

Hunter Highlights

News and
Trends of the
Automotive
Service Industry

Industry Embraces New Hunter Technology at Largest Ever AAPEX and SEMA Events



A full range of Hunter products met receptive audiences and record participation at the 2005 Automotive Industry Week events in Las Vegas. Receiving the most interest by far was Hunter's new SmartWeight™ balancing feature. Hunter came prepared to announce this revolutionary balancing technology, staffing all exhibits with SmartWeight experts and demonstration equipment. Show attendees also filled multiple SmartWeight seminars conducted by Hunter staff to learn more about the technology that enables the new wheel balancing feature to reduce wheel weight use and speed balancing procedures.

Hunter team members on the opening day of Industry Week events ready for the rollout of SmartWeight balancing feature and other new technologies.

SmartWeight™ Balancing Technology Seminars Introduce New Feature at SEMA

Augmenting the rollout of the new SmartWeight™ balancing feature, Hunter conducted technical seminars during Industry Week events to provide attendees with a step-by-step explanation of the new wheel balancing method and how it can improve profit margins, reduce weight use and cut work time significantly. The seminar was well attended by industry representatives, shop and franchise owners, and the automotive press.



Dave Scribner, Hunter's product manager responsible for wheel balancers, leads a SmartWeight Balancing Technical Seminar at the Las Vegas Convention Center.

Hunter Reaches Global Audience at EQUIP'AUTO 2005



Hunter Europe Regional Manager Tom Ksiazek (left) discussing GSP9700 features with some of the thousands of automotive industry professionals from throughout the world who visited the PROVAC exhibit.



Hunter Director of International Wes Wingo (left) and Hunter President Stephen Brauer (right) joined PROVAC owner Jean-Louis Daoud to discuss trends in the highly competitive European automotive service market.

EQUIP'AUTO, the leading international automobile industry exhibition in France, is a natural opportunity for Hunter to reach key global audiences. And every year Hunter International staff work closely with PROVAC, Hunter's exclusive distributor in France, to ensure a strong presence at the event. In addition to featuring Hunter's premium alignment systems and GSP-Series wheel balancers, the well

organized 2005 PROVAC exhibit was also the venue for Hunter's rollout of the new SmartWeight balancing feature in Europe. France is home to one of Hunter's largest regional export markets (the third largest European market in regard to automobiles in operation) and PROVAC is Hunter's largest distributor worldwide.

Lee Hunter Memorial Award Presented to Winning School in National Automotive Technology Competition

The Birdville Career Center in Richland Hills, Texas recently received a new Hunter DSP9600 Wheel Balancer as an award to the school for its winning performance in the National Automotive Technology Competition. Local Hunter Sales Representative Matt Alan and Training & Technical Representative Mike Wilbanks delivered the prize to an enthusiastic and appreciative student body and faculty.

The National Automotive Technology Competition brings students to the New York Auto Show each year for its national championship event. Developed by the Greater New York Automobile Dealers Association to curb the shortage of qualified technicians, the competition has since earned the support of dealer associations and industry sponsors throughout the country.

Hunter is a strong supporter of the student competition and its goals, and in 2001 established the Lee Hunter Memorial Award, which offers the championship team a choice of Hunter wheel service equipment for its school.



Birdville Career Center Automotive Technology students with Instructor Olin Harrington receiving the Hunter DSP9600 Wheel Balancer.

D'leteren Selects Hunter for Belgian V.A.G Dealer Service



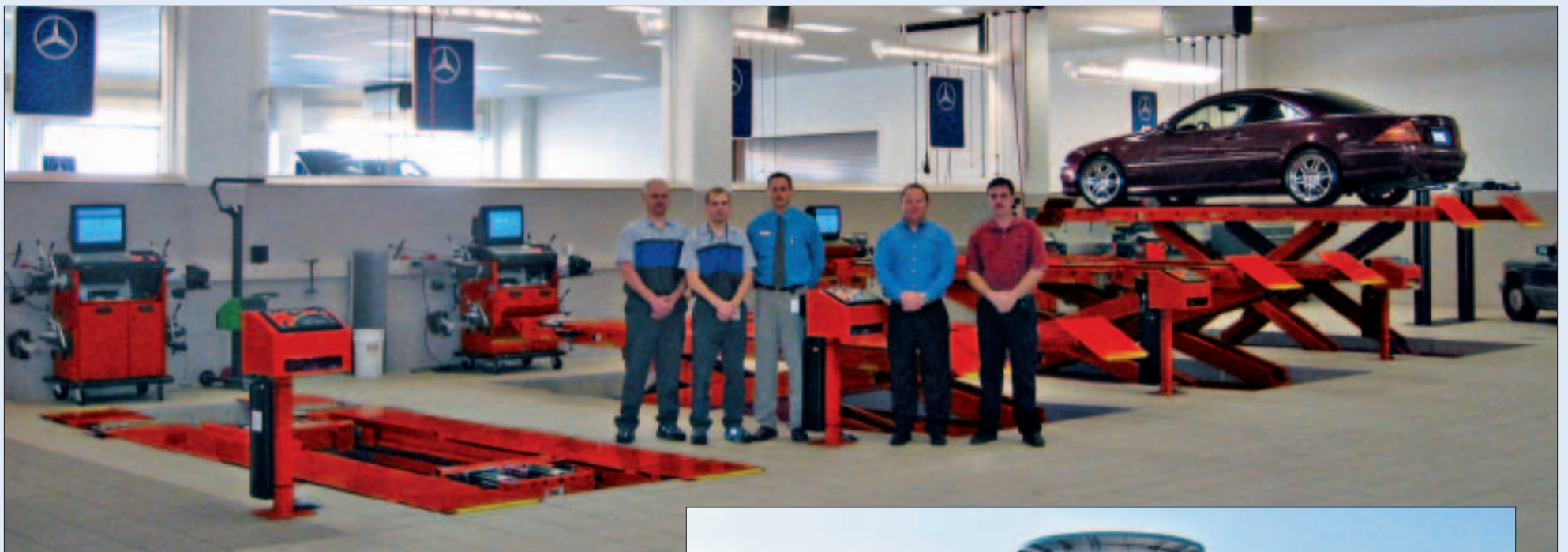
A Hunter DSP600WMF drive-through alignment configuration recently installed at D'leteren corporate headquarters and training facilities (from left): Johan Lauwers, D'leteren Equipment and Calibration & Documentation; Guy Crucifix, Proveq Belux (Hunter's distributor in Belgium); Wim Craenen, Proveq Belux; Wes Wingo, Hunter Director of International; A. Paridaens, D'leteren Technical Center Manager; Bart Van Dorpe, D'leteren Technical Service Manager.



The exclusive importer of V.A.G vehicles to Belgium, s.a. D'leteren n.v., has selected Hunter camera alignment systems to replace the existing aligners in all of its company-owned dealership workshops. The DSP600WMF (V.A.G part number VAS 6292-WMF) overhead drive-through camera model was D'leteren's overwhelming choice of configurations. DSP600WMS wall-mounted units were also selected when needed to fit space and layout requirements.

D'leteren has thrived in the transportation business for 200 years, beginning as a carriage maker in 1805. The company began assembling American cars for the European market in 1931 and later built a Volkswagen factory in Belgium. Today, in addition to V.A.G, D'leteren imports Seat, Skoda, Porsche, Bentley and Lamborghini vehicles and also owns Avis Europe.

Hunter Systems Provide Alignment Solution for Largest Mercedes-Benz Dealership in U.S.



Park Place Motors alignment technicians with Service Manager Ted Wernimot (3rd from right), Hunter Sales Representatives Kevin Grissom (2nd from right) and Mike Koman (right).

Supporting a service department with more than 160 (air-conditioned) bays, Park Place Motors will get few challenges to its claim as possibly the largest Mercedes-Benz dealership in the U.S. The new dealership first opened its doors in Dallas in August this year. The service department includes a total of nine alignment bays. Four side-by-side Hunter RX-P type flush-mount alignment lift racks maximize efficiency, speed and quality when servicing the wide range of Mercedes-Benz vehicles. Six tire and wheel service areas located throughout the department use Hunter premium TC3500 tire changers and GSP9700 Road Force Measurement® Systems to eliminate wheel force variation and any detectable wheel-related vibration within the vehicle.



Hunter Staff Members Organize Hurricane Relief

In the wake of Hurricanes Katrina and Rita, some Hunter employees, friends and family members and business partners decided to take action. Learning that Hunter representatives in the Gulf Coast regions had suffered significant property and financial loss, a group of employees organized a support drive quickly raising \$18,775.00 to help affected Hunter team members get back on their feet. Word spread and contributions came in not only from Hunter's St. Louis and Mississippi operations, but also from Hunter's Sales and Service Organizations, extended family members and even some Hunter customers. When Hunter President Steve Brauer learned of the generosity and resourcefulness of those involved, he matched the amount already raised bringing the total to \$37,550.00. By the end of October, all of the funds had been distributed to assist those affected by the storms.



Some of Hunter's Bridgeton, Missouri staff, representing a cross-section of company team members, their families and Hunter customers, who contributed to the Hunter Hurricane Relief Fund.

Hunter Visitors

Hunter Heavy-Duty Sales Representatives

One way Hunter invests in its sales and service organizations is through ongoing comprehensive training and education programs. The most recent National Heavy-Duty Sales Meeting brought the heavy-duty sales team to Hunter's Research and Training Center in St. Louis for new product training seminars.



Asbury Automotive Group

John Stamm, Vice President, Dealer Development, Asbury Automotive Group and **Todd Flowers**, Fixed Ops Director of Asbury-owned Plaza Motor Company of St. Louis, review Hunter equipment choices.

Asbury Automotive Group is one of the largest automotive retail and service companies in the U.S., operating approximately 130 franchises that sell and service 33 brands of American, European and Asian automobiles.

From left: Hunter New York Regional Manager Joe Fuller; John Stamm; Todd Flowers; Hunter Product Manager Pete Liebetreu.

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