

highlights

News and Trends
of the Automotive Industry

Touchless alignment inspection with new Quick Check Drive™!

Hunter Engineering is proud to announce the launch of Quick Check Drive™ - a touchless alignment inspection system that provides instant alignment readings and requires no human involvement.

Quick Check Drive™ is an innovative leap from the original Quick Check® - Hunter's vehicle inspection system that was released in 2011.

Each Quick Check Drive™ is equipped with eight cameras and 32 laser sensors that scan a vehicle's tires as they drive past, eliminating operator labor and stopping of the vehicle. The system can scan a vehicle every 3-5 seconds, meaning no service drive backup; making it possible to check every car.

The alignment inspection system measures camber and total toe in seconds while providing unmatched accuracy and repeatability on every vehicle.

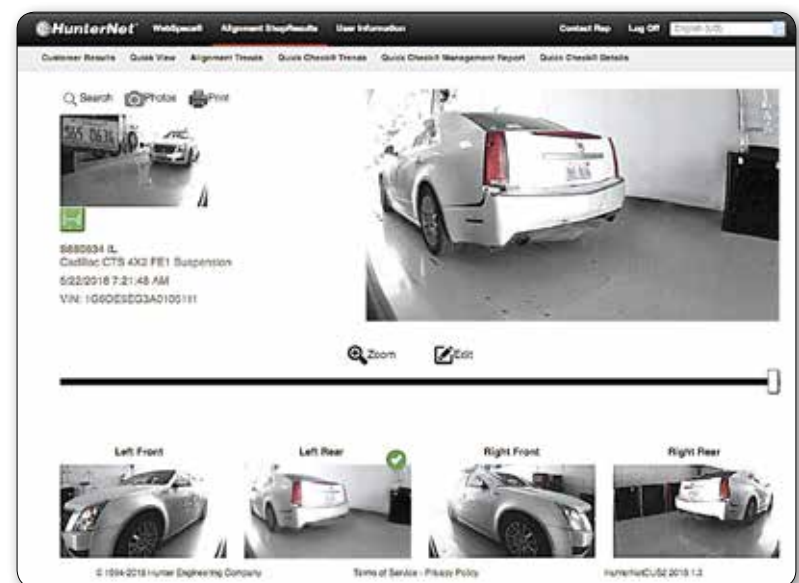
In addition to providing total toe and camber readings, Quick Check Drive™ incorporates a vehicle identification system to capture front and rear license plates. This identification system automatically provides a license plate-to-VIN conversion while simultaneously determining OEM specifications on most vehicles.



Hunter's touchless alignment inspection system uses laser technology to measure camber and total toe in seconds.



Flightboard™ is a digital display of inspection readings that allows a customer to see results first-hand.



Service providers can capture 40 or more images per vehicle and protect themselves from questionable damage claims.

Nearly 60 percent of vehicles on the road are in need of alignment, and wheel alignment is the most profitable service in dealerships and service facilities. With Hunter's Quick Check Drive™, service providers can realize unprecedented profits and revenue, and vehicle owners can maximize tire life by correcting misalignment.

The touchless inspection system can also feature an optional body damage camera which captures 40 or more images per vehicle without a time penalty, protecting service providers against questionable damage claims.

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Hunter announces Office of the Chairman and six promotions

Hunter Engineering Company® is proud to announce a new Office of the Chairman, led by Chairman Steve Brauer.

The Office of the Chairman was created to support Hunter Engineering Company's growth and evolving complexity. The council is comprised of Hunter's executive leadership team. Hunter's revised management structure was built to support the company's continued growth in an increasingly complex marketplace.

Beau Brauer has been appointed President of Hunter Engineering Company®. Brauer started with Hunter in 2007 as a Sales Representative. He has since held various positions, including Regional Manager, Vice President of Marketing and most recently, Executive Vice President.

Steve Brauer, Jr. has been appointed Executive Vice President. Brauer joined Hunter in 2009 as a Sales Representative, and has also held positions including Regional Manager, Divisional Manager and most recently, Vice President of Operations.

Nick Colarelli has been appointed Executive Vice President and Chief Operating Officer (COO). Colarelli has been with Hunter since 1985. Starting as an Engineer, he has also serviced as Vice President of Research and Development, and most recently, Executive Vice President.



John Zentz is now Senior Vice President of Sales. Zentz started as a Sales Representative in 1995 and has held several positions since, including Regional Sales Manager, Divisional Sales Manager and Vice President of Sales. Zentz will now oversee all global sales activities.



Pete Liebetreu is now Vice President of Marketing. Liebetreu was hired as an Assistant Engineer in 1992. Since, he has been promoted to Mechanical Design Engineer, Product Manager, and most recently, Senior Product Manager. Liebetreu will now oversee all marketing activities while continuing product management responsibilities.



Kaleb Silver is now Director of Product Management - Systems Technology. Silver started as a Hunter Service Representative in 2003. Since, he has been promoted to Product Manager and Senior Product Manager. Silver is now responsible for Hunter's alignment and inspection products.

Hunter enhances online business intelligence tool, HunterNet®

Hunter is proud to announce recent advancements to its powerful, online business intelligence tool, HunterNet®.

First introduced in 2002, HunterNet® revolutionized the connected equipment industry by providing real-time data to shops through equipment results, trends and management reports; allowing businesses to be more productive and profitable through data-driven decisions.

Hunter's new autonomous alignment inspection system, Quick Check Drive™, is seamlessly connected with HunterNet®. Alignment results are displayed automatically in seconds through Flightboard™, a digital display of inspection readings that allows a customer to see results first-hand. Advisors can also quickly review body damage-cam photos of vehicles, potentially saving shops thousands of dollars in questionable damage claims. Managers are able to generate inspection and opportunity reports as well.

With recent advancements, Hunter's Road Force® Elite wheel balancer is now also connected with HunterNet®, allowing balancing trends, results and details to be easily reviewed virtually alongside with Hunter's wheel alignment and inspection technology in HunterNet®.

"When investing in new equipment, shops should strongly consider smart, connected equipment that provides real-time information to help customers and managers make informed, data-driven decisions," noted Hunter Engineering product manager, Alan Hagerty.

Today, HunterNet® supports thousands of connected Hunter machines, which send tens of thousands of results every day, while driving growth and identifying opportunities for businesses worldwide.



Alignment and tire tread depth results are displayed automatically in seconds through Flightboard™.

Hunter presents new and enhanced products at the 2018 SEMA Show!

Hunter Engineering showcased ten new and 12 enhanced products at the 2018 SEMA Show in Las Vegas, Nevada, Oct. 30-Nov. 2, 2018. Hunter has been an exhibitor at the SEMA show for over 20 years.

New products featured included Hunter's latest alignment inspection system, Quick Check Drive™ and on-car brake lathe, AutoComp Elite®. Hunter also launched never-before-seen products during SEMA, including its next-generation tire tread depth measuring tool, Quick Tread Edge™.

For all Hunter SEMA press releases, please visit: www.hunter.com/about-hunter/news/press.



Hunter provided in-booth equipment demonstrations, including its latest tire tread depth measuring tool, Quick Tread Edge™.



Employees pose for a photo in Hunter's booth at the 2018 SEMA Show. Hunter Chairman Steve Brauer is pictured front, center.



Booth visitors watch a Revolution™ WalkAway™ demonstration from Hunter Sales Representative David Henry.



Hunter's 7,000-square-foot booth attracted a record number of visitors.

Hunter releases TC37 and TC39 - the newest family of center-clamp tire changers!

Hunter Engineering is excited to announce the launch of its latest family of center-clamp tire changer models, the TC37 and TC39.

Both models offer immense features and value in the growing segment of mid-range center-clamp tire changers.

TC37 is a complete ground-up redesign from the venerable TC3700, TC3500 and TC350 series, but introduces as a completely new, modern platform. The TC37 offers the traditional polymer mount head that protects rim and tire, and a vertical locking head that protects wheel face.

Hunter's cutting-edge TC39 features a powerful and easy to use leverless demount head. The self inserting polymer leverless head is the same design as Hunter's industry-leading Auto34.

Both models feature a simple to use single pendant control, a bead press arm, two bead loosening rollers with direct indentation, and powerful variable-speed drive as standard equipment.

The new family of center-clamp tire changer models have an optional side shovel feature for quick and easy bead breaking on standard tires. Another popular option is a wheel lift which eases operator fatigue with today's ever-changing population of large and heavy tires.



The TC37 features a traditional mount head; a polymer construction prevents damage to tire and rim.



The TC39 features a quick and easy leverless mount head, positioning the bead without the use of a lever.

Hunter invests in the latest equipment for circuit board manufacturing



Hunter's electronics plant in Raymond, Mississippi, is now home to the latest generation of circuit board assembly technology. Hunter has manufactured circuit boards and wire harnesses in-house since the 1980s.

"No one else in the industry manufactures their own electronics in America, but it's the only way we can stay on the forefront of technology, and guarantee the reliability and quality our customers expect," said Jeff Thompson, Electronics Plant Manager.

In 2001, Hunter upgraded from traditional through-hole boards to surface mount technology (SMT), which offers smaller and faster electronic components. Hunter's first-generation SMT machines could place 25,000 components per hour, which was blazing fast compared to previous technology. "The three new SMT machines we installed this month can place over 166,000 components per hour which is nearly seven times faster than our first-generation machines."

Hunter's new machines can place discrete electronic components smaller than a flake of pepper with pinpoint accuracy.

"In the early days we built boards by the hundreds, mainly by hand. Today, we place more than half a billion components on more than half a million circuit boards each year," added Thompson.

Hunter's new machines can place discrete components smaller than a flake of pepper with pinpoint accuracy.

Hunter featured in The Japan Times

Hunter Engineering was recently spotlighted in The Japan Times, described as “a pioneer” in Japan and around the world.

The article highlights Hunter’s long-standing relationship with Japan-based Iyasaka Ltd., describing the exclusive partnership that began in 1962 after Iyasaka founder Akigoro Kawaru attended a tradeshow in the United States and was “instantly impressed” with the quality and innovation possessed by Hunter Engineering’s products.



“The partnership with Hunter Engineering is a strong one largely because of the first-class, quality products it develops.”

Michitada Nagatsuma
Iyasaka Head of International Purchasing

Employee Spotlight: Lora Kendrick



Lora oversees a wide array of quality processes including this Automated Optical Inspection (AOI) system which uses ultra-high resolution cameras to detect any misplaced components down to the micrometer level.

Lora Kendrick began her career as an assembler in Hunter’s Electronics plant in Raymond, Mississippi, in 1987. She was promoted to Quality Inspector, then Quality Supervisor and ultimately to her current role as Quality Assurance Manager for all of Electronics.

Lora oversees a team of quality technicians and inspectors, and a wide array of test instruments. Her team uses technology ranging from microscopes used to inspect the tiniest components on circuit boards, to x-ray fluorescence spectrometers which ensure that all of our components meet worldwide RoHS standards. Lora also serves as the quality liaison to supply chain, engineering and other Hunter plants to ensure the final product will meet rigorous Hunter standards for quality.

“Our customers depend on Hunter equipment to work day in and day out and we must deliver a level of quality that exceeds their expectations. We take a lot of pride in our work and treat our team members like family. That’s what attracted me to Hunter 30 years ago and has kept me here ever since,” said Kendrick.

Customer Spotlight: Blain's Supply

Hunter customer, Blain's Supply, integrated AutoServe1 with their Quick Check® lanes across ten stores after realizing they were no longer efficient in communicating vehicle inspection findings to customers. After the integration, they immediately saw a significant increase in the average invoice in addition to less paperwork and downtime between jobs.

“We are in an environment today, where younger people are dropping their car off and are not wanting to physically wait in the store for their car to be done,” noted Blain's Supply Divisional Services Manager Pete Lombardo. “If they are waiting, they're sitting on their phones and/or tablets. AutoServe1 helps build transparency between the technicians and the customers because there is no longer work being done behind the curtain and customers can now see results at their very own fingertips.”



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Pete A. Lombardo

Pete Lombardo
Divisional Services Manager, Blain's Supply

History of Hunter Wheel Balancing Museum unveiled at company quarters

Hunter recently unveiled a new wheel balancer museum at company headquarters in St. Louis. The museum showcases some of Hunter's industry-changing breakthroughs in balancing, starting with Lee Hunter's first post-war invention, the *Tune-In* balancer. Introduced in 1946, it was the world's first simplified on-car balancer and a runaway success for the young company.

In addition to the *Tune-In*, other historic balancers include *The Rapid*, Hunter's first 'off-the-car' wheel balancer, and the *700 series*, which featured dynamic balancing for the first time. The *DSP9000*, which was the world's first wheel balancer to use digital signal processing, and the *GSP9700* which was the world's first balancer capable of diagnosing tire-related vibration issues.



Hunter visitors

AAA



AAA visit led by Vice President of Auto Club Group **Brian McNally**, (2nd from left), Hunter Jacksonville Region Manager **Kevin Duke** (far right) and Hunter Southeast Division Manager **Darcy Tallon** (2nd from right).

Sears



Pictured from left: Hunter Director of Training **Tom Settle**, **George Hoffman**, Hunter VP of Key Accounts **Greg Dunkin**, and Sears Sr. Director of Service Operations **Bob Hatton**.

Fountain Tire



Fountain Tire visit at Hunter's Mississippi plant led by Durant Plant Manager **Wayne Bowling**.

Nissan North America



Nissan visit led by Nissan Dealer Support Director **Warren Debardelaben** (far left), Hunter VP of Key Accounts **Greg Dunkin**, and Hunter Division Manager **Joe Fuller**.

Forrest Brothers Tire



Pictured from left: Hunter Director of Training **Tom Settle**, Hunter Regional Manager **Scott Denton**, Store Manager **Dylan Smith**, Store Manager **Casey Forga**, Hunter Territory Manufacturing Representative **Ray Graves**, and Hunter Sales Development Manager **Brent Livers**.

Dealer Solutions & Design



Dealer Solutions Design visit led by President and CEO **Alan Terry** (2nd from right), Hunter Sales Development Manager **Brent Livers** (far left), Hunter Southwest Division Manager **Darcy Tallon** (2nd from left), Hunter Director of Training **Tom Settle**, and Hunter Senior VP of Sales **John Zentz**.

Hunter visitors

Bauer Built



Bauer Built visit led by Director of Training **Tom Settle** (far left), Hunter Minneapolis Region Manager **Gregg Donatell** (3rd from left), Hunter Central Division Manager **Larry Watson** (4th from left), and Bauer Built VP of Sales **Jim Mitchell** (far right).

Asbury Auto Group



Pictured from left: Asbury Auto Group Purchasing Manager **Wendy Pierce** and Hunter Southwest Division Manager **Darcy Tallon**.

Veteran's Ford



Pictured from left: Veteran's Ford New Orleans Region Manager **Todd Rittenberry**, Shop Forman **Shawn Krey**, Owner **Robert Weinmann**, Territory Manufacturers Representative **Mike Bahm**, and Hunter Director of Training **Tom Settle**.

Cory's Tire



Pictured from left: Hunter Director of Training **Tom Settle**, Cory's Tire Owner **Cory Brown**, and Kansas City Region Manager **Pat Wallingford**.

Automotive News



Pictured from left: Hunter Director of Training **Tom Settle**, Marketing Development Manager **Madeline Triplett**, Automotive News Fixed Ops Journal Editor **Dave Kushma**, Technology & Engineering Reporter **Richard Truett** and Hunter Sales Development Manager **Brent Livers**.

Commerciale LMV



Representatives from Hunter's Italian distributor, Commerciale LMV, came to Hunter headquarters for in-depth product demonstrations and training. The visit was led by Hunter Region Sales Manager **Luca Pivetti** (4th from left) and Hunter Sales Development Manager **Brent Livers**.