

Hunter Highlights

News and Trends of the Automotive Service Industry

Hunter Greets Global Auto Industry With New Tools for Speed and Profitability at Automechanika 2006



SmartWeight™ balancing technology topped the list of new Hunter equipment capabilities introduced to a global audience of automotive service professionals at Automechanika 2006 in Frankfurt, Germany. Recognized as the premier European automotive aftermarket industry exhibition, Automechanika attracted more than 4,700 exhibitors and 165,000 visitors from 130 nations. The biennial exhibition is for Hunter one of the most important venues for reaching the international automotive service industry and European OEM workshops with its newest products.

Europe's sophisticated automotive markets drive strong sales of DSP600 camera-based alignment technology and GSP9700 Road Force Measurement® systems. Both products were well represented at the Automechanika exhibit, alongside a full range of undercar service products that Hunter exports worldwide.



Above and below, Hunter representatives from the U.S. and Hunter Deutschland GmbH staffed the exhibit and demonstrated equipment capabilities.



Hunter's leading export product is wheel alignment systems. This Series 811 aligner with DSP600 camera-based sensors took center stage at the exhibit.



Mississippi Plant Reaches Benchmark of 30 Years Fabricating and Assembling Hunter Racks and Jacks

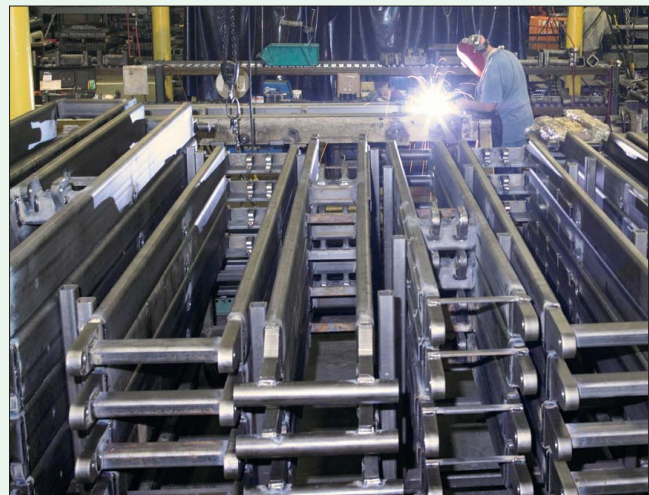


Pictured at left, freshly powder coated RX alignment rack runways are prepared for final assembly. Below, welders fabricate the larger lift rack components by hand. Robotic welders are also used at the plant when appropriate for high-speed, repetitive processes. At bottom left and right, CNC technology speeds production and allows the fabrication of advanced designs.

In the summer of 1976, shortly after coming on line, Hunter's Durant, Mississippi production plant shipped its first lift rack. Thirty years later the plant employs a team of 200 craftspeople and managers, producing every Hunter lift rack, jack and inspection lane unit sold in the United States and shipping more than 20 million pounds of product annually.

Through the years Hunter has continuously reinvested in the plant to keep pace with new manufacturing technologies and market trends. Plasma and laser metal cutting technology replaced dated oxy-acetylene, improving speed and efficiency. Brake press capacity was increased to form longer and heavier lift rack runways. In 2003, a 40,000-square-foot expansion added a powder coating line that improved lift rack finishes while reducing waste and environmental impact.

Hunter's first lift racks were produced in St. Louis in the early 1950's to support the company's newly developed wheel alignment systems. Production was expanded to Mississippi in the 1970s after a surge in demand for Hunter products.



Hunter Engineering Team Maintains the Industry's Largest Vehicle Specification and Information Database

One of the most significant changes computer technology brought to the alignment bay, when introduced by Hunter in the 1970s and 80s, was instant access to vehicle specification data by the technician doing the work. This revolution made basic wheel alignment faster, easier and more accurate. Successive generations of Hunter alignment systems added more and more vehicle information designed to help novice and experienced technicians alike work on unfamiliar vehicles, without leaving the bay.

Today Hunter dedicates a team of engineers to the continuous update and expansion of the vehicle information database that supports its award-winning WinAlign® alignment system software. This industry-leading database currently contains more than 33,000 records for vehicles sold worldwide.



Technical Data Manager Chris Johnson (right) leads a team of engineers responsible for the continuous maintenance and update of Hunter's vehicle information database. The team is also responsible for application testing of Hunter equipment, accessories and adaptors.



It not only provides OE alignment specifications, but also suspension, symmetry angle, ride height, tools & kits and other specifications that support the many patented adjustment, productivity and merchandising features of WinAlign software.

Technicians can reference an undercar photo library of more than 4300 images and 1200 line-art adjustment illustrations to speed their work and explain service to customers. More than 65,000 inspection and information "hot spots" on digital photos speed workflow. More than 3100 unique tools and kits are archived, encompassing 35 product brands and 1150 images, allowing technicians to access the exact tools and aftermarket kits required to complete a job.

Hunter Completes GOSSTANDART Certification of Mechanical Equipment Allowing Sale in Russia

Some Hunter products destined for sale in Russia recently completed the first step in their journey. A team of metrologists accompanied representatives from Euro-Siv-Import, the master distributor of Hunter products in Russia, to the company's home offices in St. Louis to complete the GOSSTANDART certification process - a requirement since 1994 for most mechanical equipment bound for sale in Russia.

Hunter exports wheel alignment systems, wheel balancers, tire changers and automated brake, sideslip and suspension testers to Russia and has actively pursued equipment sales there since markets opened in the 1980s. The visit by the official certification authority, Madi-Fond, was to relicense the products, as is periodically required.



Hunter Regional Manager Amin Alasgarli, (left), and representatives of Hunter's Russian distributor Euro-Siv-Import help the Madi-Fond metrologists evaluate Hunter inspection lane equipment.

Hunter Visitors



PROVAC SAS

Jean-Louis Daoud (7th from right), President and owner of PROVAC SAS, led a group of automotive service operators with shops in France and Spain on a tour of Hunter facilities in St. Louis. PROVAC is the exclusive distributor of Hunter products in France. The group included representatives from Norauto, Michelin, Roody and Speedy. Also pictured are Hunter International Regional Manager Tom Ksiazek (far right) and Hunter Director of International Wes Wingo (3rd from left).

Seneca Companies

Seneca Companies Sales Manager **Joe Kapp** toured Hunter facilities and reviewed equipment options with his guests Shottenkirk Auto Group Fixed Ops. Manager **Tom Wilkens**, Decker Truck Lines Alignment Technician **Don Smith**, Decker Truck Lines Manager **Nal Bulton**, Shottenkirk Auto Group Fixed Ops. Manager **Lee Fisher**, Pat Clemons Service Manager **Doug Rose**, and Service Manager of Des Moines Toyota **Ron Short**.

From left, Hunter Heavy-Duty Product Manager **Mitch Weller**, Hunter Minneapolis Regional Manager **Mike Healey**, **Tom Wilkens**; **Don Smith**, Hunter Sales Representative **Rex Swanson**, **Nal Bulton**, **Lee Fisher**, Hunter Heavy-Duty Sales Representative **Bob Bucklin**, **Joe Kapp**, Hunter Bridgeton Plant Manager **Tony Campanella**, Hunter National Account Manager **Sharon Northcull**, **Doug Rose**, and **Ron Short**.



Hunter Christens First 9200-Series Wheel Balancers



Hunter President Steve Brauer (5th from right), **Executive Vice President Nick Colarelli** (3rd from right), and the engineering and management team that developed the new balancers christen the new models prior to shipment from the St. Louis production plant.

The engineers, managers and executives responsible for bringing Hunter's new 9200-series wheel balancers to market gathered recently in the company's St. Louis factory to participate in the long-standing tradition of christening the first unit of each new product line with a touch of bourbon. Both machines, the DSP9200 and GSP9200 CRT balancer, were destined for sale overseas by Pogliani & Revolta S.p.a., the exclusive distributor of Hunter products in Italy. The 9200-series balancers offer robust features and capabilities that give them a universal appeal in global markets. Both balancer models are available and selling briskly in the United States as well.

Hunter Highlights

A Publication of Hunter Engineering Company

11250 Hunter Drive
Bridgeton, MO 63044 U.S.A.
314-731-3020
<http://www.hunter.com>