product updates. The homepage also provides links to Hunter service, on-line accessory catalogs and other product information. With a click of the mouse, HunterUser.com is easily accessed at various locations within WinAlign® Software.

*This personalized HunterUser.com homepage shows specific vehicle and equipment information and links to useful Internet-based information and services.*

## Hunter Ships First Production Series 511 Introductory Alignment System

**T**he first production unit of Hunter's new Series 511, an upgradable, introductory computerized wheel alignment system, recently received a Hunter-traditional "christening" at the company's Bridgeton, Missouri assembly center. The Series 511 is an ideal system for shops seeking to start a profitable alignment service with minimal investment. When a shop decides to upgrade to a Hunter Windows-based system, Hunter will give it full value credit for its Series 511.



*Hunter managers and engineers "christen" the first-to-be-shipped production Series 511 aligner with a touch of bourbon. From left: Manager R&D Engineering Mike Stieff; Mechanical Design Engineer Paul Altnether; R&D Electrical Engineer Don Klarer; Vice President of Sales and Marketing Dave Smith; Executive Vice President Nick Colarelli; Director of Alignment R&D Tim Strege; Director of International Joe Fuller.*

## Morgan Named Director of Training



**Byron Morgan,**  
Director of Training

Byron Morgan has been named Director of Training for Hunter Engineering Company reporting to Dave Smith, Hunter Vice President of Sales and Marketing. Morgan is now responsible for Hunter's U.S. training operations that include the company's nationwide network of regional training centers and training programs that serve Hunter customers and the company's 600 sales and service representatives. Morgan joined Hunter as a sales representative in 1991 with territories in the Wichita, Kansas area. He was named National Sales Training Manager in 1999.

## Wirkus Named St. Louis Regional Manager



**Delyn Wirkus,** St. Louis  
Regional Manager

Hunter has named Delyn Wirkus to the position of St. Louis Regional Manager. Wirkus is now responsible for all Hunter sales activities in an area that includes the state of Missouri, southwest Illinois, northern Arkansas, and a portion of eastern Kansas. Wirkus will report directly to Greg Dunkin, manager of Hunter's North Division. A member of Hunter's U.S. sales organization since 1998, Wirkus was responsible for territories in Wichita, Kansas and surrounding areas, prior to this most recent appointment.

## Hunter Visitors



### Bob Sumerel Tire Company

From left: **Wes Wingo**, Hunter Cincinnati Regional Manager; **Dave Scribner**, Hunter Product Manager; **Craig Sumerel**, Bob Sumerel Tire Company President - Retail Sales.

### Kumho Tire "Tire Pro" Shop Owners

Kumho Tire shop owners tour Hunter facilities with **Alan Kennedy**, Hunter Asia Pacific Regional Manager (back row, left); **Tony Campanella**, Hunter Plant Manager (back row, right); **Park Woo Jin**, Korean distributor SWEEM (middle row, left); **C.S. Choi**, SWEEM (middle row, right); **Ahn Young Ryong**, SWEEM agent. (front row, left).

