

Hunter Highlights

News and
Trends of the
Automotive
Service Industry

Domestic and Export Growth Drives Promotions



John Zentz,
Vice President of Sales



Wes Wingo,
Vice President of International



Erwin Van Deman,
South East Division Manager



Larry Watson, Jr.,
Atlanta Regional Manager

In response to the company's continued expansion and sales growth in domestic and international markets, Hunter Engineering Co. Chairman Stephen F. Brauer has announced new senior management promotions.

Dave Smith, recently named Hunter Senior Vice President, will continue to oversee the U.S. and Canadian field organizations and related departments and guide Hunter's Marketing Department.

John Zentz has been promoted to Vice President of Sales, responsible for Hunter's 23 U.S. regions and field managers. After earning Hunter President's Club honors during his first three years as Sales Representative in Baltimore, Zentz was named Charlotte Regional Manager in 1998, where he earned the honor four more times for top region performance. He was named South East Division Manager in 2000, responsible for Charlotte and five additional Regions. Zentz will now work out of Hunter's home office in St. Louis, Missouri.

Wes Wingo has been named Vice President of International. Wingo was a successful Hunter distributor before joining the company as a sales representative in 1995. He has served in various regional manager positions. He was appointed to Director of International in 2004, where he led Hunter's fast-growth export business, significantly expanding the company's international markets and achieving record sales growth each year.

Erwin Van Deman has been promoted to South East Division Manager. Van Deman joined Hunter in 1985, as a sales representative in Houston. He earned President's Club honors four times and has served as a Hunter Regional Manager since 1996.

Larry Watson, Jr. follows Van Deman as Hunter's Atlanta Regional Manager. Watson joined Hunter in 2004 as a sales representative in Tampa and earned President's Club honors the next year.

Tallon Named Operations Manager of Hunter Canada

Hunter Senior Vice President Dave Smith has named Darcy Tallon Operations Manager of Hunter Canada. Hunter's Canadian business is based in Newmarket, Ontario. Tallon is now responsible for all of Hunter's Canadian sales and service operations and support, including training, parts supply, the distributor network and OEM and national account customer relationships.

Tallon has served as a Hunter Sales Representative in the Orlando Region for the past six years. He earned Hunter President's Club honors in 2005 and 2007.



Darcy Tallon,
Canada Operations Manager

Hunter Sales and Service Factory Training – St. Louis, July 8 - 18, 2008



Hunter's 2008 factory training classes brought more than 650 U.S. and Canadian sales and service representatives to the company's Research and Training Center in St. Louis, Missouri.

At least once a year Hunter invites all sales and service representatives to the company headquarters or satellite facilities for new product introductions and refresher training.

Hunter employs a comprehensive approach to sales and service training and support that includes its network of nationwide regional training centers, the Super Service Center in St. Louis and Web-based multimedia resources with instant access to the newest product and service information.



Product Manager Pete Liebetreu demonstrates Hunter Auto34 tire changer capabilities to sales representatives.



Hunter Service Representatives reviewed new wheel alignment system features and capabilities as well as service procedures at Hunter's Media Center. Hunter Director of Product Management Denny Bowen leads this segment.

Auto34 Tire Changer Provides Wheel Service for 2009 Nissan GT-R Introduction to U.S. Dealers



The Auto34 tire changer in action at the Las Vegas Motor Speedway during the Nissan dealer event.

Hunter's Auto34 leverless, high-performance tire changer was on the job when 650 Nissan-USA dealers were recently introduced to the new 2009 GT-R model at Las Vegas Motor Speedway. Performance Racing, the Indy Car tire service provider contracted for the event, employed the Auto34 to keep the cars riding on fresh rubber.

The GT-R's standard wheel is a Bridgestone high-performance run-flat mounted on a custom GT-R 20-inch lightweight forged aluminum rim with a knurled bead. The Auto34 is designed to quickly and easily service this type of performance tire and wheel combination without difficulty. Its leverless technology eliminates prying and bead stress during mounting and demounting.

B400T Heavy-Duty Brake Tester Meets Federal Requirements for Truck Safety Inspection



The FMCSA recently filmed an informational video segment about performance based brake testers (PBBTs), at Hunter's Truck and Bus Safety Center in St. Louis. Idaho State Police Multimedia Specialist Mark Mills is shown here preparing a shot of Missouri State Highway Patrol Trooper Robert Hoehn and Roadway Express driver Pat Wolfmeyer using a Hunter B400T Brake Tester.

New Federal Motor Carrier Safety Administration (FMCSA) enforcement regulations allow the use of Hunter's B400T Brake Tester to determine commercial vehicle brake safety compliance and take vehicles out of service without a follow-up physical inspection.

Prior regulations required inspectors to use a time-intensive manual/physical inspection to determine compliance. Now the B400T can complete the inspection in less than one minute per vehicle, greatly reducing the time and effort required to get unsafe vehicles off the road.

The B400T measures actual braking performance at each wheel. Fleet operators use the B400T as a fast and efficient way to greatly increase inspection accuracy and flow-through. The B400T is also used by various state motor vehicle inspection programs and the U.S. Army.

Greg Meyer Named Wheel Balancer Product Manager



Greg Meyer,
Hunter Product Manager

Hunter Director of Product Management Denny Bowen has named Greg Meyer to oversee the company's wheel balancer products for passenger cars and light trucks.

Meyer joined Hunter in 2001 as a Research & Development Mechanical Design Engineer and was instrumental in the development of key Hunter products and equipment features.



Hunter Visitors



Audi

Hunter Manager of OEM Programs, Jeff Russell, led Audi Technical Service Managers through a training segment on new Audi-specific procedures. Included in Hunter's Audi-specific alignment software are high productivity features for servicing Adaptive Cruise Control, Dynamic Steering, Lane Departure Warning systems and other Audi vehicle systems.



General Motors

General Motors Regional Service Engineers and Technical Consultants spent the day at Hunter's Training Center covering alignment, brake and wheel vibration troubleshooting.

From left: **Bruce Shahbazi, Stuart Raike, Don Whetzel, Konrad Delong, Randy Mason, Jeff Richardson, Joel Carson, John Metcalf, Stevel Klein and Luke Matthies.**



Daimler AG

Daimler Heavy-duty Truck Specialist and Engineer **Florian Buettner** traveled to St. Louis from Stuttgart, for a full review of Hunter heavy-duty alignment technology, procedures and practices at Hunter's Truck and Bus Safety Center.

From left: Hunter Heavy-Duty Training Specialist Greg Brock, Hunter International OEM Account Manager / Technical Manager Pat Callanan, Hunter Manager of Research & Development Engineering Mike Steiff, Florian Buettner and Hunter Heavy-Duty Product Manager Mitch Weller.

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