

# Ambassador and General Rediscover That It's a Small World

At a January 17, 2003 Change of Command ceremony for Supreme Allied Commander Europe, Chairman of the Joint Chiefs of Staff General Richard B. Myers (USAF) approached Ambassador Stephen F. Brauer and asked if he had previously been associated with Hunter Engineering Company. Receiving an affirmative reply, General Myers proceeded to tell Ambassador Brauer how, as a young man, he demonstrated and sold the Hunter Tune-In wheel balancer! General Myers' father was a Hunter distributor in the Kansas City area (Myers Brothers) and the company, still a Hunter distributor, is run by the general's brother Chuck Myers.



General and Mrs. Richard B. Myers, Ambassador and Mrs. Stephen F. Brauer, at Supreme Allied Command Headquarters in Europe, near Mons, Belgium.

## Hunter Visitors



### American Tire Distributors

Pictured from left: Hunter Charlotte Regional Manager **John Zentz**; ATM Director of Equipment & Supplies **Jeff Snyder**; ATM Vice President of Sales **Roland Boyette**; ATM Director of Marketing **Jason Shannon**; ATM Senior Vice President of Sales and Marketing **Phil Marrett**; ATM Vice President of Equipment & Supplies **Gary Reed**; Hunter Vice President of Sales & Marketing **Dave Smith**.

## Hunter Highlights

A Publication of Hunter Engineering Company

11250 Hunter Drive  
Bridgeton, MO 63044 U.S.A.  
314-731-3020  
<http://www.hunter.com>

# Hunter Highlights

Volume 88/2003

News and  
Trends of the  
Automotive  
Service Industry

## New Hunter Regional Training Center Opens in Charlotte

Hunter staff welcome visitors to the grand opening of the company's newest fully dedicated regional training facility.

The Charlotte Regional Training Center also supports twenty-five Hunter Sales and Service Representatives that are responsible for customers in most of North Carolina and parts of South Carolina and Virginia.



Customers, business partners and Hunter staff recently gathered in Charlotte, North Carolina to celebrate the grand opening of the company's newest Regional Training Center and Southeast Division Headquarters. The 5,800 sq. ft. free-standing building is the newest addition to Hunter's nationwide fleet of regional training facilities. It features six service bay classrooms equipped with the newest Hunter undercar service technology and additional class and meeting rooms. The center also serves as Hunter's east coast headquarters for heavy-duty alignment training. Customers can find class schedules and enroll at Hunter's Web site: [www.hunter.com](http://www.hunter.com).

# "Hunter Online" Internet-based Information, Service and Management Tools Help Shops Earn More Profits



*Shops using Hunter Online receive secure usernames and passwords providing access to each feature.*

Hunter has introduced a suite of online tools that harness the extensive information and communications power of the Internet to make alignment faster, easier and more profitable. Hunter Online tools are accessible through a Hunter alignment system or other Internet-capable computers in the shop.

**ShopResults.NET Online Service** provides an archive for alignment data via a secure Web server. Shops can also directly e-mail alignment results from the Hunter aligner to vehicle owners and business partners. Shop managers can produce reports, using the archived alignment data, to support business activities and meet goals.

**UnderCarInfo.NET Subscription** allows front-office staff to educate the vehicle owner and explain service options using photos, videos and illustrations from Hunter's extensive vehicle information database.

**WebSpecs.NET Specification Database** provides access to the newest vehicle specifications, adjustment illustrations and optional Digital Photos from an Internet-connected Hunter aligner or any Internet-connected computer in the shop.

All Hunter Online features are standard equipment on the 811P-Plus alignment system. Hunter Online features use Hunter-patented, state-of-the-art .NET Web service technology.

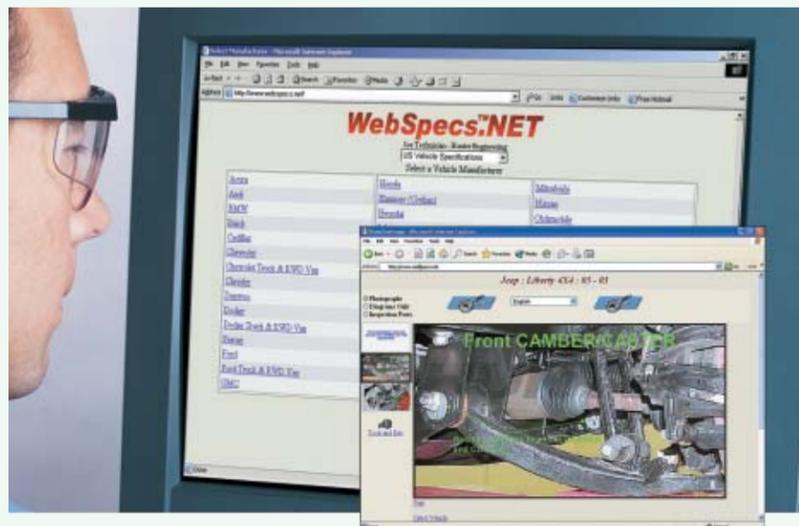
## ShopResults.NET Online Service



## UnderCarInfo.NET Subscription



## WebSpecs.NET Specification Database



# WinAlign® Software Version 7.0 Introduced



*Tools & Kits "Order Now" feature of WinAlign® Software 7.0 lets technicians order parts online from the aligner console.*

Hunter has released the newest version of its award-winning WinAlign® Alignment Software. WinAlign Software version 7.0 adds new capabilities and supports more available features that speed and simplify wheel alignment and provide quicker and easier access to information.

New version 7.0 features include:

- New Drop Down Menus available from Powertool bargraphs make WinAlign navigation even faster and easier.
- An enhanced Symmetry Angle screen that provides more information about the current alignment condition of the vehicle.
- A Virtual Caster screen that completes the caster sweep more quickly using Virtual View™ real-time imaging.
- A Tools and Kits "Order Now" feature providing online ordering capability from within WinAlign software. Technicians can research and order parts without leaving the alignment console.

# Hunter Holds National Sales and Service Meetings

*Hunter called its entire sales and service organizations – more than 600 representatives – to its home offices in St. Louis for a series of seminars that introduced the company's newest undercar service products.*



*Hunter varies the location of these meetings every six to twelve months to ensure that its sales and service representatives are as informed as possible about new products and service procedures. The representatives receive two days of intensive hands-on and classroom training from Hunter instructors, product managers, engineers and executives.*