

# highlights

News and Trends  
of the Automotive Industry

## New! Road Force® Elite features Hunter's patented vision system!

The new Road Force® Elite from Hunter is the fastest diagnostic wheel balancer on the market and performs both a traditional balance and Road Force Measurement® in less time than it takes to complete a conventional balance.

Hunter's new patented vision system automatically determines wheel dimensions and wheel runout measurements to save time, eliminate data entry errors, ensure accuracy and enhance ease-of-use. The vision system also completes a 3D scan of the wheel. This scan enhances Hunter's patented SmartWeight® technology, making it the most accurate and efficient balancer on the market. The system also features automatic spoke detection, which guides technicians to place wheel weights behind the spokes.

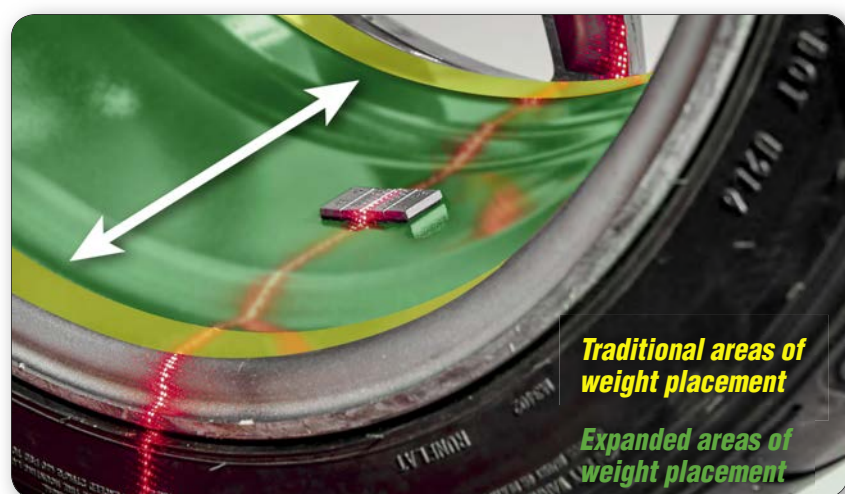
The Road Force® Elite is Hunter's fifth generation design to utilize a loaded roller to measure loaded runout since the platform was introduced in 1997. The Road Force® Elite load roller applies up to 1,250 lbs. of force against the tire to measure the assembly as it would perform under the weight of the vehicle.



Martin's Auto Service in Anna, Illinois is using Hunter's new Road Force® Elite to perform a Road Force® and balance faster than a traditional wheel balance.



Canadian Auto Dealer covered Road Force® Elite at NADA 2016.



Traditional areas of weight placement

Expanded areas of weight placement

**Wheel dimensions**  
**AUTOMATIC**

Automatically determines weight plane locations

**Weight mode**  
**AUTOMATIC**

Selects clip or tape weight usage

**Rim runout**  
**AUTOMATIC**

Calculates force-match solution

**Spoke location**  
**AUTOMATIC**

Automatically hides tape weights behind spokes

**SmartWeight® optimized**  
**AUTOMATIC**

Allows more single weight solutions

**Rim profiled**  
**AUTOMATIC**

Creates three-dimensional model of the rim

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# Hunter showcases exciting new technology at NADA 2016!



Hunter's inspection lane demonstration was a crowd favorite. With demonstrations every ten minutes, dealers were able to see integrated solutions involving Quick Tread®, Dealer Tire and AutoPoint, in action.

During the first week of April, Hunter Engineering Company celebrated its 50th anniversary at the 2016 NADA convention in Las Vegas, NV.

Over 25,000 attendees from domestic and international car dealer franchises attended the 2016 NADA convention to learn more about the most profitable new automotive tools and equipment.

Hunter's 4,800-square-foot booth featured the new Road Force® Elite, innovative integration solutions and in-booth partners.

In-booth partners including AutoPoint, Dealer Tire, AutoPlan, DealerPro Training and EC Design offered Hunter customers one-on-one assistance with integration opportunities, facility design and fixed operations training to help them provide excellent service to vehicle owners.



Hunter's team gathers for a group picture in the Hunter booth at NADA 2016 in Las Vegas.



Hunter booth was busy with product demonstrations during all three days of the NADA 2016 convention.



# Hunter hosts 64<sup>th</sup> National Meeting in mid-April

From April 18 to 22, Hunter Engineering hosted its North American sales and service team at the Bridgeton headquarters for the 64th annual National Meeting.

About 750 Sales and Service Representatives were able to attend the 2016 National Meeting. This year, the National Meeting featured a full day of refresher courses, new product introduction and hands-on training.

Popular sessions included Lane of the Future, the New Product Introduction, Connected Equipment, Digital Marketing, Sales and Service Updates and more.

The National Meeting ensures that Hunter's Sales/Service team remains the most current and informed in the undercar service industry.



In the opening session, John Zentz, Hunter Vice President of Sales, introduced the new Road Force® Elite and demonstrated the unmatched speed of this new diagnostic balancer.



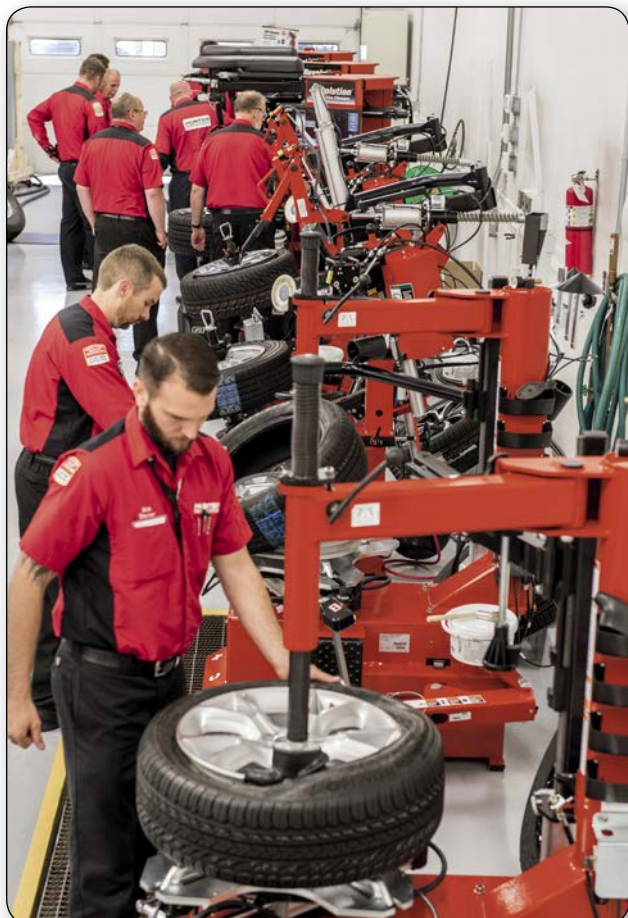
Hunter Manufacturing Engineer, Matt Callaway, explains Hunter's new collet manufacturing cell.



The Lane of the Future presentation featured demonstration tips and techniques for Hunter's Quick Tread® drive-over tread depth measurement system.



Greg Meyer, Product Manager, led the New Product Introduction which covered Road Force® Elite features and a hands-on session.



Hunter Service Representatives participating in a Tire Changer Hands-On session.



Some sessions of the National Meeting were in a classroom format allowing time for questions and discussion.



# Hunter Quick Check® and Quick Tread® are integration-ready!



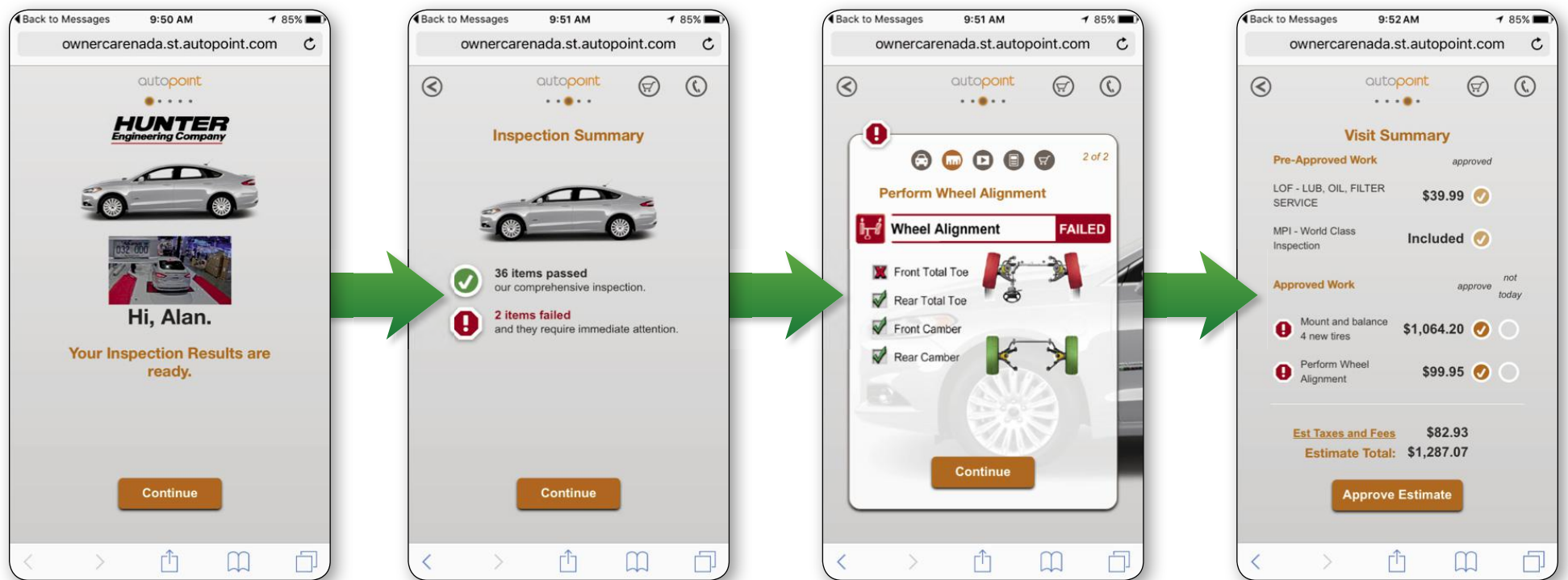
Hunter Engineering is pleased to announce the Quick Check® inspection system and Quick Tread® tread depth measurement system are integration-ready. Quick Check® instantly sends vehicle inspection data to an integration partner, allowing shops to drive efficiency and profitability while strengthening customer loyalty.

Hunter equipment adheres to the iShop standard, developed and maintained by the AutoCare Association.

The Hunter Quick Check® and Quick Tread® data facilitates many integration possibilities such as, displaying inspection results, inputting data directly into an electronic multipoint inspection tool and generating printed or digital service recommendations for vehicle owners.

Integration also has the ability to track approved and deferred inspection recommendations, prompt follow-up marketing and increase service revenue. Shop management can also have total visibility into service execution and results to effectively manage both people and equipment.

Hunter is a ready and willing partner with industry leaders to provide fully integrated solutions to customers.



Integrated experiences like this one are available to Hunter customers.

## New! Hunter HD PowerSlide™ turnplates now available in flush mount configuration!

Hunter Engineering's WinAlign® HD alignment system now offers PowerSlide™ turnplates in a flush mount configuration as a component of Fully Integrated Alignment (FIA). New flush mount PowerSlide™ turnplates offer a clean, level grade installation and smooth approach.

Hunter's heavy-duty PowerSlide™ turnplates automatically lock and unlock during the alignment process to ease service and increase safety. The PowerSlide™ turnplates eliminate the need for dangerous jacking to remove cumbersome pins and WinAlign® HD PowerSlide™ turnplates eliminate work flow interruptions and increase efficiency in the service lane.

Right: Hunter's WinAlign® HD flush mount PowerSlide™ turnplates offer a level-grade installation and smooth approach to ease service of heavy-duty trucks, eliminate work flow interruptions and increase efficiency in the service lane.





# Updated TCX625 Heavy-Duty tire changer greatly reduces service time!

The updated TCX625 HD features a drop down inner roller to reduce service time by 25% and enhances ease-of-use.

The pedal-controlled inner roller saves the operator time and effort, eliminating the need to manually position the inner bead roller before loosening the outer bead. An enhanced lever also improves traction when mounting the outer bead.

The TCX625 HD tire changer combines compact size with a unique mount/demount roller mechanism to provide high performance servicing of heavy-duty, over-the-road truck assemblies. Available in standard and plus configuration which includes several popular accessories.



Hunter's TCX625 HD features a drop down inner roller that reduces service time by 25% and enhances ease-of-use.



Hunter representative, Josh Ashenfelter, changing a tire on Hunter's updated TCX625 heavy-duty tire changer.

# John Deere factory uses Quick Check® to audit every self-propelled sprayer!



John Deere audits each self-propelled sprayer in their Iowa factory with Quick Check® before sending them to distributors.

John Deere's Des Moines Works manufacturing facility was searching for a more reliable way to align their large self-propelled sprayers. They needed a process that they could easily apply to each sprayer in their assembly line before they left the factory.

Hunter representatives Steven Rodriguez, Bob Bucklin, Mike Koman and Sherm Strootman worked together to set up a unique configuration of Quick Check® and a WinAlign® HD system. This allowed John Deere to integrate Hunter specifications into their system and easily adjust the alignment angles of each sprayer as the final step of their process.

After one year, John Deere was so impressed with Quick Check®, that they added a second unit to their factory producing smaller self-propelled sprayers. The Hunter reps worked together creatively again to install a drive-under Quick Check® configuration in the John Deere factory.

Hunter Engineering's Quick Check® inspection system identifies needed service opportunities in less than two minutes. This system checks wheel alignment, tire tread depth, tire inflation, battery health, diagnostic codes and braking balance.

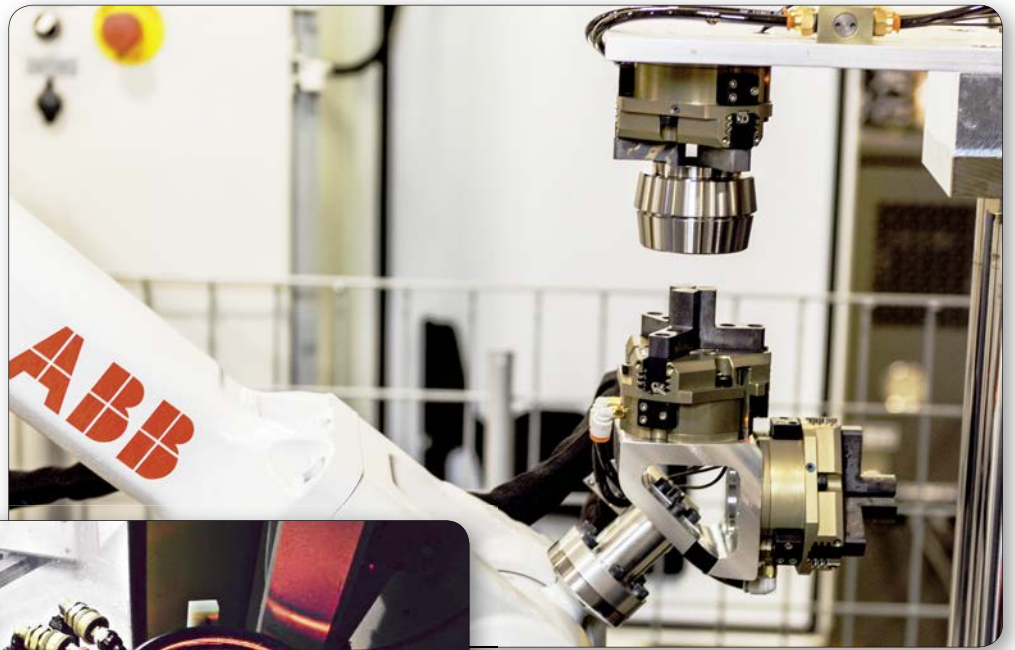


# Hunter installs state-of-the-art collet manufacturing cell in Bridgeton factory!

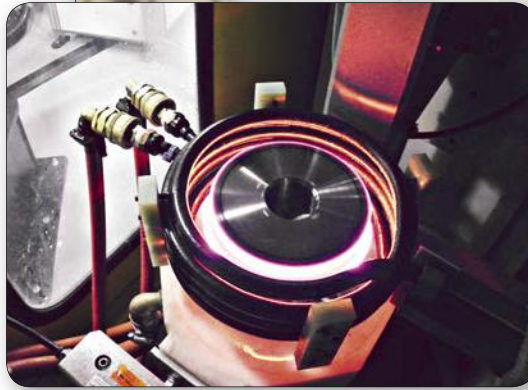
Hunter Engineering now manufactures collets in-house with the installation of a twin spindle lathe machine in the Bridgeton factory.

Hunter's dual-taper collets provide ultimate centering performance, are less likely to "bottom out" inside the wheel and guarantee spring pressure for proper centering force.

With the installation of the collet manufacturing cell, Hunter now produces one dual-taper collet every 90 seconds.



Above: A robotic arm moves the collet through the eight step manufacturing process.



Left: During the manufacturing process the outside of the collet is heated with up to 200,000 watts of electricity.



Hunter's dual taper collets provide optimized centering performance during a balancing procedure.



Hunter's factory produces one collet every 90 seconds with the installation of the new manufacturing cell.

## Hunter's growth creates more Product Manager/Region Manager appointments



**Don Glaser** has been named Hunter's newest Product Manager. Don began his career with Hunter Engineering in February 2011 as a Sales Representative in Athens, Georgia.

Due to his outstanding sales performance, Don recently became a member of the 2015 President's Club.



**Mike Green** has retired after 27 years of service with Hunter Engineering. Green joined Hunter in 1989 as a Sales Representative in Melbourne, Florida.

In 1999, he was promoted to Miami Region Manager. He earned President's Club awards in 1998, 2001 and 2005.



**Marco Cervoni** is now Pittsburgh Region Manager. Marco started with Hunter in 2011 as a Sales Representative in Binghamton, New York and transferred to Charlotte, North Carolina in 2014.

Marco's hands-on approach and management experience will be a strong asset to Hunter's Field Management team.



**Kevin Johnson** has been named Miami Region Manager. Kevin started his career with Hunter in early 2015 as a Sales Representative in the Tri-Cities of Tennessee.

Kevin earned the \$1 Million Dollar Award for 2015. Kevin's industry experience will be a great asset to the Miami Region.



# NADA 2016 visitors

## Toyota SE Distributors



*Pictured from left: Hunter SE Division Manager **Darcy Tallon**, Snap-On Business Solutions SE Region Manager **Stan Mikol**, Southeast Toyota Distributors Facilities Consultant **Bryn Byers**, Southeast Toyota Distributors Retail Market Development Manager **Jeff Johnson** and Hunter Miami Region Manager **Kevin Johnson**.*

## Nissan North America



*Pictured from left: Bosch Key Account Manager **Chris Burke**, Hunter Midwest Division Manager **Joe Fuller**, Nissan NA Program Manager Tech-Mate Tools & Equip. **Jonathan Beard**, Nissan NA Senior Manager Service Operations Tech-Mate Tools & Equip. **John Gibbons**, Nissan NA Manager Tech-Mate Tools & Equip **Barry Fordor** and Hunter Nashville Region Manager **Harold Smith**.*

## Ford Canada



*Pictured from left: Hunter Canada Business Development Manager **Dino Hatz**, Ford Canada National Service Operations Manager **Brad White**, Bosch Director OES Sales **Ray Rutkowski** and Hunter Director of Canadian Operations **John Peron**.*

## WASCO



*Pictured from left: Hunter Northeast Division Manager **Jim DeLeo**, Hunter New York Region Manager **Mike Dercole Sr.**, WASCO CEO **Andrea Karsian**, WASCO Director of Sales **Frank DeAngelis** and WASCO President **Mike Allen**.*

## Carter Myers Auto Group



*Pictured from left: Hunter Richmond Region Manager **Tony Jones**, Carter Myers Auto Group Valley Stores Service Manager **Justin Rowling**, and Carter Myers Auto Group President and CEO **Liza Borches**.*

## WD Co-Auto



*Pictured from left: Hunter Director of Canadian Operations **John Peron**, WD CoAuto Equipment Sales Manager **Ken Zunti**, WD CoAuto Vice President of Operations **Braedon Worobetz** and Hunter Western Canada Region Manager **Alex Thivierge**.*



# NADA 2016 visitors

## Texas West/Northside Lexus



Pictured from left: Texas Westside Lexus General Manager **Dale McMullen**, Hunter Houston Region Manager **Bill Wilson**, Texas Northside Lexus General Manager **David Trice** and Texas Westside Lexus President **Bret Aldridge**.

## Co-Auto



Pictured from left: Hunter Director of Canadian Operations **John Peron**, Co-Auto President and CEO **Tom Langton**, Co-Auto Vice President **Trevor Dawson** and Hunter Southeast Central Canada Region Manager **Rob Ross**.

## NADA



Pictured from left: NADA Senior Vice President of Conventions and Expositions **Steve Pitt**, Hunter Executive Vice President **Beau Brauer** and 2016 NADA Chairman and President of Laurel Auto Group in Johnstown, Pennsylvania **Michael Smith**.

## Kumho Tires



Kumho Tires of South Korea visited Bridgeton to witness Hunter's innovative technology in action. Leading their visit was Hunter International Region Manager **Alan Kennedy** (middle) and Hunter Training Manager **Roger Creason** (middle).

## Autopartner



Hunter's Chilean distributor, AutoPartner, recently visited Hunter's headquarters to become more familiar with Hunter's newest products. Leading their visit was Hunter Vice President of International **Wes Wingo** (5th from right) and Hunter Region Manager for Central and South America **Andrea Tassoni** (2nd from left).

## Iyasaka



Pictured from left: Hunter VP of R&D **Tim Strege**, Hunter OEM Account Manager **Pat Callanan**, Iyasaka Limited Purchasing Dept. **Tomohisa Kosasa**, Iyasaka Limited V.P. **Shuji Shinomiya**, Iyasaka Limited Technical Manager **Tadashi Goto**, Interpreter **Katsuko Nadeau**, and Hunter Manager Engineering R&D **Dan Dorrance**.