

Hunter Highlights

News and Trends of the Automotive Service Industry

Nissan-Infiniti IREDI Initiative Chooses Hunter



Nissan has selected Hunter aligners, balancers and tire changers as the equipment of choice for its new Infiniti Retail Environment Design Initiative (IREDI) program. IREDI provides new and existing Nissan dealerships with facility planning support designed to meet Infiniti brand service levels, new identity standards and dealers' profitability requirements. According to Nissan, the Hunter equipment aligns

perfectly with Infiniti's customer-care philosophy and dealer service requirements. In meeting Nissan's goals, Hunter was able to demonstrate service bay efficiency, productivity, and reduced long-term cost of ownership. In addition to meeting Nissan Tech-Mate requirements, the equipment will conform to the IREDI logo and color standards.

Hunter International Distributors Plan for Global Market at Milan Meeting



Shown above, Pogliani & Rivolta S.p.A., the distributor of Hunter equipment in Italy, proved an outstanding host, providing facilities at the company's headquarters offices and arranging necessities and conveniences for the two-day event.

At right, new equipment and features are introduced to the Hunter International distributors. Hunter is experiencing exceptional growth in the international market and continues to seek lasting business relationships and a loyal following of customers through its international network of locally franchised distributors.

Distributors of Hunter equipment from more than 30 countries met recently near Milan, Italy to review new products and strategies for the coming year. The attendees represent Hunter in regions throughout Europe, Russia, the Middle East and Africa. While Hunter's international distributors tailor their sales strategies to fit the demands and customs of local markets, the same fundamentals that make the company successful in the U.S., such as robust products, commitment to training and dedicated service, have proven key to success worldwide.



Hunter Introduces Newest Dealer Equipment

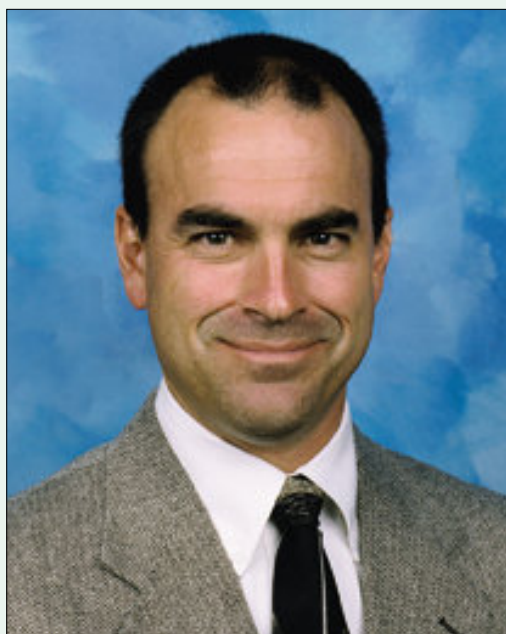


Hunter team members representing all areas of expertise including sales, service and research and development staffed the company's 2006 National Automobile Dealers Association Convention & Exposition booth in Orlando. The annual event represents a key opportunity for Hunter to showcase its newest products to the country's leading car dealers. In addition to exhibiting a core product line in its own NADA booth, Hunter also shows a wide range of OEM-specific equipment and features in the various vehicle manufacturers' exhibits.



Hunter Names Piel U.S. National Service Organization Manager

Hunter has named Jeff Piel to the position of National Service Manager. Piel's responsibilities now include developing and administering programs and training for Hunter's 325-plus member independent U.S. service organization. Piel's background in automotive industry service, training and administration includes serving as a Hunter instructor and as Hunter's National Service Training Manager since 2002. He is also an ASE Master Certified Technician. Piel now reports directly to Denny Bowen, Hunter Director of Product Management.



Jeff Piel, Hunter National Service Manager

Alasgarli Joins Hunter's Team of International Regional Managers

Amin Alasgarli has been named a Hunter International Department Regional Manager overseeing sales, training and local distributor relationships in Russia, Turkey, Cyprus and additional countries that were part of the former Soviet Union. Alasgarli was promoted to this position after serving as an International Department Sales and Service Engineer. He now reports directly to Hunter's Director of International Sales Wes Wingo. Originally from Baku Azerbaijan, Alasgarli speaks Russian, Turkish and Azeri languages. He is one of five Hunter International Regional Managers who are responsible for company activities outside of the U.S. and Canada.



Amin Alasgarli, Hunter International Regional Manager

ent at NADA Convention & Exposition



Clockwise from top, left: Hunter's booth and main exhibit at NADA; Hunter's exhibit team included representatives from company operations in the U.S., Canada and International areas; DaimlerChrysler-approved alignment systems were demonstrated by Hunter staff in the teamPSE booth; Hunter's new SmartWeight™ balancing feature created a great deal of interest and drew a steady crowd throughout the show; In Ford's exhibit, a dealer reviews Rotunda-approved GSP9700 Road Force Measurement® System features.



Honda Canada Inc. Requires GSP9700 for Honda/Acura Dealer Service

Honda Canada Inc. is requiring its top level dealerships to have an approved Hunter GSP9700 Road Force Measurement® System in their service departments to support the carmaker's goal of continuous vehicle handling and performance improvement. Announcing the policy, Honda cited the GSP9700's ability to measure slight variations in tire uniformity or imprecise rim dimensions that cause noise, vibration and harshness (NVH). The same announcement strongly encourages all Honda dealerships in Canada to equip their service departments with the GSP9700.

Prior to the announcement, Hunter worked with Honda Canada Inc. to develop a unique GSP9700 package that includes a full-range of features and accessories to meet the specific service needs of Honda and Acura vehicles. The GSP97HA includes all flange plates, cones, direct-fit collets and special accessories required by Honda for proper service of its vehicles. Additional GSP9700 features requested by Honda include StraightTrak® Lateral Force Measurement, for servicing non-alignment related tire pull, and Hunter's new time- and money-saving SmartWeight™ balancing technology. Hunter's TC3500 EVO-style tire changer is a package option.



The Hunter GSP97HA package is designed to support Honda's high ride-quality standards.

Missouri Society of Professional Engineers Presents 2005 MSPE PEI New Product Award to Hunter Engineering Company

For the third time in as many years, the Missouri Society of Professional Engineers has honored Hunter Engineering Company with the organization's MSPE Professional Engineers Industry New Product Award. The award is presented annually for products that demonstrate engineering ingenuity, functionality, safety, marketing success and economic contribution. MSPE judges selected Hunter's DSP600 Digital Imaging Alignment Sensors as outstanding among a wide range of products developed and produced throughout the state. MSPE representatives recently came to Hunter's headquarters offices in St. Louis where the award was received on behalf of the company by Vice President of Research and Development Tim Strege.

The DSP600 Digital Imaging Alignment Sensors speed alignment and reduce downtime by using high-resolution digital cameras to monitor passive targets mounted at each wheel. The sensors require no calibration after setup and eliminate electronics, batteries and cables at the wheel.

Hunter products previously honored by the MSPE award are the GSP9700 Road Force Measurement® System with StraightTrak® Lateral Force Measurement and the OCL400 On-Car Rotor Lathe.



On behalf of Hunter, Vice President of Alignment R&D Tim Strege receives the MSPE award from organization members at Hunter's St. Louis Research and Training Center. From left: Hunter's Dan Dorrance, Tim Strege and Leigh Burns; MSPE's Denis Fessler, Krista Kotur, Verle Schrodtt and Matt Houser.

Hunter Visitors

Hendrickson International Corp.

Hendrickson National Service Manager **Jerry Reynolds** (7th from left) and company field service managers, trainers and staff received an orientation on heavy-duty truck alignment technology at Hunter's St. Louis Truck and Bus Safety Center. Pictured with the group are Hunter instructor Doug Felt (4th from left) and Hunter Heavy-Duty Product Manager Mitch Weller (8th from left).



Integrated Supply Network, Inc.

ISN Total Dealer Equipment Vice President of Sales **John Twist** and ISN Director of Sales, Rotunda Division/Total Dealer Equipment **Nick Zala** recently toured Hunter's St. Louis engineering, training and production facilities. Pictured from left are Hunter Bridgeton Plant Manager Tony Campanella, John Twist, Nick Zala and Hunter National Accounts Manager Sharon Northcutt.

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A Publication of Hunter Engineering Company

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