

# highlights

News and Trends  
of the Automotive Industry

## Hunter Engineering showcases new and enhanced products at SEMA 2017!

Hunter Engineering showcased 20 new and enhanced product offerings at SEMA 2017 in Las Vegas, NV from October 31-November 3, 2017.

Hunter's 7,000-square-foot booth drew a record number of visitors during the show and featured popular enhancements including Revolution™ WalkAway™ live tire changing and balancing demonstrations. Hunter at SEMA 2017 news can be found at [www.hunter.com/sema](http://www.hunter.com/sema).



The Hunter booth hosted large crowds throughout the week during SEMA 2017 in Las Vegas, NV.



Hunter Representative, Mike Koman, performed live demos of the AutoComp Elite® on-car brake lathe.

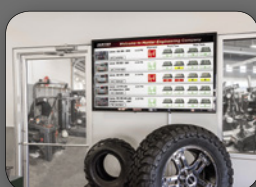


The Hunter Engineering team gathers for a group photo in the Hunter booth at SEMA 2017 in Las Vegas, Hunter Engineering Chairman, Stephen F. Brauer is pictured front, center.

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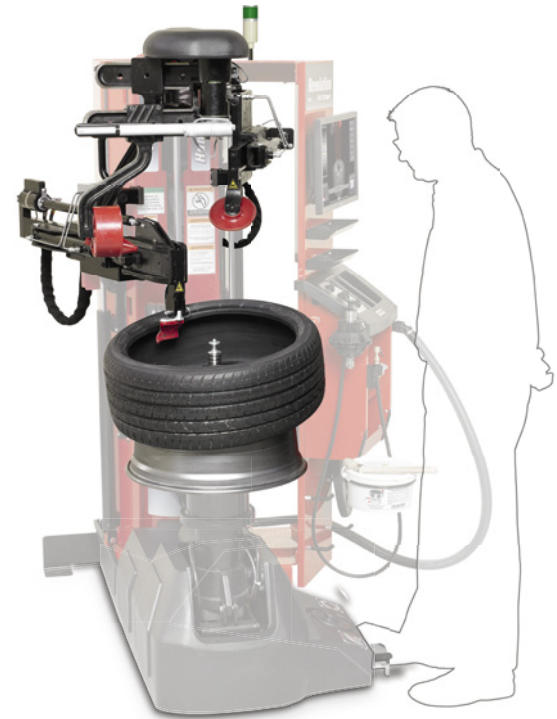
# Revolution™ tire changer introduces WalkAway™ capability at SEMA 2017!

The Revolution™ tire changer with WalkAway™ capability features 80-seconds of autonomous bead breaking and demounting that can be performed without an operator present. The Revolution™ allows the operator to “walk away” freeing them up to perform balancing procedures or other shop tasks during the longest portion of the tire changing action. WalkAway™ also reduces operator effort and potential errors. During WalkAway™ the operator simply loads and unloads the assembly, orients the TPMS, enables WalkAway™ then offloads the old tire.

Self-monitoring WalkAway™ can be easily set for tires two through four in a set. A status indicator lamp signals when the machine is in operation, stopped or requires operator intervention. The Revolution™ also features additional autonomous functions, such as WalkAway™ inflation and WalkAway™ bead massage.

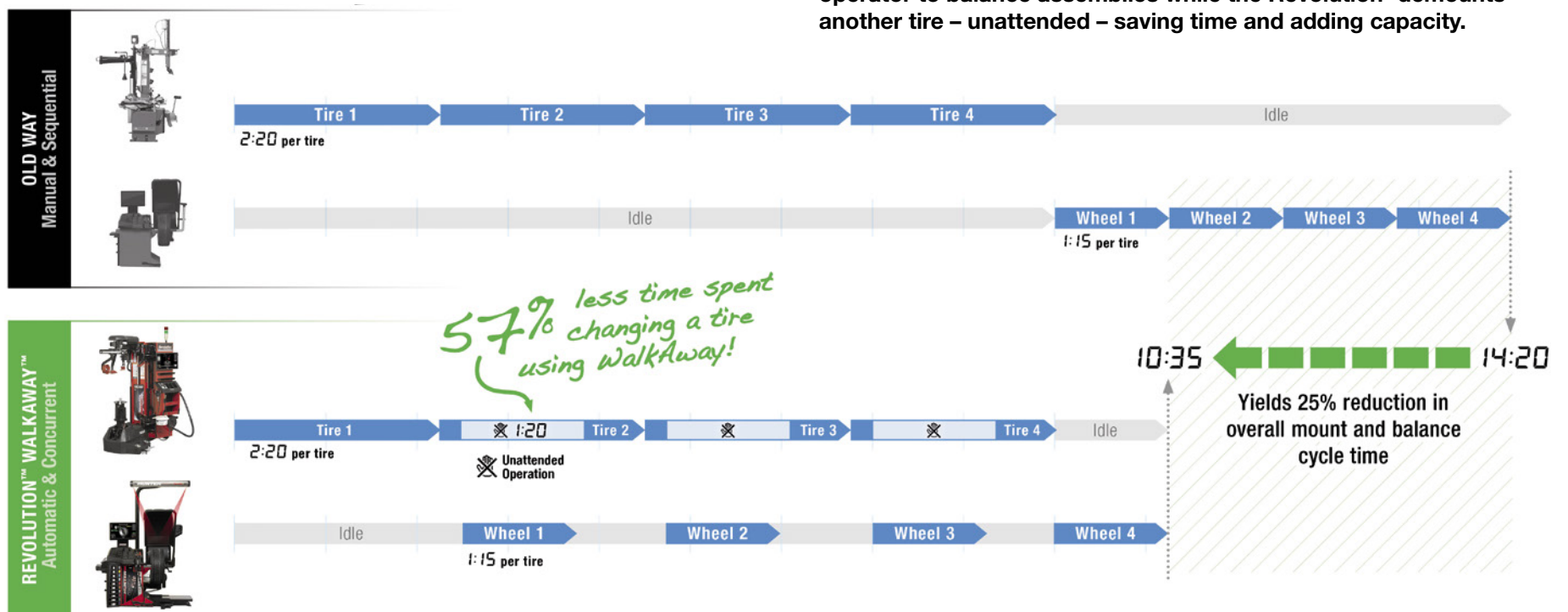
WalkAway™ increases the automatic and autonomous operation of the Revolution™ tire changer to save technicians time, effort and mistakes. When paired with wheel balancing, over 25% time savings is possible.

Tire changing is an all-day task, not a race for single tires. Assembly after assembly, the partially autonomous Revolution™ outpaces conventional tire changing equipment and now WalkAway™ adds even more capacity. Most technicians mount and balance assemblies sequentially. First demounting and mounting all four tires, then balancing all four assemblies. The Revolution™ featuring WalkAway™ frees the operator to balance assemblies while the Revolution™ demounts the next tire – autonomously – saving time, adding capacity, and reducing the time technicians spend on each job.



## WalkAway™ mode adds capacity **NEW**

Most technicians mount and balance sequentially. First demounting and mounting all four tires, then balancing all four assemblies. The Revolution™ tire changer's new walk-away mode, frees the operator to balance assemblies while the Revolution™ demounts another tire – unattended – saving time and adding capacity.

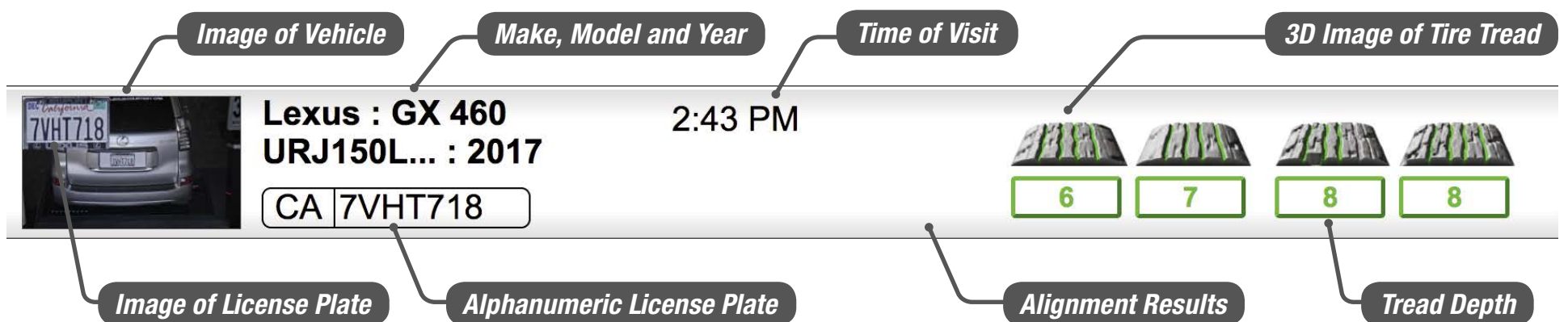




# Hunter unveils new Quick Check® Flightboard™ at SEMA 2017!

Hunter is proud to release Quick Check® Flightboard™ at SEMA 2017. Flightboard™ is an automated display that quickly showcases inspection findings in the service drive or customer waiting room. This display features inspection results in real-time to educate vehicle-owners, increase shop transparency and ease the friction of manual presentations.

Results are quickly presented to customers to streamline the service process and inform vehicle owners of necessary vehicle service including alignment and tire tread depth information. Flightboard™ is available for all Hunter Quick Check® or Quick Tread® customers with HunterNet®.



## Hunter TCX50, TCX51 and TCX53 tire changers now feature even more powerful chassis configuration!

Hunter now features a larger, heavier variation of Hunter's already class-leading conventional table-top tire changers that are heavier, more rigid, faster and more powerful than before.

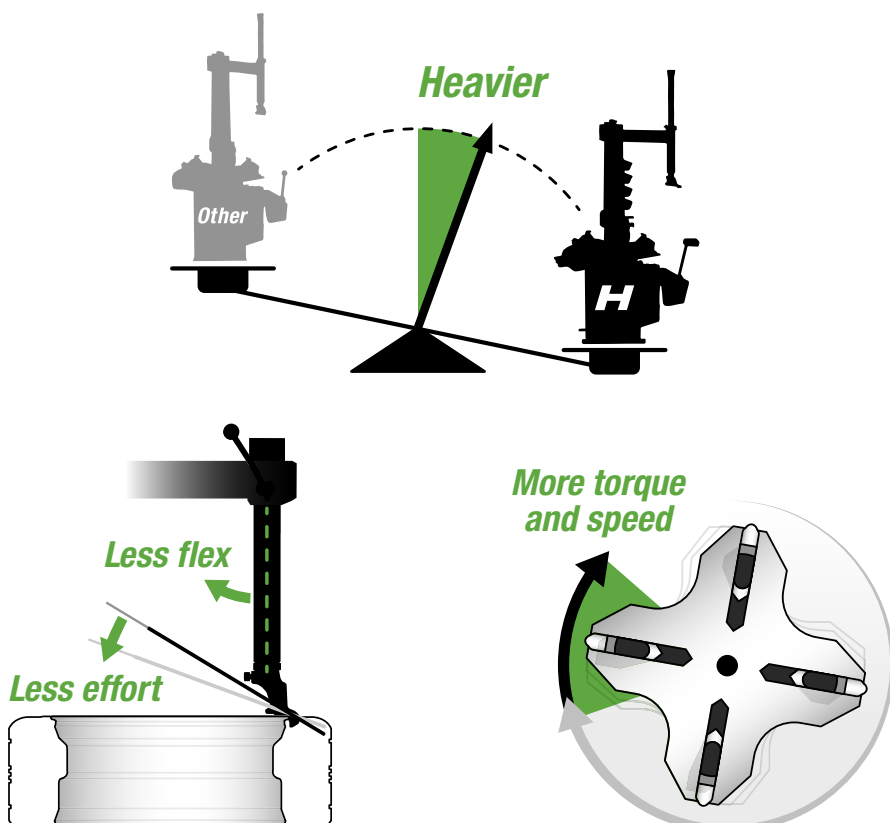
Now these tire changers are available in the TCX50H, TCX51H and TCX53H configuration featuring a wide chassis. The TCX50H, TCX51H and TCX53H also include a 220V dedicated motor, 50% more torque and two-speed (7 and 17 rpm), 25% heavier mass and 10% less flex and effort.

The TCX50, TCX51 and TCX53 feature best-in-class weight for less flex, long service life and a rigid chassis to reduce damage risk and operator effort.

See the TCX Table-Top Tire Changer series in action in an informative new video series. Our tire changer scientists conducted a series of comparison tests to demonstrate the mass, power, speed and torque of the Hunter TCX Table-Top Tire Changer series.

Hunter's TCX tire changers can help you service even the toughest wheel and tire assemblies with ease and speed.

Watch the Tire Changer T.K.O. Series here: <https://goo.gl/LCt5Ck>



Check out the Tire Changer T.K.O. Series on the Hunter Engineering YouTube Channel: @HunterEngCo.



# Hunter Engineering's Revolution™ tire changer with WalkAway™ operation wins 2018 Global Media Award at the SEMA Show!



Hunter Engineering is pleased to announce the Revolution™ tire changer with WalkAway™ operation was recognized as a 2018 Global Media Award winner at the SEMA Show in Las Vegas.

The Revolution™ tire changer with WalkAway™ operation frees up the operator to perform balancing procedures or other shop tasks during the longest portion of the tire changing process. WalkAway™ reduces operator effort and potential errors making it an automatic and autonomous solution to save technicians time, effort and mistakes. When paired with balancing, over 25% time savings is possible.

The SEMA Global Media Awards Program recognizes those companies that manufacture specialty equipment products and accessories that would have mass appeal to consumers in countries outside the United States. The products are voted on by a prestigious group of international journalists who serve as judges.

“The idea of customization and personalization has been growing throughout the world,” said Linda Spencer, SEMA Director of International and Government Relations. “Our goal is to have media experts from around the world determine which new products are likely to succeed in their home markets. The automotive specialty- equipment market is made up of enthusiasts who are passionate about the hobby, and so it’s exciting to see how their love for cars, trucks and SUVs is impacting those throughout the world.”

This year’s program included 30 judges from 19 countries. Each judge carefully reviewed and evaluated nearly 3,000 product entries at the SEMA Show before selecting the products that they felt would resonate and appeal most to consumers in their home countries.



# Hunter's AutoComp Elite® wins the 2017 MOTOR Magazine Top 20 Tools Award!

The AutoComp Elite® brake lathe was chosen by the editors at MOTOR Magazine as the winner of its prestigious Top 20 Tools Award for 2017 and was featured in the September issue of MOTOR as a innovative product that helps make the jobs of professional shop owners and technicians easier.

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

Hunter Product Manager, Greg Meyer noted, “The speed and ease of resurfacing rotors with the new AutoComp Elite® will allow service facilities to provide the highest quality brake service to their customers.”



Hunter R&D Mechanical Engineering Manager, Mike Gerdes, accepts the MOTOR Magazine Top 20 Tools Award at SEMA 2017.





# International Distributor Meeting 2018



From January 29 to February 1, 2018, Hunter Engineering Company hosted the 2018 International Distributor Meeting at Hunter Deutschland GmbH in Greifenberg, Germany.

Hunter International Distributors from 26 countries, attended educational presentations and hands-on demonstrations of Hunter's latest technological advancements to the undercar service industry. Sessions included Alignment, Business Development, AutoComp Elite, Integration and many more.

"The International Distributor Meeting is a great opportunity for our international distributors to see new product enhancements first-hand," said Wes Wingo, Hunter International Vice President.



## Customer Spotlight: Gwinnett Wheel Repair (Norcross, GA)

Hunter Road Force® Elite has allowed Gwinnett Wheel Repair, in Norcross, GA, to offer the Road Force® Measurement and provide their customers the most accurate balance possible.

"We know that the Road Force® Elite provides the best balance our customers could get anywhere," says David Alago, Owner of Gwinnett Wheel Repair.

Alago goes on to say, "Now we are the shop that can solve their wheel vibration and we don't have to send them elsewhere. Using the Road Force® Elite to match-mount every assembly, solves even the worst wheel vibrations."



Gwinnett Wheel Repair uses the Road Force® Elite to match-mount every assembly to provide top wheel service to their customers.



Gwinnett Wheel Repair started just six years ago; we have flourished quickly since then and made a name for ourselves in the industry through our fleet of mobile repair vehicles and particularly through our shop location in Norcross, GA.

When we first opened we were seeing mostly stock wheels and we were using a typical tire changer. It wasn't very long and we began seeing a lot more aftermarket and specialty wheels, some that were 26" to 30" in diameter, we needed wheel service equipment that was up to the challenge.

Seeing the Road Force® Elite and the Revolution™ in action was great. We were able to see them service the very same assemblies we were struggling with. The machines basically sold themselves. With our old wheel service equipment, we had to send any specialty wheels out to be serviced costing us money and customer satisfaction. Now we can service all wheels in-house.

A considerable part of our business is repairing curbed, bent, cracked or otherwise damaged wheels. So, it is extremely important to have equipment that can handle specialty wheels with no marring or damage to the rim.

Also, being able to offer the Road Force Measurement® is a major benefit. The Road Force® Elite has helped our business tremendously by allowing us to provide our customers the most accurate balance and the Road Force Measurement® that they request.

We know that the Road Force® Elite provides the best balance our customers could get anywhere. Now we are the shop that can solve their wheel vibration and we don't have to send them elsewhere. Using the Road Force® Elite to match-mount every assembly, solves even the worst wheel vibrations. The customers are perceptive to that, they know they are getting the best possible balance.

The technicians are a lot less aggravated with the Road Force® Elite and the Revolution™, the stress level around this job has definitely disappeared. Our Hunter team has also been amazing. They go above and beyond to help us anytime we need them.

David Alago  
Owner, Gwinnett Wheel Repair

"We know that the Road Force® Elite provides the best balance our customers could get anywhere... Using the Road Force® Elite to match-mount every assembly, solves even the worst wheel vibrations. The customers are perceptive to that, they know they are getting the best possible balance."

**David Alago**  
Owner, Gwinnett Wheel Repair



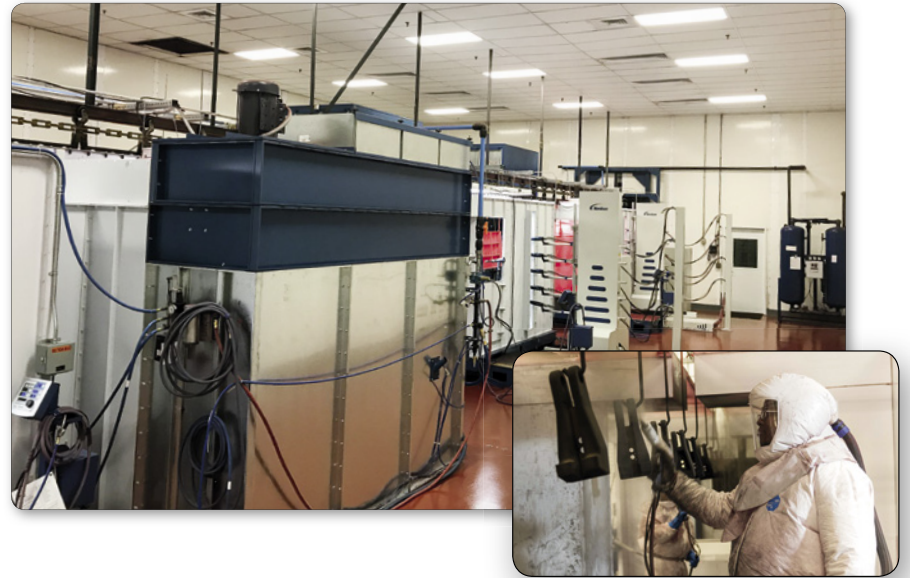
# Hunter Continues to Invest in the Latest Manufacturing Technology

Hunter's Durant, MS and Raymond, MS manufacturing facilities have added several state-of-the-art manufacturing procedures and equipment to build the next generation of products and keep pace with growth.

Hunter recently invested in a new, state-of-the-art powder paint system for the Durant, MS plant. The new system combines computer controlled and human paint application for the most uniform and durable finish possible. The new eco-friendly system is designed to reduce material waste and energy use.

Hunter's Raymond, MS facility recently commissioned an additional laser cutting cell. The 6kW fiber optic laser is one of the fastest most accurate in the industry. The cut head is positioned by three linear induction motors capable of 2g acceleration (the equivalent of 0-60 in 1.37 seconds!). It is powered by a 6kW diode laser which can power through 10Ga steel at speeds over 540 inches per minute. The new generation of diode lasers are also 50% more energy efficient than previous technologies.

A new robotic welding cell was added at the Raymond facility to keep pace with growing demand for RoadForce® balancers. The latest welding robots can place welds with higher precision than a human welder at more than twice the speed. More precise and uniform welds further increase durability and quality.

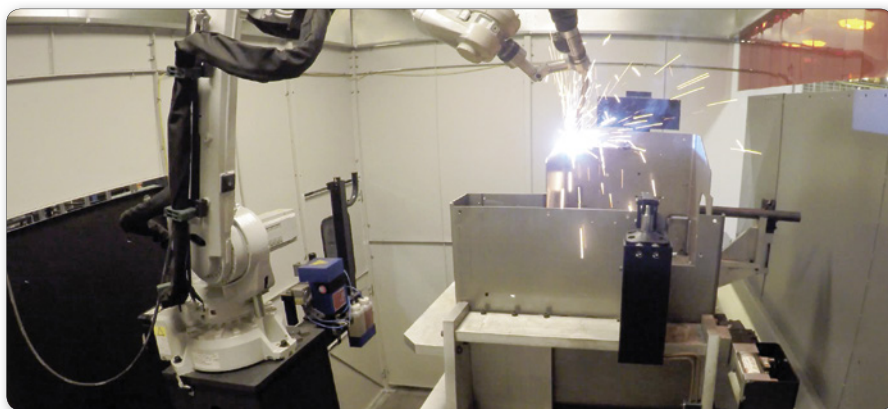


Hunter uses high-performance polyester powder coating for its superior resistance to abrasion and automotive fluids.



Above: The cut head is positioned by three linear induction motors capable of 2g acceleration, the equivalent of 0-60 in 1.37 seconds.

Left: The latest welding robots can place welds with higher precision than a human welder at more than twice the speed.



## Employee Spotlight: Mike Douglas



Mike Douglas has been working at Hunter Engineering Company for 40 years this June, and is responsible for every wheel balancer since the DSP9000, released in 1992.

**Tell me about when you first started at Hunter Engineering Company.**

In May 1978, when I was 17, I visited Hunter Farms to be interviewed by Lee Hunter, where his two intimidating German Shepherds, Aries and Taurus, parked themselves on each side of me, staring me down! Mr. Hunter hired me and let the dogs know that I was "OK" by having us play frisbee!

**Do you recall your first day at Hunter?**

Yes, starting as a Draftsman, I was tasked with creating signal path diagnostics diagrams for the rather imposing F70 Compute-A-Line drive-on aligners in the factory. I was drawn towards Electronic Engineering and decided to remain at Hunter and concurrently attended night school for 12 years.

**What have you been most proud of during your time at Hunter?**

My engineering career began with the DSP9000 and ended up being exclusively wheel balancers. My fondest contributions are the DSP9000, SmartWeight® and the laser measuring system concept that became the RoadForce® Elite.

**What do you like to do for fun?**

My hobbies include scale modeling, my '68 Camaro and playing bass in my classic rock band 'Decibel Point' (a shameless plug, sorry!)

**Any final thoughts?**

I am grateful to all of the co-workers who helped me along the way to make our balancers the best! My only 'regret' is how fast time has flown. A few weeks ago, a 17-year-old co-op I was interviewing asked me when I started at Hunter. When I told him, he said, "Whoa...that's two years before my Mom was born!". I guess to keep interviewees in line, I should get a couple of German Shepherds!



# SEMA 2017 visitors

## Airdraulics



Pictured from left: Hunter Representative **Steve Felix**, Hunter Las Vegas Region Manager **Brian Jones**, Airdraulics CEO **Dan Tracey**, Airdraulics Sales Manager **Dan Tracey Jr.**, Airdraulics Purchasing **Denise Tracey**, Airdraulics Sales Representative **Mark Finney** and Airdraulics Sales Representative **Levy Chavez**.

## Rent-N-Roll



Pictured from left: Hunter Richmond Region Manager **Tony Jones**, Rent-N-Roll Director of Franchise Operations **Ryan Schrader**, Hunter Miami Region Manager **Kevin Johnson**, Rent-N-Roll Store Manager **Josh Levy**, Rent-N-Roll Franchise Owner **Ron Russell** and Rent-N-Roll Store Manager **Craig Bartholomew**.

## Purcell Tire and Service



Pictured from left: Purcell Regional Sales Team Leader **Zeb Lee**, Hunter Central Division Manager **Larry Watson**, Purcell Senior Auditor **Freda Pratt-Boyer** and Purcell Director of Retail **John Hartgraves**.

## JungleCat Marketing



Pictured from left: JungleCat Marketing, Inc. President **Chuck de Martigny**, Hunter Advertising Development Manager **Madeline Triplett**, Hunter Miami Region Manager **Kevin Johnson** and Hunter Atlanta Region Manager **Darcy Tallon**.

## Beacon Equipment



Pictured from left: Beacon Equipment Sales Representative **Angel Alanis**, Beacon Equipment Sales Manager **Russell Denney**, Beacon Equipment Sales Representative **Mark Maddox** and Hunter Houston Region Manager **Bill Wilson**.

## Ford

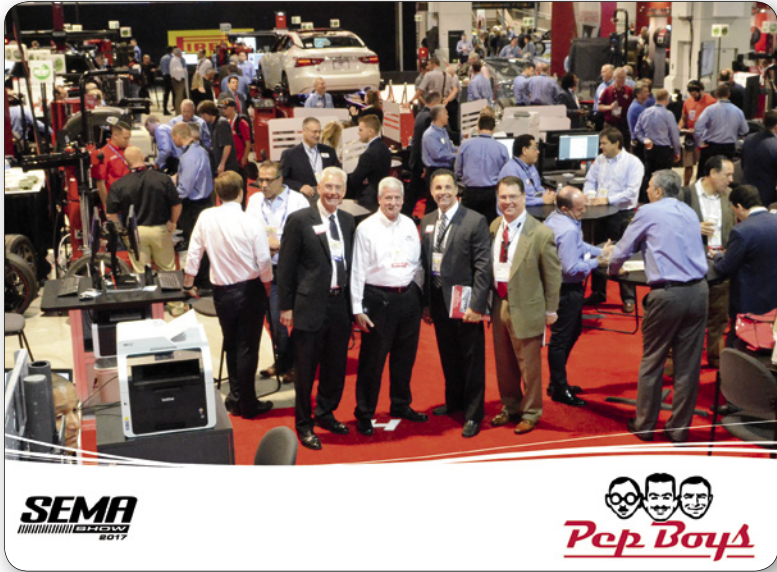


Pictured from left: Ford Rotunda Operations Manager **Joanne Burns**, Hunter VP of Key Accounts **Greg Dunkin**, Ford TSO Sales & Marketing Manager **Elizabeth Tarquinto**, Hunter Director of OEM Program **Jeff Russell** and Hunter VP of Sales **John Zentz**.



# SEMA 2017 visitors

## Pep Boys



Pictured from left: Hunter VP of Key Accounts **Doug Woolverton**, Pep Boys Director of Property Management, Purchasing and Service Equipment **Martyn Corbett**, Hunter Northeast Division Manager **Jim DeLeo** and Hunter VP of Sales **John Zentz**.

## Monro Inc.



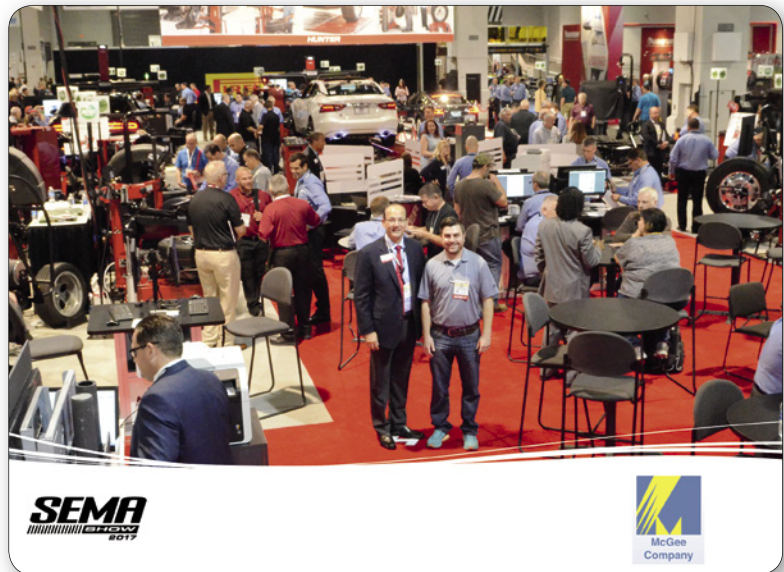
Pictured from left: Hunter VP of Accounts **Doug Woolverton**, Monro Inc. Director of Training **Stephen Lyons**, Monro Inc. Director of Facilities **Tom Giannone**, Monro Inc. Assistant Facilities Manager **Greg Peterson** and Hunter Midwest Division Manager **Joe Fuller**.

## Sullivan Tire



Pictured from left: Hunter Boston Region Manager **Tom Lang** and Sullivan Tire and Auto Service Purchaser **Dan Sawiski**.

## McGee Company



Pictured from left: Hunter Gulf States Division Manager **Charlie Bullock Jr.** and McGee Company Marketing **Ian McGee**.

## Discount Tire



Representatives from Discount Tire met with Hunter Representatives at SEMA 2017 to hear a personalized product update. Leading their visit was Hunter VP of Key Accounts **Doug Woolverton** (3rd from left) and Hunter Phoenix Region Manager **Rick Chilton** (5th from left).

## Toyota



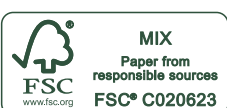
Representatives from Toyota visited Hunter's booth at SEMA 2017 to learn about new and enhanced products. Leading their visit was Hunter VP of Key Accounts **Doug Woolverton** (3rd from right) and Hunter Western Division Manager **Chris Tullus** (far right).

**HUNTER**  
highlights

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**HUNTER**  
Engineering Company

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