

highlights

News and Trends
of the Automotive Industry

Hunter releases 19 new or enhanced products at SEMA 2016!



During SEMA 2016, Hunter hosted a record number of booth attendees interested in Hunter's innovative and exciting products.

In early November, Hunter Engineering showcased 19 innovative new or enhanced products at the 2016 SEMA Show in Las Vegas. Hunter's 7,000-square-foot booth featured, 'America's Shop of Today,' — a 4-bay sample workshop representing how today's most productive and profitable shops are equipped.

Hunter also introduced show-stopping new products including the brand-new AutoComp Elite™ brake lathe featuring automatic compensation technology, the only on-car lathe that automatically determines the position of internal compensation plates to maximize speed and accuracy.

Hunter booth visitors had opportunities to meet with some of Hunter's leading business partners in the booth, including, AutoServe1 and EC Design to discuss integration and facility design concepts.

During the show, Hunter was featured on various media outlets including Velocity Channel, The Lifted Life and Traction News.



Customers learn more about the capabilities of Hunter tire changers from Hunter Regional Manager, Patrick Horn.



Hunter representative, O.T. Taylor demonstrating the unmatched capabilities of the Road Force® Elite wheel balancer.

What's Inside



AutoComp Elite™
Page 2



HunterNet
Quick View™
Page 3



SEMA 2016
Media
Page 6

New! Hunter Engineering releases new AutoComp Elite™ brake lathe!



Hunter is proud to release the new AutoComp Elite™ brake lathe featuring automatic compensation technology.

The patent pending AutoComp™ compensation system directly determines the position of the internal compensation plates to maximize speed and accuracy without operator intervention. The result is the fastest, highest quality brake job possible.

The standard 7" touchscreen provides a user-friendly interface that allows technicians to quickly look up required adaptors, operate the lathe including changing cutting direction and speed, and view instructional videos.

The interface also includes the BitMinder feature which monitors bit life and recommends replacement to improve cut quality and reduce waste.

AutoComp Elite™ also includes patented Anti-Chatter Technology (ACT) which eliminates the buildup of vibration (chatter) that can occur when machining rotors at a fixed speed. This provides the smoothest possible rotor finish without the use of chatter bands or other cumbersome devices.

Hunter unveiled the new AutoComp Elite™ brake lathe at SEMA 2016. AutoComp Elite™ features a 7" touchscreen providing a user-friendly interface.



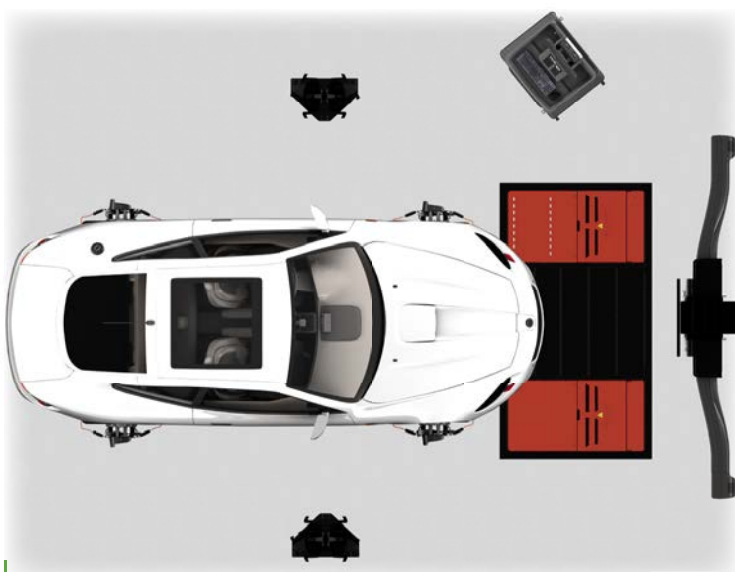
New! Quick Check® and Quick Tread® compact footprint option!



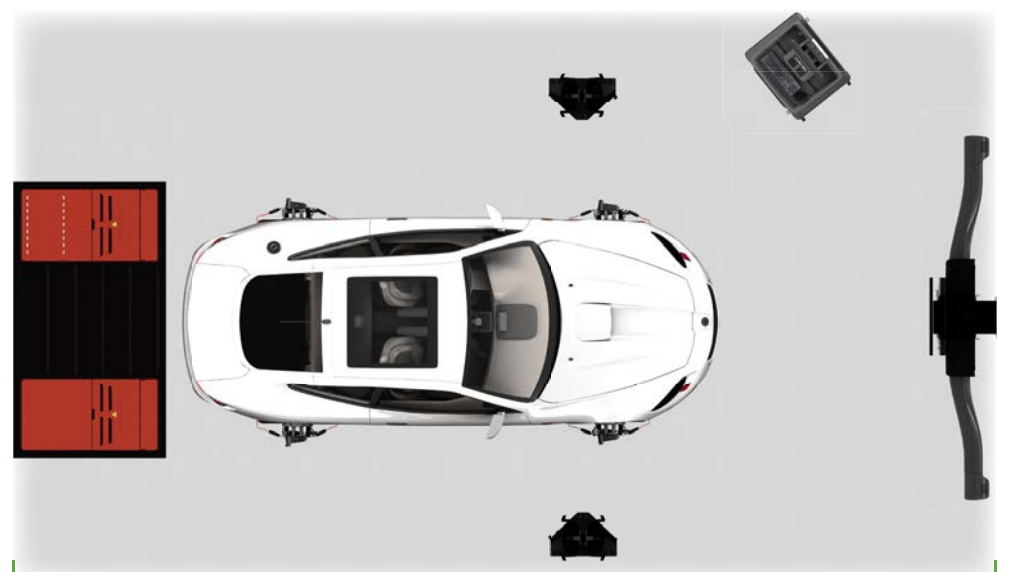
The Quick Check® inspection lane and Quick Tread® drive over tread depth system now feature a 25% smaller footprint option.

Now customers with tighter space requirements in their service drives can perform Quick Check® and Quick Tread® inspections. The compressed footprint also provides a simple, clean installation for Quick Check® and Quick Tread®.

The Quick Check® inspection system identifies needed service opportunities in less than two minutes. This system checks wheel alignment, tire tread depth, tire inflation, battery health, diagnostic codes and braking balance. Quick Tread® automatically measures the tread depth of each tire in seconds. Results are presented in a printout or digital report.



Compact Footprint*
~23 ft.



Standard Footprint*
~30 ft.

*Varies based on site, inspection equipment and vehicle wheelbase

New! Hunter Quick ID™ vehicle identification technology showcased at SEMA 2016!



Accelerate your Hunter vehicle inspections with Quick ID™! The new technology automates vehicle identification, saving valuable time and labor. Quick ID™ instantly identifies the vehicle's information including license plate, vehicle identification number (VIN), year, make model and alignment specifications. This feature fully automates Quick Tread® providing a nonstop inspection process and eliminating the need for a technician in the lane.

Using VIN or license information, Quick Check® and Quick Tread® results can also be fully integrated with the dealership's service lane software to greatly enhance service department revenue. Current Quick Check® and Quick Tread® units can be easily upgraded with Quick ID™ technology with WinAlign 15.0 software.

Drive the vehicle into your inspection lane



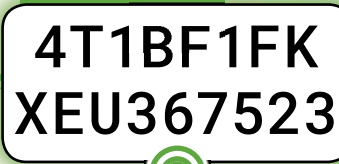
1 Capture license plate image

Automatically in motion



2 Identify characters and locale

Never assume home state



3 Obtain VIN*

No monthly subscription fees

Automatically determine vehicle year, make, model and alignment specifications

* Internet connection required, powered by CARFAX™

:02 SECONDS

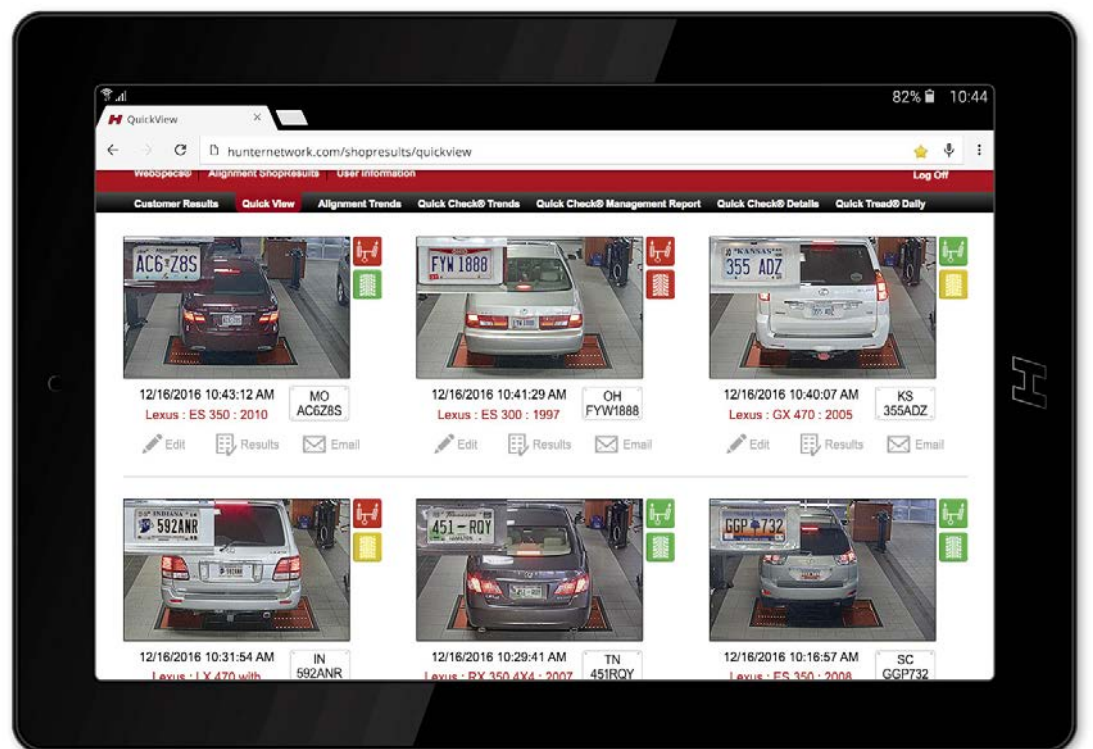


New! HunterNet Quick View™ provides inspection results at a glance!

Hunter's proprietary HunterNet® software has been enhanced with the Quick View™ feature, which showcases vehicle service needs at a glance. HunterNet Quick View™ shows a visual report of all recent inspection results including colored icons to indicate wheel alignment, tire tread depth, tire inflation, battery health, diagnostic codes and braking balance. These icons appear green, yellow or red to indicate level of need and allow service advisors to pinpoint sales opportunities. Each entry in HunterNet Quick View™ is personalized with vehicle information including a vehicle photo and license plate when equipped with Hunter Quick ID™ technology.

HunterNet Quick View™ allows service advisors to quickly know the status of vehicle inspections and to recommend service directly from the lane. This tool also makes it easier to capitalize on every service opportunity and sell more work.

HunterNet® links your service department to your business by storing inspection results, alignment data and spec updates. Shop management can generate reports on usage and repair opportunities for Quick Check®, Quick Tread® and alignment services.



HunterNet Quick View™ is an easy way to see recent inspection results at a glance with colored icons highlighting service needs.

Hunter Quick Check® features Diagnostic Health Report powered by Identifix!

Hunter Engineering is pleased to announce its Quick Check® inspection system is now enhanced with a state-of-the-art Diagnostic Health Report powered by Identifix.

Quick Check®, along with the Identifix health report, will help your shop better recommend and sell diagnostic services.

The health report provides valuable information to the shop including a summary of diagnostic trouble codes, most likely repair statistics, and list of other reported repairs.

Hunter's patented Codelink® device reads the diagnostic codes and VIN in seconds then immediately reports to Identifix, to find the top reported fixes for the code(s) across their shop network.

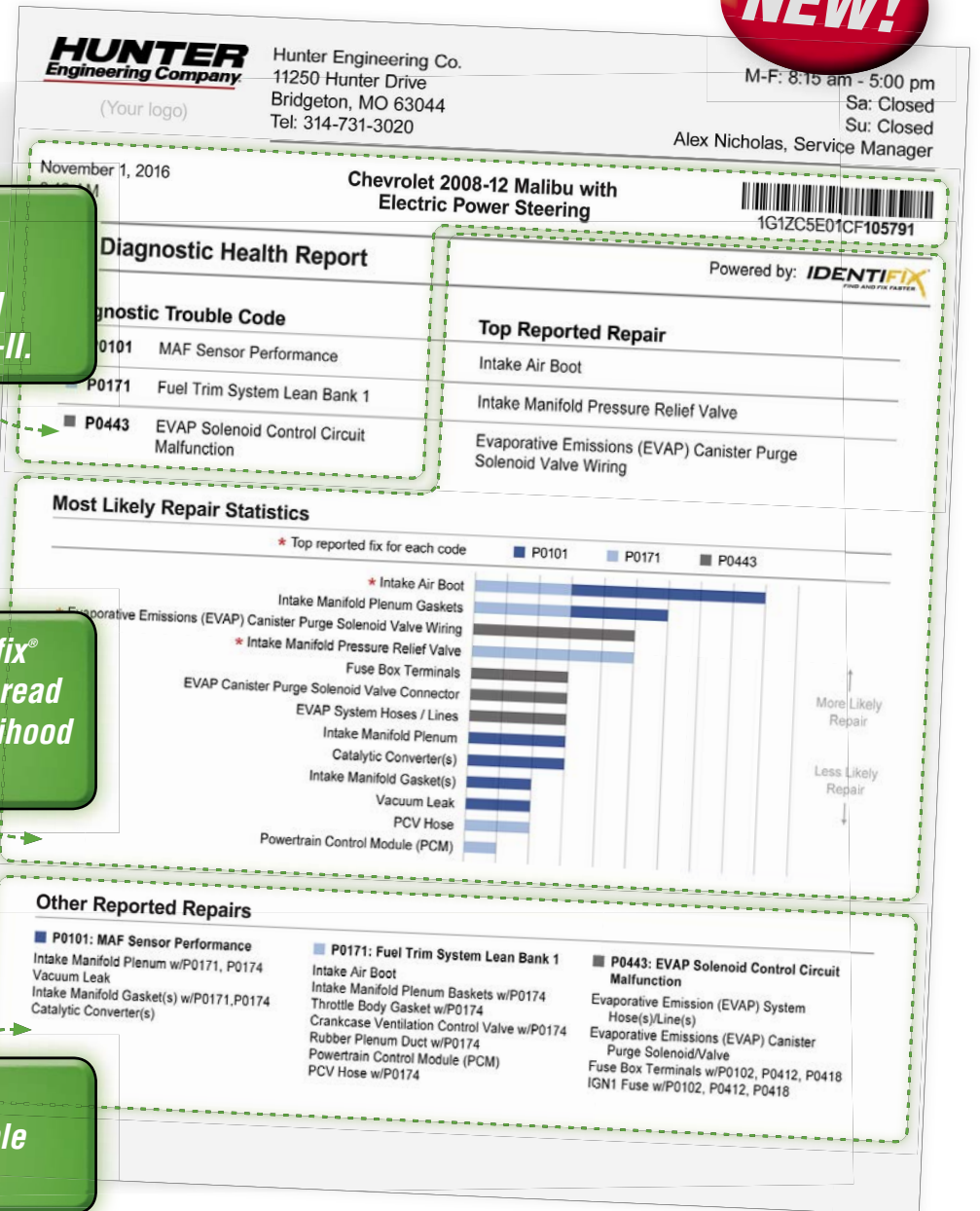


CodeLink® retrieves important vehicle information and VIN directly from the OBD-II.

Quick Check® turns Identifix® repair data into an easy-to-read graph that displays the likelihood of relevant repairs.



A detailed list of other possible repairs by trouble code is also included.



Hunter introduces TCX625 Plus HD tire changer at SEMA 2016!



Hunter showcased the TCX625 Plus HD tire changer at SEMA 2016. The TCX625 Plus HD saves the operator time and effort.

The TCX625 Plus packages popular, time-saving and ease-of-use accessories with the industry-leading TCX625.

The TCX625's pedal-controlled inner roller saves the operator time and effort, bringing service times that are comparable to manual methods, but are much safer. An enhanced lever also improves traction when mounting the outer bead.

Hunter's TCX625 Plus HD combines compact size with a unique mount/demount roller mechanism to provide high performance servicing of heavy-duty, over-the-road truck assemblies and includes several popular accessories. Ramps reduce operator effort and the TCX625 Plus HD is ideal for wide based and specialty assemblies.



Safety System Alignment® available with Hunter's WinAlign® 15.0 software!



In addition to a mechanical alignment, manufacturer's specifications often require a Safety System Alignment® on many vehicles equipped with ADAS.

Presented for customers at SEMA 2016, Hunter's WinAlign® 15.0 software features, Safety System Alignment® capabilities. An increasing number of vehicles include advanced driver assistance systems (ADAS).

In order to meet OEM specifications for alignment service, a Safety System Alignment® must be performed on many vehicles equipped with ADAS.

In addition to a mechanical alignment, manufacturer's specifications often require a Safety System Alignment®.

Hunter's WinAlign® 15.0 makes it easy to align a vehicle's computer control systems such as adaptive cruise control (ACC) and lane departure warning systems (LDW).

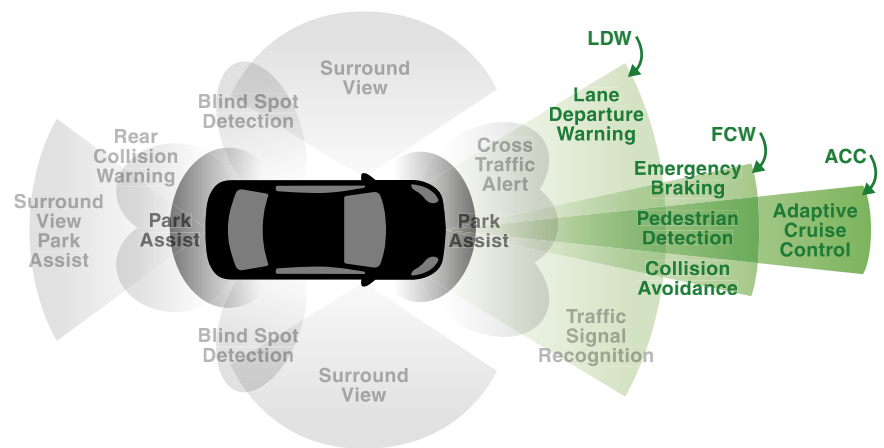
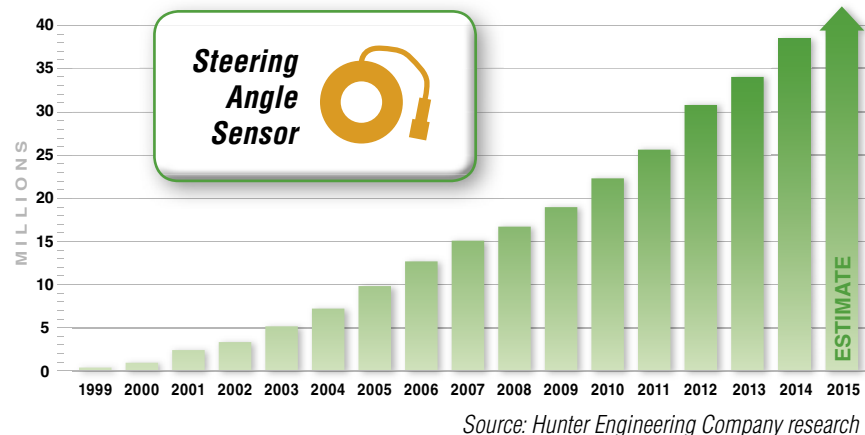
Hunter's new Safety System Alignment® is the only integrated mechanical and Safety System Alignment® procedure.

Electronic Stability Control

- ✓ Since 2009, Hunter has supported electronic steering system resets as required by the OEM
- ✓ Several systems use electronic steering system output to determine the vehicle's travel direction

Advanced Driver Assistance Systems

- ✓ More and more vehicles are now equipped with Advanced Driver Assistance Systems (ADAS)
- ✓ Many systems require a calibration after wheel alignment as it affects the vehicle's direction of travel



Updated TC3700 Tire Changer features enhanced split-bead roller system!



The updates to the TC3700 tire changer have greatly enhanced operator ease-of-use.

Updates to the TC3700 tire changer enhance ease-of-use with a new bead roller positioning system.

The new controls allow the operator to easily pre-position the rollers for bead breaking, lower bead demounting and match mounting.

The TC3700 features an intuitive center-clamp system with cam action to multiply clamping force.

A vertical locking polymer mount/demount head resists marring rims and an optional bead press arm assists mounting difficult assemblies.

Hunter Engineering wins 2016 Automotive Communication Award!

Hunter Engineering Company has been awarded the Women in Auto Care 2016 Automotive Communication Award in both the Magazine Article category and the Merchandising category.

The Automotive Communication Award for Magazine Article featured Tire Review's coverage of Hunter Engineering's real-world applications of the "Shop of the Future" concept. The Shop of the Future Concept combines intelligent, inviting facility design with fast, efficient technology to improve customer satisfaction and boost the service provider's bottom line.

The Automotive Communication Award for Merchandising featured Hunter's Road Force® Counter Display, which assists counter personnel in explaining properly balanced wheels and vehicle vibration. This display provides crucial support to counter personnel as they help customers become more educated about the causes of vehicle vibration and non-balance tire/wheel issues.

"Hunter Engineering is honored to win two 2016 Automotive Communication Awards. Both award-winning entries show Hunter's dedication to being a true partner for vehicle service providers. Hunter Engineering is more than an equipment manufacturer – we help shops grow their business, enhance their training and provide their customers with incredible service," said Madeline Triplett, Hunter Advertising Development Manager.

The Automotive Communication Awards are sponsored by Women in Auto Care: A Global Community and supported by the Automotive Communication Council (ACC). The awards recognize companies and agencies that provide automotive information to consumers and the trade professionals who interact with them on a daily basis.



Emily Ryckman, Marketing Communications at Hunter, accepted the Automotive Communication Awards on behalf of Hunter's Advertising team.



Hunter SEMA 2016 Media Coverage



Dan Hatch, Managing Editor at Traction News, talks with John Zentz, Hunter Vice President of Sales, about the Road Force® Elite.

Hunter's new Road Force® Elite wheel balancer was featured on multiple media outlets during SEMA 2016.

Several video crews and journalists made their way to Hunter's booth to learn more about this state-of-the-art balancer featuring Hunter's patented vision system.

The Road Force® Elite was covered by Traction News, The Lifted Life, Velocity Channel and more.

Road Force® Elite is the fastest diagnostic wheel balancer on the market and performs both a traditional balance and Road Force Measurement® in less time than it takes to complete a conventional balance.



The Lifted Life saw the Road Force® Elite in action. Road Force® Elite is the most advanced wheel balancer on the market.



The diagnostic procedure of the Road Force® Elite will be featured on Velocity Channel.

SEMA 2016 visitors

Les Schwab



Les Schwab visited Hunter's SEMA booth to learn about the newest Hunter products. Their visit was led by Hunter Executive VP **Beau Brauer** (far left), Hunter Western Division Manager **Chris Tullus** (2nd from left), Hunter VP of Sales **John Zentz** (far right), Hunter VP of Key Accounts **Doug Woolverton** (4th from right).

Kauffman Tire



Kauffman Tire met with Hunter at SEMA 2016 to see the latest technological advancements in undercar service. Their visit was led by Hunter Southeast Division Manager **Darcy Tallon** (5th from left), Hunter VP of Sales **John Zentz** (2nd from right) and Hunter Director of Customer Service **Chris Leuthauser** (far right).

Plaza Tire



Pictured from left: Plaza Tire Retail Operations Manager **Kevin Seabaugh**, Plaza Tire Corporate Sales Trainer **Kory Lee**, Plaza Tire VP **Scott Rhodes**, Plaza Tire President **Mark Rhodes** and Hunter Central Division Manager **Larry Watson**.

Nissan Canada



Pictured from left: Hunter Director of Canadian Operations **John Peron**, Nissan Canada Parts/Service Product & Program Development Manager **Christopher Castagna** and Hunter Canada Business Development Manager **Dino Hatz**.

Sears



Pictured from left: Sears Automotive DVP Operations **Joe Richards**, Sears Automotive Manager, Automotive Assets **George Hoffman**, Hunter VP Key Accounts **Greg Dunkin**, Sears Automotive President **Brian Kaner**, Sears Automotive VP/CFO **Jon Otterberg**, Sears Automotive Senior Director, Digital Strategy & Ops **Marie Lafikotes** and Sears Automotive VP/GMM **Jake Burnham**.

Town Fair Tire



Pictured from left: Hunter Hartford Region Manager **Bo Barbieri**, Mohawk Rubber of N.E. Operations Manager **Mark Paquette**, Town Fair Tire Senior Vice President **John Sheehan**, Town Fair Tire Senior Vice President **Michael Barbaro**, Mohawk Rubber of N.E. Sales Manager **Skip Glass**.

SEMA 2016 visitors

Discount Tire



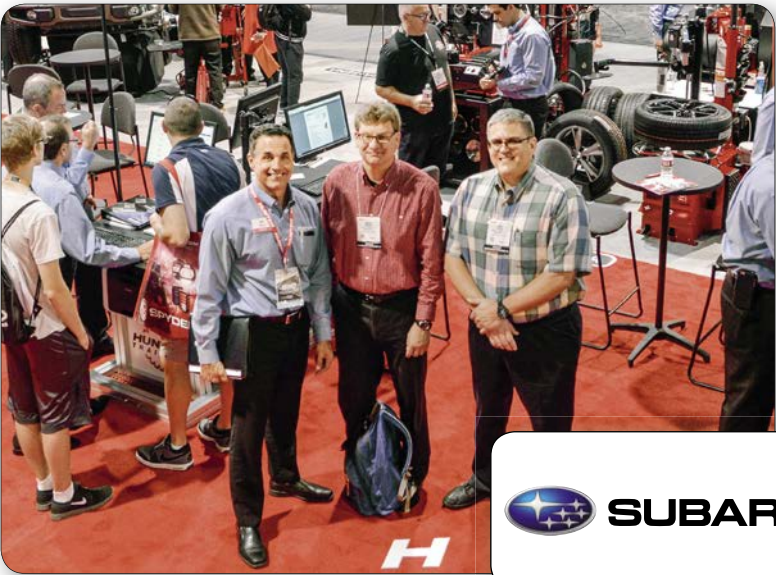
Pictured from left: Hunter Phoenix Regional Manager **Rick Chilton**, Discount Tire Technical Assistant **Layton Lee**, Hunter Director of Service **Tim Murray**, Discount Tire VP of Product **James Benanti**, Hunter Product Manager **Greg Meyer**, Hunter VP of Key Accounts **Doug Woolverton**, Discount Tire Sr. VP Purchasing **Mike Bailey** Discount Tire Sr. Technical & TPMS Specialist **Josh Sortor** and Hunter VP Sales **John Zentz**.

Jiffy Lube



Pictured from left: Technical Field Support Manager **James Shelton**, Field Implementation Manager **John Hosmer**, Field Implementation Manager **Joe Mason**, Lead Deployment Coordinator **Larry Dudek**, Technical Field Support Manager **Stephen Lemnah**, Project Implementation Manager **Paul Brown**, Field Implementation Manager **Barbara Collins** and Hunter Houston Regional Manager **Bill Wilson**.

Subaru



Pictured from left: Hunter NE Division Manager **Jim DeLeo**, Subaru Service Project Engineering Manager **Martyn Harding** and Subaru Service Operations Manager **Craig Jeffries**.

Ott Equipment



Pictured from left: Hunter Indianapolis Regional Manager **Joe Fuller**, Ott Equipment General Manager **Skip Huber**, and Ott Equipment Sales Manager **Erich Goebes**.

Tesla



Pictured from left: Tesla Portfolio Project Manager **Pete Nguyen**, Tesla Purchasing Manager **Jonathan Huang**, Tesla Global Portfolio Manager **David Mun**, Tesla Sr. Service Tool Engineer **Peter Langel**, Hunter VP of Key Accounts **Doug Woolverton**, Hunter Western Division Manager **Chris Tullus**, Hunter San Francisco Regional Manager **Bill Keyes**.

Meineke



Pictured from left: Hunter Charlotte Region Manager **Curtis Hodges**, MDA/MDPCI Executive Director **Ron Soto**, MDPCI President **Rick Urso**, MDPCI Board Member **Steve McCue**, MDPCI Board Member **Scott Minghenelli**, MDA Member **Dan Zimmerman**.