

highlights

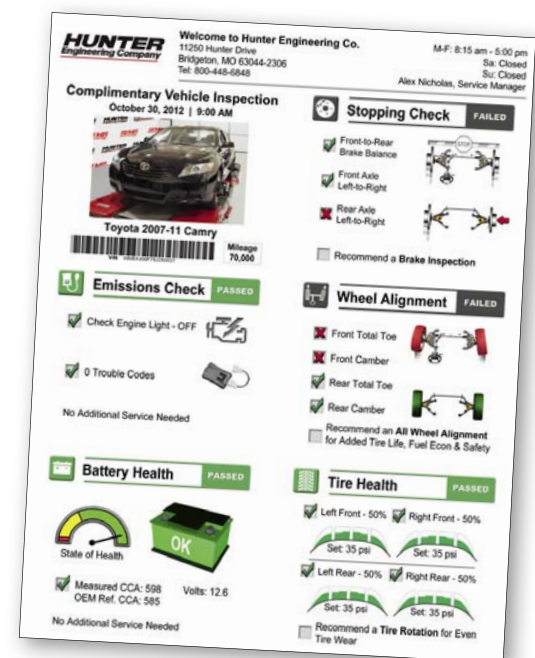
News and Trends
of the Automotive Industry

Hunter Quick Check™ System 3-minute inspection process shown at SEMA



Hunter Northeast Division Manager Doug Woolverton gives a Quick Check inspection system demonstration, resulting in a color-coded printout that outlines vehicle health issues.

Coming this spring, Hunter's single-process Quick Check™ system performs a comprehensive vehicle inspection in under three minutes. By gathering valuable information about a vehicle's alignment, brake performance, battery health, emissions, and tire health, Quick Check allows shops to check every car that comes to the service lane, increasing revenue and improving customer retention.



- ✓ Fast verification of alignment need
- ✓ Boost traffic to most profitable undercar service



- ✓ Wheels tested individually
- ✓ Tests brake force at each wheel and overall vehicle deceleration



- ✓ Tests battery to OEM specs
- ✓ Tests and sends results wirelessly to console in just ten seconds



- ✓ Retrieves emission codes
- ✓ Wirelessly transfers important vehicle information to console



- ✓ Integrated inflation hoses
- ✓ Automatically fills or bleeds tires to OEM specification



- ✓ Quick and easy tire wear check
- ✓ Conditions transmitted to console automatically

SEMA 2012

Hunter debuts state-of-the-art exhibition booth

In October, at the annual SEMA Show in Las Vegas, Hunter debuted a 7,000-square-foot exhibition booth to display a variety of Hunter's industry-leading products. The booth featured Hunter's premium line of undercar service equipment, including the HawkEye Elite® alignment system, Road Force Touch® and new SmartWeight Touch™ balancers, and the popular Auto34 tire changer.

Hunter's Quick Check™, the fastest vehicle inspection system in the industry, was also introduced at SEMA. The system performs an alignment check, stopping performance test, battery test, emissions check, and tire pressure and tread depth checks in under three minutes. Demonstrations of this equipment were given every fifteen minutes throughout the show. Additionally, Hunter's booth offered a Quick Check resource area, where visitors could learn more about this cutting-edge inspection system.

The size and activity in the booth were magnets for media attention. The Speed Channel filmed Hunter's Quick Check inspection lane for an episode that aired throughout December. Hunter was also filmed by Discovery's *Overhaulin'* show. The crew filmed Hunter representatives installing a tire on an Auto34 tire changer, and then balancing the wheel using a Road Force Touch diagnostic wheel balancer. The episode aired on December 3.

SEMA is the premier automotive specialty products trade event in North America. This year, more than 2,200 exhibitors in 35 categories attended the show, drawing 60,000 domestic and international buyers. This year marks Hunter's sixteenth year attending the show.



Hunter's booth buzzed with activity at SEMA 2012. Quick Check inspection system demos and Road Force Touch speed demos took place every fifteen minutes.



Spectators witness a demonstration of new Hunter Quick Check, the fastest inspection system in the industry.



Hunter Sales Representative Kevin Knebel operates an Auto34 for Discovery's *Overhaulin'* camera crew.



Hunter Product Manager Greg Meyer demonstrates a Road Force Touch diagnostic balancer for Discovery's *Overhaulin'* show.

SEMA 2012 Spotlight on Hunter in Las Vegas



Hunter Vice President of Marketing Beau Brauer (right) and Hunter Vice President of Research and Development Tim Strege (center) accept MOTOR Magazine's Top 20 Tools Award for Quick Check alignment audit.

While in Las Vegas for SEMA, representatives from Hunter attended the AAPEX Show, an expo that features automotive aftermarket industry leaders from around the world. During AAPEX, Hunter received MOTOR Magazine's Top 20 Tools Award for the Alignment Quick Check™ system. By measuring a vehicle's tire wear angles, the Alignment Quick Check system is able to determine if a vehicle is in need of an alignment in only 58 seconds. The fastest alignment audit system in the industry, Alignment Quick Check makes it possible for a shop to check every vehicle that comes in. This award marks Hunter's fifteenth Top 20 Tools Award.

Nearly 100 representatives from Hunter attended SEMA, performing live equipment demonstrations and talking to customers about Hunter's latest products. Domestic and international guests also attended Hunter's reception at the Renaissance Hotel. During the reception, guests had the opportunity to headline a promotion video highlighting Hunter's exhibition booth and outlining the capabilities of the industry-leading Quick Check system and other new products.

Hunter Product Manager Kaleb Silver noted that "the Quick Check system created a contagious excitement at SEMA, continually drawing large crowds to Hunter's booth every fifteen minutes for live demonstrations."



Nearly 100 Hunter employees and representatives managed Hunter's booth at SEMA this year.



Hunter Southeast Division Manager Erwin VanDeman and Hunter Jacksonville Region Manager John Murray demonstrate a Road Force Touch diagnostic balancer for booth visitors.



Hunter Western Division Manager Chris Tullus (right) at SEMA with Hyundai Motor America Parts & Service Merchandising Manager Sam Hessle (left) and Hyundai Motor America Diagnostic Systems Engineer Bruce McCulloch (center).

Hunter's Road Force Touch® wins Automechanika Innovation Award



Hunter Chairman Steve Brauer (second from right) and Hunter Executive Vice President Nick Colarelli (second from left) accept the award from the Prime Minister of Hessen Volker Bouffier (far left) and Automechanika Exhibition Director - Frankfurt Detlef Braun (far right).

Hunter's Road Force Touch® received the prestigious Automechanika Innovation Award at Automechanika - Frankfurt in September.

The Road Force Touch was selected for the coveted award by an elite jury of automotive experts. Automechanika's jury judged new products based on the technology's overall innovation, functionality, aftermarket relevance, safety, and contribution to environmental protection. Hunter Engineering was the only award winner from the United States.

Automechanika is the world's largest and most global automotive service show. This year, 4,593 exhibitors from 74 countries attended the show. Around 148,000 visitors from 174 countries came to Frankfurt to witness equipment demonstrations and become familiar with new product lines.

The revolutionary balancer performs a simulated road test using Hunter's patented load roller to find hidden vibration problems and offers match-mounting instructions to minimize forces. The Road Force Touch also features a new intuitive touch screen interface and patented eCal™ true auto-calibration.



Hunter's booth featured Road Force Touch balancers and Alignment Quick Check systems.



A group of German customers watch an Alignment Quick Check demonstration.

New SmartWeight Touch™ balancer fastest floor-to-floor

Hunter's SmartWeight Touch® balancer provides superior wheel service with an intuitive touchscreen interface for unmatched speed and technician support. New software features include on-demand videos that simplify training, and 3D graphics that provide live navigation through the selection and placement of wheel weights.

The SmartWeight Touch also uses Hunter's patented eCal™ auto-calibration to electronically and automatically calibrate the balancer without any input from the operator, making it a truly "self-calibrating" balancer. As with any Hunter premium wheel balancer, the SmartWeight Touch uses patented SmartWeight® technology, which improves balance and minimizes weight usage.



The intuitive touch screen interface quickly trains new technicians.



Hunter Chairman Steve Brauer (front row, second from right) christens a SmartWeight Touch balancer with aged bourbon.

New HawkEye Elite® Alignment System approved by Volkswagen

Volkswagen has approved Hunter's HawkEye Elite® alignment system for use in their workshops worldwide. HawkEye Elite uses four precision cameras to measure the position and orientation of targets mounted to each wheel using Hunter's patented QuickGrip™ adaptors. QuickGrip adaptors feature spring-loaded arms that grip the tire, eliminating metal-to-metal contact and subsequent rim damage.

Hunter and Volkswagen have had a strong relationship since the 1970s, when Hunter began developing customized equipment to meet Volkswagen's dealer service needs. In 2004, Volkswagen approved Hunter's DSP600 sensors, making them the first alignment sensors using digital imaging technology to be approved by a German automaker. Volkswagen is the largest auto manufacturer in the world, providing a full line of vehicles through over 800 dealer locations in the United States.



Road Force Touch® with StraightTrak® essential for all KIA dealerships in the US



Hunter's Road Force Touch® with the patented StraightTrak® feature is now essential equipment for all KIA dealerships in the US.

By measuring lateral force (tire pull), StraightTrak shows the technician optimal wheel placement to cancel vehicle drift and pull issues. After testing, KIA's analysis showed that many vehicle tracking concerns could be corrected with the StraightTrak feature.

Parameters such as tire pull can only be measured accurately under load, making Hunter's patented load roller the truest way to identify vehicle drifts and pulls.

KIA Motors America offers a complete line of vehicles through more than 755 dealers throughout the United States.



Hunter Western Division Manager Chris Tullus (left) with KIA Motors America Manager of Production Vehicle / Port Quality John Thornton (center) and KIA Motors America Manager of Service Information & Equipment Lewis Thompson (right) at the installation of a Road Force Touch diagnostic balancer.

StraightTrak technology suggests optimal wheel placement just like OE manufacturers.

Hunter Deutschland celebrates 10th anniversary

Opened in 2002, Hunter Deutschland celebrated its tenth anniversary in June. Hunter Deutschland invited distributors and OE customers to their training center to witness demonstrations of the Road Force Touch® balancer and Quick Check™ alignment audit system. The celebration continued aboard the cruise ship MS Augsburg, where Hunter Deutschland staff and customers enjoyed a cruise on Lake Ammersee. Hunter Deutschland Managing Director Martin Adams stated, "We were delighted that so many of our key customers from all over the country accepted our invitation to celebrate this important milestone with us."

Located outside Munich, Hunter Deutschland was the first company-owned subsidiary outside of North America. Hunter Deutschland also has a separate independent service contractor network throughout Germany. Hunter has operated in the global market since the early 1950s.



Above: VP of Marketing Beau Brauer celebrates with Hunter Deutschland staff on board the MS Augsburg.



Inset: Hunter Deutschland Managing Director Martin Adams demonstrates the Road Force Touch.



Hunter Deutschland Managing Director Martin Adams demonstrates Hunter's patented QuickGrip™ adaptors.



Hunter Deutschland staff and customers celebrate the facility's tenth anniversary in the training center.

Hunter appoints new St. Louis Sales Instructor, Central Canada Regional Manager



Todd Rittenberry

Todd Rittenberry has been named St. Louis Sales Training Instructor. He began his career at Hunter in 2009 as a Sales Representative in Louisville, Kentucky. He won President's Club honors in 2010.



John Peron

John Peron has been named Region Manager for Central Canada. John began his career at Hunter as a Sales Representative in Ontario. Prior to joining Hunter, John was Chief Program Manager of New Business Development at Magna International.

Hunter visitors

General Motors



Central Missouri GM Service Managers, including Central Missouri GM Service Manager President **Michael Mountjoy** (second from left) visited Hunter to learn more about Hunter's latest equipment line. The group was led by Hunter North Central Division Manager **Larry Watson** (far right).

Monro Muffler & Brake



Representatives from Monro Muffler and Brake Service, including Monro Muffler and Brake President and CEO **John van Heel** (far right) and Monro Muffler and Brake Executive Vice President **Joe Tomarchio** (second from left), visited the Bridgeton campus to learn more about Hunter's new equipment. The visit was led by Hunter Northeast Division Manager **Doug Woolverton**. (far left)

Tire Discounters



Pictured from left: Hunter Pittsburgh Region Manager **Joe Jambro**, Tire Discounters Equipment Coordinator **Forry Hargitt**, and Hunter Northeast Division Manager **Doug Woolverton**.

Wholesale Auto Supply



Pictured from left: Hunter New York Region Manager **Jim DeLeo**, Wholesale Auto Supply Company CEO **Andrea Karsian**, Wholesale Auto Supply Company President **Mike Allen**, and Hunter Northeast Division Manager **Doug Woolverton**.

Group 1 Automotive



Pictured from left: Hunter Vice President of Sales **John Zentz**, Group 1 Vice President of Fixed Ops **Wade Hubbard**, Group 1 Director of Fixed Ops **Mike Jones**, Group 1 Regional Director of Fixed Ops **Jim Lux**, Group 1 Regional Director of Fixed Ops **Roy Boitnott**, Hunter Gulf States Division Manager **Joe Fuller**, and Hunter Houston Region Manager **Steve Brauer, Jr.**

Myers Tire Supply



Representatives from Myers Tire Supply visited Hunter's headquarters to attend a three-day distributor training course. Leading the group was Hunter Supervisor of Field and Sales Training **Doug Felt** (third from right, back row).

Hunter visitors

Opus Bima



Pictured from left: Hunter VP International **Wes Wingo**, Opus Bima Sales Representatives **Mats Jansson**, **Mikael Engman**, **Zika Petrovic** and **Hakan Boberg**, Hunter International Regional Manager **Kevin Dillon**, Opus Bima Product / Education Manager **Peter Lundin**, and Opus Bima Product Manager **Hans Lihv**.

Automotive Service Solutions



Pictured from left: Hunter International Regional Manager **Tom Ksiazek**, Automotive Service Solutions Installation Specialists **Nathan Vagg**, **Mark Scarpa**, **Ben Holland** and **Ayzaaz Ahamad**, and Automotive Service Solutions Sales Representatives **Albert Manto** and **Brett Robson**.

Beruf Auto



Pictured from left: Hunter International Region Manager **Amin Alasgarli**, Beruf Auto CEO **Vladimir Veilert**, and Beruf Auto Sales Manager **Yakov Melesko**.

Sumitomo Rubber



Executives from Sumitomo Rubber - Middle East visited Hunter to witness new equipment demonstrations. Leading the group was Hunter International Region Manager **Amin Alasgarli** (far left).

Kumho Tires



Representatives from Kumho Tires toured Hunter's facility and received training on Hunter's latest equipment. The group was led by Hunter Field Training Instructor **Ron Freeman** (third from left, back row) and Hunter International Technical Manager **Pat Callanan** (far right, back row).

Würth Norge



Visitors from Würth Norge traveled to Bridgeton to observe Hunter's latest alignment service procedures. The group was led by Hunter International Region Manager **Tom Ksiazek** (far left), Hunter VP of International **Wes Wingo** (fourth from left) and Hunter International Training Instructor **Byron Morgan** (back row, center).

HUNTER
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