

Hunter Highlights

News and Trends of the Automotive Service Industry

Hunter Service Team Is Largest Ever



Hunter Service Representatives in a new-product training class at the company's St. Louis headquarters Research and Training Center.

The Hunter Service Representatives who met recently in St. Louis for annual new-product training made up the largest service organization ever in the history of the company. Recently expanded Hunter sales and service regions have grown the organization to 321 representatives in United States and Canada.

Hunter's team of independent service representatives provides customer support that is unequalled in the industry, starting with equipment installation and training and continuing with comprehensive service throughout the life of the equipment.

Customers can rely on Hunter representatives to have the experience required to provide the highest quality service. Time on the job currently averages 8.5 years. Nearly 30 percent have been with Hunter more than 10 years and many are in the 20-year category.

Hunter's successful approach to service is proven by the outstanding marks recorded in the company's most recent biennial customer satisfaction survey that queries every Hunter customer. The survey showed an outstanding overall customer approval rating of 98.5 percent.

Meineke Names Hunter Preferred Equipment Provider

Meineke Car Care Centers has named Hunter its Preferred Vendor of alignment and wheel service equipment offered to Meineke shops through the company's dealer equipment program.

Packages to outfit new Meineke Car Care Centers now include a full-range of industry-leading Hunter equipment including the Series 811 alignment system with DSP600 digital imaging sensors. Bench type and on-car brake lathe packages include the cutting edge OCL400-LT-PRO lathe with computer compensation and the innovative ServoDrive™ feature. Meineke management also selected the TC3250-HP EVO-style tire changer to handle the widest range of OE and custom tires and wheels.



This top-performing Meineke Car Care Center in St. Louis employs Hunter digital imaging alignment technology for quicker service, greater accuracy and ease of use.

Headquartered in Charlotte, North Carolina, Meineke Car Care Centers is one of the largest automotive service providers in the industry.

Meineke has approximately 900 franchised locations throughout North and South America and the Caribbean.

Volkswagen Audi Group Hunterizes North America Headquarters Service Garage



The recently renovated Service Engineering Garages at the Volkswagen Audi Group North American Headquarters in Auburn Hills, Michigan, includes a dedicated undercar service bay equipped exclusively with V.A.G.-approved Hunter workshop equipment.

A VAS 6292 alignment system with a DSP600WMS wall-mounted sensor configuration provides alignment services for the automaker's Detroit-area fleet of management and test vehicles. The alignment system is matched with a Hunter RX-12 scissor-type alignment rack.

The garage is also equipped with Hunter V.A.G.-approved wheel service equipment – a TC3500VAG for advanced tire mounting and demounting operations and a Hunter GSP9700 Road Force Measurement® System (V.A.G part number VAS 6232) for tire- and rim-related vibration management.



Hunter Reaches Europe, Middle East Markets at Motortec

In conjunction with Rivolta-TecnicAuto, S.A. its sole distributor in Spain, Hunter was a significant presence at the recent 2005 Motortec automotive equipment show in Madrid. Motortec is the largest and for Hunter the most important trade show on the Iberian Peninsula, attracting buyers not only from Europe but also north Africa and throughout the Middle East. As a European center of car and truck manufacturing, Spain is also an active and growing market for Hunter.

The 2005 Motortec was the first time Hunter showed its newest DSP600 alignment sensors and its entire wheel balancer line in the region. Hunter alignment systems, wheel balancers and wheel vibration management technology dominated the Rivolta-TecnicAuto booth. Rivolta-TecnicAuto, S.A. is also a branch of Pogliani & Rivolta S.p.A., the distributor of Hunter products in Italy.



Just prior to opening, the Rivolta-TecnicAuto booth at Motortec in Madrid provides a handsome display of Hunter technology.

New PowerSlide™ Alignment Rack Slip Plates Save Time, Prevent Accidental Damage

PowerSlide™ slip plates are now available on newly purchased, select Hunter RX Scissor Alignment Racks.



PowerSlide control and status display are conveniently located on the lift console. One touch of a button locks or unlocks them.



Hunter engineers have developed a lift rack feature that makes wheel alignment faster and more efficient, and minimizes a leading cause of damage.

The PowerSlide™ slip plate locking mechanism electronically locks and unlocks rear wheel slip plate pins using a button located on the lift control console. This can significantly reduce extra trips around the vehicle to manually remove and replace lock pins during the alignment procedure.

PowerSlide slip plates also automatically lock when the rack is lowered to the ground. This prevents costly damage resulting from technicians driving the vehicle off the rack when slip plates are unsecured.

One touch of the PowerSlide button on the lift console locks or unlocks the slip plates and LED lights indicate the status.

Zhang Named Managing Director of Hunter China



Jay Zhang (fourth from left) and Hunter International Technical Manager Patrick Callanan (third from left) train new Hunter distributors at the company's Research and Training Center in St. Louis.



Jay Zhang, Managing Director - China

Hunter has named Jay Zhang Managing Director-China, reporting directly to Hunter Director of International Wes Wingo. In addition to managing Hunter's distribution network in China, Zhang's responsibilities now include further

development of relationships with OEMs and end-user organizations in that country. Zhang earned an undergraduate degree from the University of Notre Dame and a Masters of Business Administration in Finance from Loyola University in Chicago.

Hunter History - 1962

Tune-Align System Advances Wheel Alignment Precision



Hunter's Charles R. "Dick" Lang demonstrates the Tune-Align Alignment System the year it was introduced.

In 1962, sixteen years after Hunter Engineering Company was founded to produce and market Lee Hunter's innovative automotive service inventions, the company introduced its second major wheel alignment product, the Tune-Align Alignment System. The Tune-Align was the first mechanical alignment system that was capable of compensating for lateral wheel runout. Prior to the Tune-Align, alignment precision was at the mercy of the condition of the hub or wheel.

The Tune-Align was also the first system to automatically guide the operator during adjustment (a mechanical version of today's on-screen adjustment bar graphs), improving alignment speed and ease of use. As the adjustment was made, a clacker sounded and lamp on the sensor box flashed at a rate that corresponded to the proximity of the adjustment to specification.

The Tune-Align's success helped secure Hunter's position as the undercar service leader and support the company's expansion and introduction of newer technologies. In 1969, Hunter's F60/70 Compute-A-Line would advance the state-of-the-art and become the industry's first successfully marketed computerized dynamic wheel aligner.

Hunter Visitors

Volkswagen AG

Executives from Volkswagen AG Service Division, Workshop Equipment **Alexander Seibold** (fourth from left) and **Udo Bärensprung** (fifth from left) visited Hunter from Wolfsburg, Germany to discuss existing contracts and review new equipment. They were accompanied by Volkswagen Audi of North America Equipment and Tool Manager **Keith Krebs**.

Pictured from left: Hunter Executive Vice President Nick Colarelli; Hunter Director of International Wes Wingo; Hunter North Central Division Manager Greg Dunkin; Alexander Seibold; Udo Bärensprung; Hunter Vice President of Research and Development Tim Strege; Hunter Deutschland Marketing and OEM Accounts Manager Rolf Lapp; Hunter President Stephen Brauer; Keith Krebs; Hunter International Technical Manager Patrick Callanan; Hunter OEM Program Director Jeff Kern.



Monro Muffler & Brake

Monro Muffler & Brake Equipment Manager **Brad Dettman** (fifth from left), Director of Purchasing **Tom Giannone** (sixth from left) and Director of Training **Jim Lynch** (seventh from left), traveled to Hunter from Rochester, New York to review new Hunter products.

From left: Hunter Pittsburgh Regional Manager Joe Jambro; Hunter Northeast Division Manager Doug Woolverton; Hunter President Stephen Brauer; Hunter Cleveland Regional Manager Frank Ponte; Brad Dettman; Tom Giannone; Jim Lynch; Hunter Director of Product Management Denny Bowen.

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