

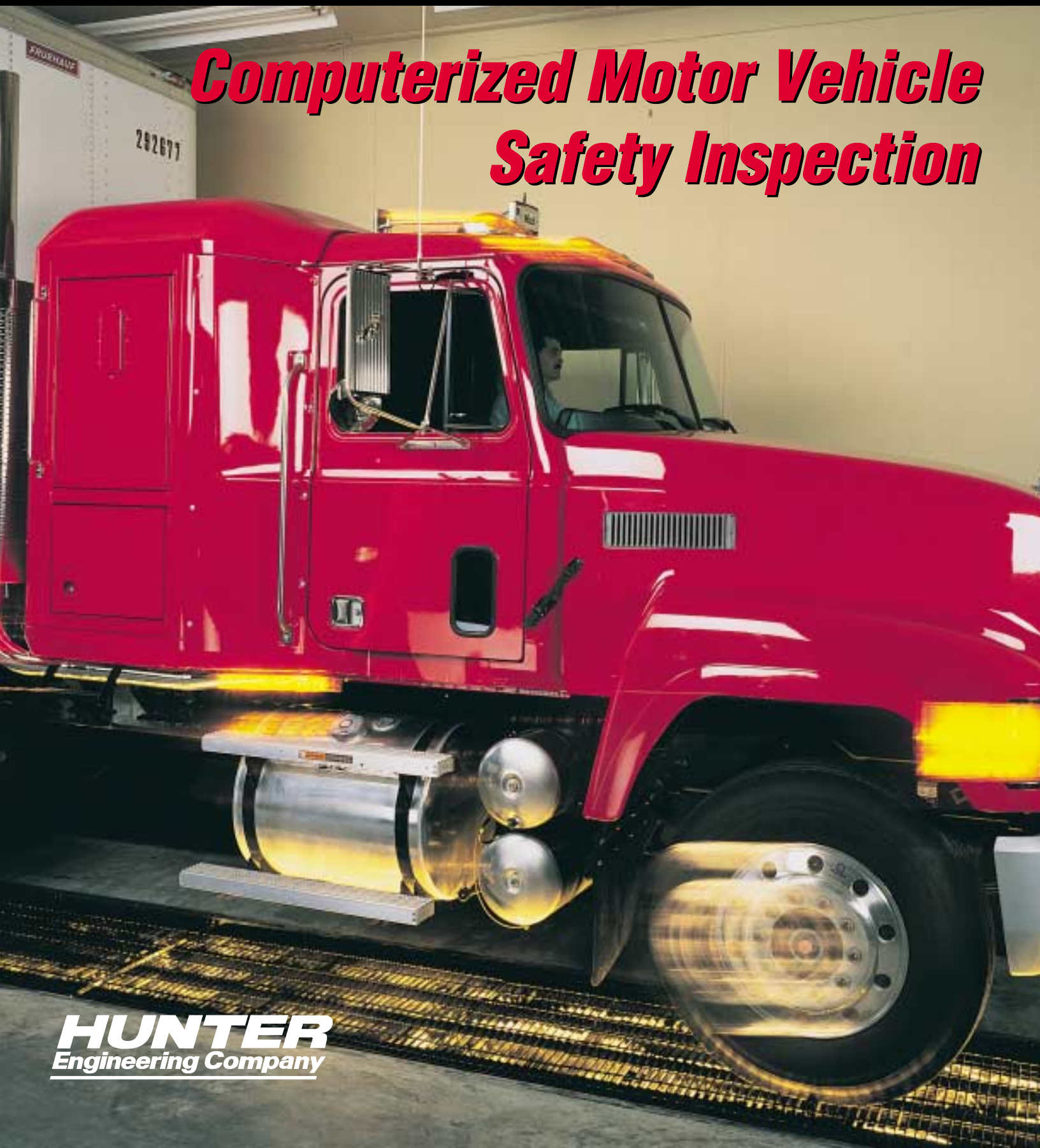
Special Edition

Hunter Highlights

Volume 5S/2003

News and
Trends of the
Automotive
Service Industry

Computerized Motor Vehicle Safety Inspection



HUNTER
Engineering Company

Warner Spring, Brake & Alignment, Captures School Bus Business with Two B400T Brake Testers



Indianapolis-based Warner Spring, Brake & Alignment Corporation, a company specializing in the service of school bus and local service truck fleets, uses a Hunter B400T in each of its central Indiana operations. The B400T's performance handling high-volume school bus inspections at Warner's Noblesville location led the company to add a second unit in Columbus.

Warner recommends that school bus operators have their brakes tested no fewer than two times yearly, once prior to and once during the school season, to avoid costly or dangerous brake system problems. Warner also offers pre-inspection testing to help operators avoid out-of-service downtime.

New Jersey DMV Chooses Hunter for Automated Safety Inspection Program



This New Jersey inspection lane uses Hunter B400 brake testers, SA400 suspension analyzers and SS100 sideslip testers to measure brakes, suspension and steering in one drive-through procedure.

When New Jersey upgraded its aging centralized Department of Motor Vehicles safety and emissions testing program Hunter inspection lane technology was an ideal choice. Hunter's record of performance in state and federal government facilities and private operations worldwide was well established. Hunter's inspection equipment designs and PC-based systems could also easily integrate into New Jersey's existing emissions inspection facilities and computer networks. With six million vehicles licensed to operate on its roadways, New Jersey's biennial inspection volume amounts to three million vehicles annually. State operated centralized facilities handle 70% of the total yearly inspections, or about 2.1 million vehicles.

Computerized Brake Testing at Work for the U.S. Army Advanced Maintenance Facility

Hunter's B400T Computerized Brake Tester and SS100T Computerized Sideslip Tester keep the U.S. Army Logistics Maintenance Division and Third Mobile Armored Corps, rolling safely at Fort Hood, Texas. The Division is responsible for vehicle repair at Fort Hood and the evaluation of vehicle maintenance equipment and procedures for Army operations. The B400T also helped Fort Hood earn the prestigious Vice President of the United States' "Hammer Award" for saving taxpayers millions of dollars while upgrading military readiness. Other U.S. armed forces facilities using the B400T include: Fort Lewis, Washington; Camp Pendleton, California; Fort Benning, Georgia; Fort Carson, Colorado; Fort Leonard Wood, Missouri; and bases overseas.



Military vehicles tested at Fort Hood include the Humvee, an Army tractor and 911 Tank Transporters.

West Chicago Truck & Trailer Uses Hunter Technology For State Safety Inspections



West Chicago Truck & Trailer Services installed a Hunter B400T Computerized Brake Tester in mid-1995 to provide maintenance and inspection services for area truck and school bus fleets. "Everyone is amazed at the speed of the test and at the way the printout shows brake condition," said Travis Davis, Facility Manager. Unlike time-consuming visual inspections or push rod stroke measurements, B400T testing takes less than a minute. Travis noted that one cement mixer fleet gets an added benefit. "Besides brake test results, he also gets vehicle weight. By comparing this to the vehicle's specification weight, he knows if he's getting any concrete buildup in his drums." The facility is also certified for school bus safety inspections by the state of Illinois and provides test services for several area school districts.

Texas Dealership More Than Doubles Service Volume After Installing Hunter Inspection Lane



For maximum efficiency and customer satisfaction, vehicle owners can watch the inspection through windows in the customer lounge and view the test results on remote monitors.

"Authorization for needed repair is still up to our Service Advisors," Dave Pearson explains. "But Hunter's Inspection Lane results are an excellent tool. The proof is in the printout."



Freeman Auto Group Service Director David Pearson (left), Service Manager Joe Burk (center), and Hunter Sales Representative Jimmy Williams, joined forces to achieve excellent results at the Freeman dealership in Irving, Texas.

Freeman Auto Group increased its alignment and balance business by 67 percent after installing a Hunter-equipped inspection lane at its Irving, Texas dealership. The dealership service department currently handles about 100 cars per day. Vehicles with more than 15,000 miles – about 40 percent of its business – are as a rule driven through the 30-second inspection at check-in. Approximately one-third of these vehicles are

flagged during the test as requiring service; nearly 50 percent of these require wheel alignment; more than half need brake service; and approximately 12 percent require suspension work. Using a printout of inspection lane results as verification, Freeman service advisors are able to achieve a level of more than 70-percent customer authorization for needed repairs! Freeman now adds Hunter inspection lanes to each of its new dealership locations.

Disney Chooses Hunter for Bus Fleet Safety Inspection



The Walt Disney Company, long known for the innovative use of technology in entertainment, communications and travel, installed a Hunter B400T truck brake tester at the company's bus port in Orlando, Florida. The extensive maintenance facility services Disney Transport's bus and commercial vehicle fleet that serves the company's regional travel operations including Disney World and hotel and cruise line interests.



A Hunter B400T truck brake tester speeds safety inspections at Disney's newly opened vehicle maintenance facility in Orlando, Florida.

Washington DC Installs Hunter Brake Testing Lanes for DMV Safety Inspection



One of Hunter's newest inspection lane installations is in Washington, D.C. where the Department of Motor Vehicles conducts safety and emissions testing for all vehicles licensed in the District of Columbia. Washington D.C. uses a combination of Hunter heavy-duty B400T and light-duty B400 brake testers.

This Washington D.C. facility is equipped with six Hunter B400 inspection lanes (shown) for cars and light trucks, and two B400T lanes for busses and heavy-duty trucks.

Investment in Hunter Inspection Lane Equipment Helps Heavy-Duty Shop Build Business



"My new [Hunter 611T Heavy-Duty Alignment] machine has paid for itself with increased business within the first six months. I love this machine!"

"...as I have grown my business, Hunter's products have had the single biggest impact on my success."

It is my pleasure to state that all I have grown my business, Hunter's products have had the single biggest impact on my success. Thank you Hunter Engineering.

Sincerely,

Tony Parish
President ProLube



Tony Parish, President of ProLube in his Hunter- equipped heavy-duty truck inspection lane and alignment service bay.

In a recent letter to Hunter, Tony Parish, President of ProLube, an Illinois-based independent heavy-duty truck service operation, described the significant growth he experienced after a strategic investment in a Hunter B400T Heavy-Duty Brake Tester and 611T Alignment System. ProLube specializes in heavy-duty fleet maintenance and engine service.

New B400T "Brake In Motion" Dramatically Increases Automated Brake Testing Throughput



Hunter's Brake In Motion (BIM) computerized truck brake inspection technology dramatically increases throughput by measuring a vehicle's brake performance while it passes through the testing facility at up to 40 mph. The B400T BIM uses four brake plates to gather data more efficiently than typical single or tandem axle testing. The driver needs only to apply constant brake pressure while passing over the plates at speed, making the B400T BIM the quickest of any brake testing devices available. The data is processed by the DSP (Digital Signal Processor) in the control unit and displayed on a Series 811 console. Windows®-based, WinSI software displays show brake force and dynamic weight for each wheel and brake balance for the entire vehicle.

Brake performance is measured when the driver applies steady brake pressure while passing over the B400T BIM in-ground brake plates; stopping the vehicle is not necessary.

TCI Celebrates Success of B400T Installation



When TCI Tire Centers' Omaha location celebrated its annual open house, much of the day's activity centered around the tire retailer's recently acquired Hunter B400T Heavy-Duty Brake Tester. The invitation encouraged customers to bring their trucks in for a free computerized brake test, and many did. Installed in late 2002, TCI reports that the B400T has been an outstanding performer and provides key support for recently established service contracts that include UPS, the city of Omaha, and the U.S. Postal Service.

The Hunter B400T provides TCI customers with a complete truck and trailer brake performance inspection in seconds.



City of Indianapolis Employs Hunter Brake Testing Technology for Safety and Efficiency



The city of Indianapolis cited safety and efficiency when deciding to add Hunter brake testing technology to its vehicle maintenance program. Transit buses, waste management trucks and fire engines now drive over a Hunter B400T Heavy-Duty Brake Tester as part of routine maintenance. A B400-equipped inspection lane performs the same service for city police cars and passenger vehicles. The city inspection lane also includes a Hunter SA400 Suspension Analyzer and an SS100 Sideslip Meter. The Hunter technology helped city technicians isolate misalignment and worn shocks as the cause of persistent and excessive police vehicle tire wear. An aggressive alignment and undercar maintenance program was added to the service schedule.

A Hunter B400T is the last stop for heavy-duty vehicles transiting this Indianapolis inspection and maintenance facility.

Delaware Uses Hunter B400T Brake Testers for Automated Safety Inspection Program

Delaware installed its first B400T computerized brake tester in 1995. Today, there are 11 Hunter-equipped automated inspection stations statewide. The B400T was an ideal technology-based solution for Delaware's Department of Motor Vehicles safety inspection program. It offers high-speed, high-volume brake performance testing for all road-going vehicles – from sub-compact passenger cars to Class 8, commercial tractors and trailers.

To smooth the transition to automated testing, Hunter and Delaware officials developed a training program for local service technicians that emphasizes proper interpretation of B400T test data. As a result, shops are reporting increased customer satisfaction and more repair authorizations for inspection related repairs.

Each year Delaware typically inspects approximately one-half million passenger cars alone. Hunter's B400T speeds inspections, improves brake testing quality and provides vehicle owners with actual brake performance information.



Utah's Decentralized Safety Inspection Program Uses Hunter B400 Brake Testing Technology



Since the early 1990's Hunter has supplied B400 computerized brake testers to Utah for its decentralized vehicle safety inspection program. This Salt Lake City B400 installation was the state's first use of computerized plate brake testers for motor vehicle inspection. Hunter remains the dominant supplier of brake testing technology to individual inspection facilities throughout the state.

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