

highlights

News and Trends
of the Automotive Industry

Hunter executive leadership and field management changes



Hunter is pleased to announce the appointment of **Steve Brauer, Jr.** as Vice President of Operations. He will work with Bill Luehm to oversee Hunter's manufacturing operations.

Steve joined Hunter as a Sales Representative in 2009 covering Fort Worth and Abilene, Texas. After reaching President's Club his first year and finishing #2 nationally in 2010, he was promoted to Houston Regional Manager in 2011. Under his leadership, the Houston Region moved from one of the lowest performing regions to number one, in 2012 and again in 2013.

Steve was promoted to Gulf States Division Manager and Dallas Regional Manager in 2013. This same year he took the Dallas Region to number one nationally where it remained for two years in a row. The Gulf States Division has also remained number one each year under his leadership.

Both the Dallas Region and Gulf States Division are ranked number one in YTD sales through July 2016. Steve holds a company record for consecutive President's Club awards as a Regional Manager.

Prior to joining Hunter he worked in manufacturing operations for the F-35 Joint Strike Fighter program at Lockheed Martin. Steve received a B.S. degree in Mechanical Engineering from Texas A&M University, and an MBA from The University of Texas at Austin.

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Hunter expands training, opens three new training facilities!



Above: Hunter's training classes are small, allowing maximum student/teacher interaction.

Right: Three new Hunter regional training facilities have opened across the United States. New locations marked with this symbol .

Hunter Engineering is pleased to announce the opening of three new regional Hunter Training facilities. New training centers are located in Harlingen, Texas, Canastota, New York and Milford, Nebraska. Hunter now operates 43 training centers across the United States.

Each of Hunter's regional training facilities offers a variety of wheel service classes including wheel alignment, wheel balancing and custom wheel and tire changing. Special courses may be created upon request and field seminars are available.

A full-time ASE-certified instructor conducts each Hunter Training course. Fully equipped training service bays offer hands-on practice using

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Hunter executive leadership and field management changes

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Charlie Bullock
Gulf States Division Manager

Charlie Bullock is being promoted to Gulf States Division Manager and will remain the Denver Regional Manager. Charlie started his career with Hunter in 1984 as a Sales Representative in Beaumont, TX. After serving as a Sales Representative in Beaumont, TX, Fort Worth, TX and Fort Collins, CO, Charlie was promoted in 1994 to Denver Regional Manager. Charlie has earned the President's Club Award two times and the Lee Hunter Award three times.



Mike Healey
Minneapolis Regional Manager

Mike Healey is retiring after a 30 year career with Hunter Engineering. Mike joined Hunter in 1986 as a Sales Representative in East St. Louis, IL. Mike was promoted in 1988 to Minneapolis Regional Manager and has served in that role ever since. Mike earned the President's Club award one time. We wish Mike all the best in his retirement.



Gregg Donatell
Minneapolis Regional Manager

Gregg Donatell is being promoted to Minneapolis Regional Manager. Gregg began his career with Hunter in 1984 as a Technical & Training Representative in St. Paul, MN. Gregg has earned the Lee Hunter Service Award a company record 30 times. Gregg's extraordinary service experience will be a great asset to Hunter's management team.



Scott Denton
Dallas Regional Manager

Scott Denton is being promoted to Dallas Regional Manager. Scott began his Hunter career in 2010 as a Sales Representative in Loveland, CO. Scott has earned the President's Club in 2014 and 2015. Scott and his family will be relocating to the Dallas area.

Hunter expands training, opens three new training facilities!

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the latest Hunter technology. Hunter Training facilities provide students with small class sizes and hands-on experience, including valuable one-on-one time with the instructor. Classroom time is minimized to focus on skill application and emphasis is focused on learning equipment operation.

Hunter alignment training classes were recently modified to include test preparation material for ASE exams. Hunter's Alignment Fundamentals Level I and Heavy Duty Truck Level I classes now serve as test preparation courses for the ASE A4 Automotive Steering and Suspension and T5 Heavy-Duty Steering and Suspension exams respectively. Hunter Engineering hands-on, interactive courses now cover all topics needed to prepare you for the ASE alignment exams.



Hunter Training begins with concept theory and discussion (40%) and finishes with hands-on training (60%).

Hunter introduces new technology at Automechanika Frankfurt!

Hunter Engineering Company exhibited at its 14th Automechanika Frankfurt in mid-September.

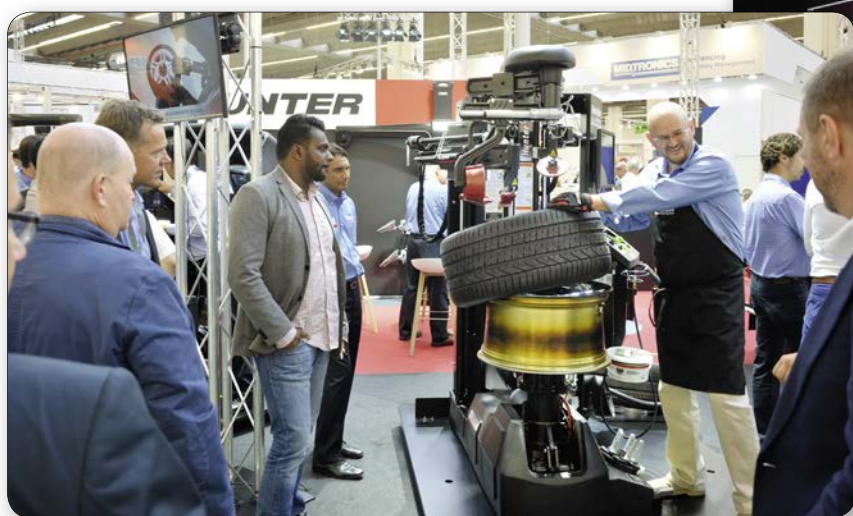
The 1,300 square-foot booth featured Hunter's complete line of international equipment, including the new Road Force® Elite, the industry's fastest diagnostic balancer. The booth also featured Hunter's fully automatic Revolution™ tire changer that increases ease of use and reduces risk of TPMS damage.

Hunter hosted customers and distributors from around the world during the week-long show.

Hunter currently has international distributors in over 100 countries worldwide.



Above: Hunter's booth at Automechanika featured product demonstrations, including the new Road Force® Elite diagnostic wheel balancer.



Left: A demonstration of Hunter's Revolution™ tire changer draws a crowd at Automechanika Frankfurt.

Hunter offers new Inflation Station with Quick Check®!

HUNTER Engineering Company
 Hunter Engineering Co.
 11250 Hunter Drive
 Bridgeton, MO 63044
 Tel: 314-731-3020

M-F: 8:15 am - 5:00 pm
 Sa: Closed
 Su: Closed
 Alex Nicholas, Service Manager

Complimentary Vehicle Inspection
 05/24/16 2:35 PM



Chevy 2012 Malibu w/ Electric Power Steering
 Odometer 64,821
 Last in Date: 01/24/16 12:10 PM

Wheel Alignment FAILED

- Front Total Toe
- Front Camber
- Rear Total Toe
- Rear Camber

Recommend comprehensive alignment check for added tire life, fuel economy and safety.

Tire Health FAILED



30 32 psi
 32 34 psi

Front: 4/32 5/32 5/32 4/32 21

60 mph
 Wet Stopping Distance* 21
 60 mph
 Your stopping distance



Hunter has released a new Inflation Station that is compatible with Quick Check® or can be installed as an independent system. Inflation Station quickly measures tire pressure and then inflates or deflates the tires according to the user-entered specifications. Technicians simply set the pressure at the Inflation Station or Quick Check® console and connect the air hoses.

With Quick Check® Inflation Station, the initial and final tire pressure readings are automatically included in the customer report. If an abnormal pressure is detected, the initial reading will turn red to indicate a potential problem. This enables the shop to present findings to the customer and recommend a detailed tire and wheel inspection. The report is available in print or digital form and can even be emailed to customers. With the new Inflation Station, shops can ensure alignment checks are always performed with the proper tire pressures.

The new Inflation Station can even be utilized to provide a quick, complimentary tire fill service to your customers. This valuable service can generate additional customer traffic, profitable service opportunities and revenue to your shop.

Tire pressure measurement units can be set for psi, bar or kPa. The new Inflation Station meets and exceeds the California Bureau of Automotive accuracy standards.

Revolution™ tire changer helps local business service difficult assemblies

Hunter's updated Revolution™ tire changer has helped Bert's Service of Athens, Illinois service complicated assemblies with speed and efficiency.

"With our old tire changer, it would take us two or three guys to change stubborn combinations without problems or damaging the wheel... But, with the Revolution™ it only takes one technician to change even the most difficult assemblies. It takes all of the pressure off our techs and they love using it," says Bert Kincaid, Owner of Bert's Service.

Kincaid goes on to say, "I don't see how a shop could not consider the Revolution™. If you figure in damage, additional help and injury risk, the investment is more than worth it... We can also show our customers that we are using the best technology to keep from damaging their wheels."



Bert Kincaid, Owner of Bert's Service, and Jay Eddings, Tire Technician, with local Hunter Service Representative Dustin Garza and the new Revolution™ tire changer.

Bert's Service is able to change even the most difficult assemblies with the Revolution™ tire changer.

Quick Check® and Quick Tread® feature integration with Dealer Tire!

Hunter's Quick Check® and Quick Tread® now integrate with Dealer Tire. This integration enables dealerships to increase tire and alignment sales while boosting customer retention.

Upon the completion of each Hunter inspection, the alignment and tire results are instantly transmitted to the Dealer Tire software. Within the software, an advisor or parts manager can view a list of all vehicle inspections, access individual inspection results and generate tire and alignment offers showcasing the Hunter 3D tire images and alignment condition.

The tire offer is presented in a customer friendly 'good, better, best' format allowing for an enhanced shopping experience. Each tire offer is automatically generated based on the proper OEM fitment and the individual

dealerships customized tire stocking plan. Dealer Tire even integrates with leading DMS parts inventory to allow service advisors to instantly quote new tires from the available inventory, stripping out the inefficiency of having to check with the parts department.

Alignment results are included in the offer as well allowing the service advisor to easily make recommendations for the most profitable undercar service, directly from the report. The offer can easily be printed or emailed to the vehicle owner.



Quick Check® and Quick Tread® integration with Dealer Tire will increase tire sales and boost customer retention without any monthly fees.

HawkEye Elite® official alignment system at SkillsUSA National Competition 2016!



One of 6,000 technical students competing in the SkillsUSA National Leadership and Skills Conference completes an alignment on Hunter's HawkEye Elite® alignment system.

Hunter's HawkEye Elite® alignment system was used as the official wheel alignment system at SkillsUSA National Leadership and Skills Conference held in Louisville, Kentucky. Nearly 200 of the top Automotive Service Technology (AST) students were tested on the HawkEye Elite®. Every year, SkillsUSA holds a showcase of technical education students.

More than 15,000 career and technical education students, teachers and school administrators attended SkillsUSA.

Hunter representatives were able to put HawkEye Elite® alignment technology in the hands of top technical students and administrators in technical education.



Judges for the SkillsUSA Competition administered tests to nearly 200 students and evaluated them based on various alignment procedures and diagnostics.

Vietnam's T&S Car Tek showcases Hunter equipment!



One might not expect to find state-of-the-art automotive workshops in Vietnam. But thanks to the efforts of Hunter Distributor T&S Car Tek in Hanoi, the country is rapidly becoming a showcase for premium Hunter products.

Today, T&S Car Tek, has the highest sales-to-vehicle population ratio of all international markets and is held as an example of true professionalism among Hunter's Distributor Network.

Mr. Phan Thanh Son, owner of T&S Car Tek, successfully demonstrates the features and benefits of Hunter's product line to customers eager to invest in equipment that will give them a competitive advantage.

Vietnamese customers are also keen on equipment with a long useful life, foregoing the temptation to purchase lower priced equipment with limited features and durability issues. T&S operates a fully operational training center featuring Hunter's full line of passenger service equipment and employs a large after sales service team.

Mr. Phan Thanh Son frequently visits the Hunter corporate offices to receive advanced technical training on new products. Afterwards, he provides this technical expertise to his customers as part of a full array of services.

BMW approves HawkEye Elite® alignment system with QuickGrip® adaptors!



BMW has approved Hunter's HawkEye Elite® alignment system and QuickGrip® adaptors 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 QuickGrip® adaptors and Hunter's three-dimensional targets customized to the needs and specifications of BMW vehicles. Hunter adaptors comply with the requirements of BMW workshops to provide high-precision alignments.

Hunter and BMW have had a strong relationship since 1992 when BMW approved Hunter as the worldwide supplier of computerized wheel alignment equipment to their dealer network. In 2004, camera-based alignment systems were also approved by BMW. Hunter continues to develop other customized equipment to meet BMW dealer service needs. BMW operates 373 workshops in the U.S. and over 3,000 more worldwide.

Hunter Senior Product Manager, Kaleb Silver noted "BMW's approval of HawkEye Elite® is exciting for their dealers, allowing fast, accurate alignments with the latest technology available. This will drive higher productivity for their dealers."

'Things to Consider...' webpages help you choose equipment for your shop!



Hunter has released new "Things to Consider..." webpages to help you choose the best equipment for your shop or service center.

The "Things to Consider..." tab for each product category will lead you to a list of important considerations and tips for choosing the best service equipment for your shop.

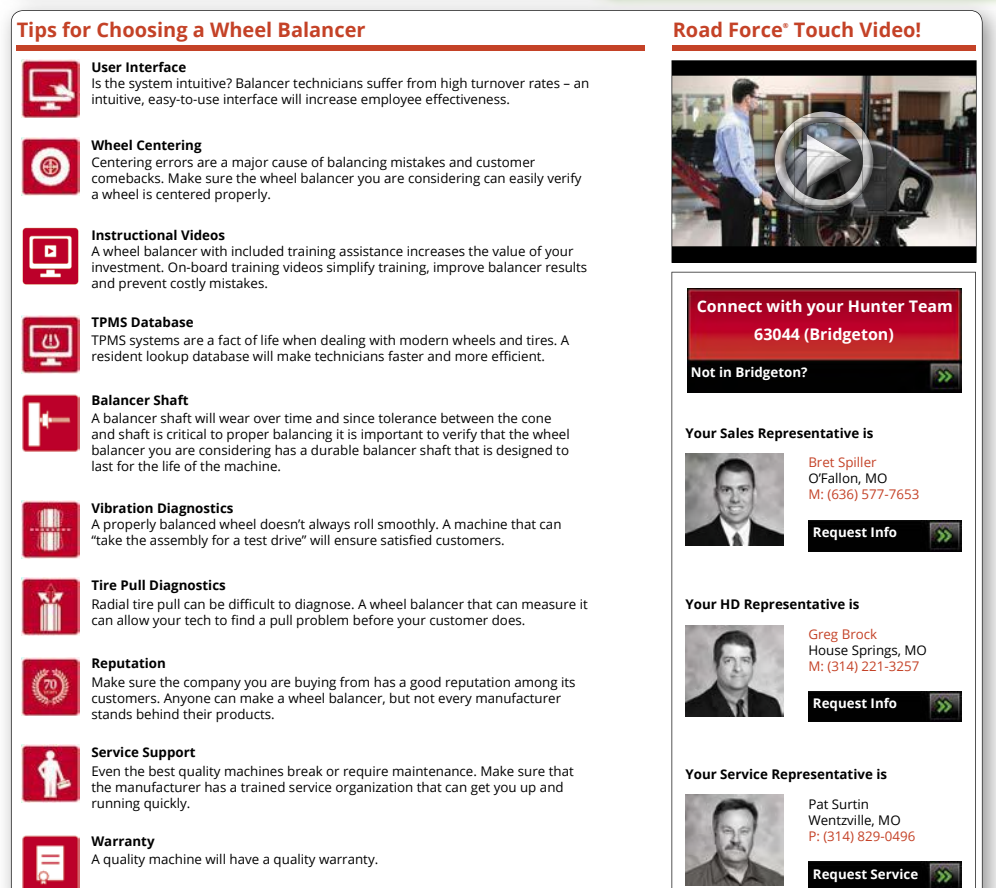
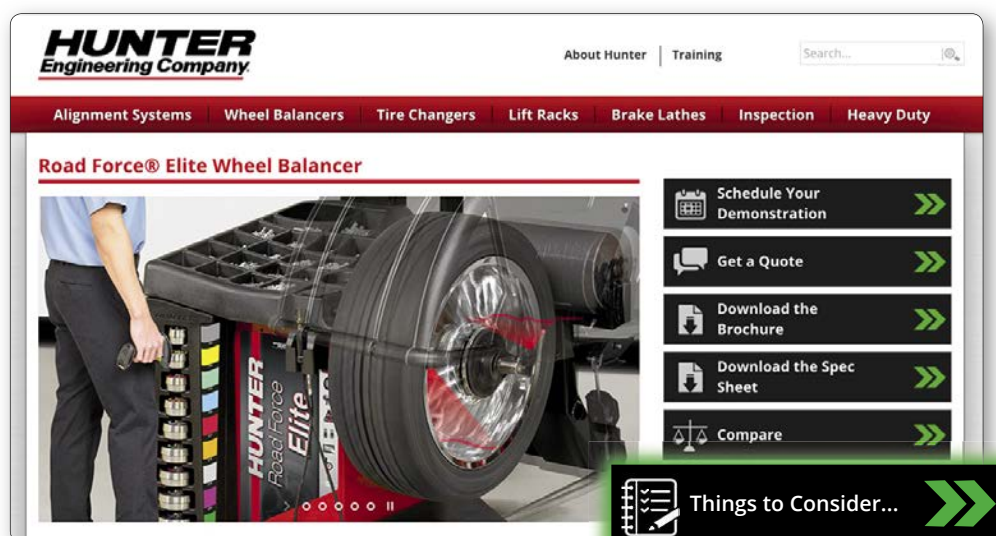
When considering an equipment purchase, whether it is a tire changer, wheel balancer, brake lathe or wheel aligner, there are some common principals to keep in mind.

Consulting with a manufacturer is essential when investing in new equipment and technology, and these pages offer important considerations when trying to grow your business.

Some important equipment considerations include: ease-of-use, time savings and efficiency. Equipment should help maximize shop productivity and profitability, and these pages help guide users in their equipment decision path.

Even the best equipment will need service, whether it is a maintenance checkup or a repair. It is essential to purchase equipment from a manufacturer that provides excellent service in a timely manner.

These lists will give you some easy "Things to Consider..." next time you are shopping for an aligner, tire changer, wheel balancer, brake lathe or inspection equipment.



Hunter visitors

Hall Automotive



Pictured from left: Hunter Richmond Regional Manager **Tony Jones**, Hall Automotive Group Divisional President **Bill Baker**, Hall Automotive Group Director of Service Operations **David Pickett**, Hill Equipment Company Owner **John Hill** and Hunter Director of Training **Tom Settle**.

4 Wheel Parts



Pictured from left: Hunter Director of Canadian Operations **John Peron**, 4 Wheel Parts National Service Manager **Mark Allen**, 4 Wheel Parts Regional Service Manager **Ethan Powell**, Hunter Western Division Manager **Chris Tullus**, Hunter Director of Training **Tom Settle** and Hunter VP of Sales **John Zentz**.

Porsche North America



Pictured from left: Hunter Product Manager **Don Glaser**, Hunter Director of Training **Tom Settle**, SBS/Porsche Cars NA Program Manager **Stan Mikol**, Porsche Cars Canada Ltd. Technical/Warranty Support Specialist **Paul Oliverio**, Porsche Cars NA Technical/Warranty Support Specialist **Jeff Haller**, Hunter OEM Account Manager **Pat Callanan** and Southeast Division Manager **Darcy Tallon**.

Dealer Solutions & Design



Pictured from left: Hunter Director of Training **Tom Settle**, Dealer Solutions and Design Facility Specialist **Josh Currie**, Dealer Solutions and Design EVP **Michael Bolden**, Dealer Solutions and Design Facility Specialist **Clayton Terry**, Dealer Solutions and Design President **Bob Stewart**, Hunter Southeast Division Manager **Darcy Tallon** and Hunter VP of Sales **John Zentz**.

Wilson Tire



Pictured from left: Hunter Washington DC Regional Manager **Pete Loglisci**, Hunter Representative **Joe Norris**, Wilson Tire and Auto Area Facility & Equipment Manager **David Dacko**, Wilson Tire and Auto Operations Manager **Larry McGill**, Hunter Representative **Paul Acito** and Hunter Director of Training **Tom Settle**.

Federal Mogul



Pictured from left: Hunter Director of Training **Tom Settle**, Federal Mogul AASA VP **Chris Gardner**, Federal Mogul Director of Training/Consumer Experience **Brent Berman**, IT Director- Gates Corp **Lisa Henkel**, Federal Mogul Training Operations Manager **Tereva Corley** and Hunter Central Division Manager **Larry Watson**.

Hunter visitors

Lucas Oil Center



Pictured from left: Hunter Representative **Nick Durchholz**, Hunter Cincinnati Regional Manager **Eric Funk**, Lucas Oil Center Owner/Operator **Bill Floyd** and Hunter Director of Training **Tom Settle**.

Virginia Tire & Auto



Virginia Tire and Auto visited Hunter headquarters to see new Hunter technology. Leading their visit was Hunter Washington DC Regional Manager **Pete Loglisci** (far left) and Hunter Director of Training **Tom Settle** (far right).

Larry Miller Group



Pictured from left: Hunter Director of Training **Tom Settle**, McGee Company Equipment LHM **Bob Poindexter**, Larry Miller Group Director of Fixed Operations **Dan Johnson**, and Hunter Denver Regional Manager **Charlie Bullock** and Hunter VP of Sales **John Zentz**.

Babcox Media



Pictured from left: Babcox Media President **Bill Babcox**, Hunter Director of Training **Tom Settle**, Babcox Media TechShop Publisher **Sean Donohue** and Hunter Advertising Development Manager **Madeline Triplett**.

Würth Denmark



Hunter's Danish distributor, Würth Denmark, recently visited Hunter in Bridgeton, MO. Leading their visit was Hunter Vice President of International **Wes Wingo** (6th from right), Hunter International Regional Manager **Tom Ksiazek** (3rd from right) and Hunter Director of Training **Tom Settle** (2nd from right).

Iyasaka



Representatives from Hunter's Japanese distributor, Iyasaka, visited Hunter's headquarters to become more familiar with the latest product line. Their visit was led by Hunter OEM Account Manager **Pat Callanan** (3rd from right) and Hunter Director of Training **Tom Settle** (far right).