

# Hunter Highlights

News and Trends of the Automotive Service Industry

## NSPE Names Hunter DSP600 Alignment Sensors a Best New American Product in 2006



The National Society of Professional Engineers New Product Award is presented to Hunter by members and guests of the Missouri chapter. From left are: Nick Colarelli, Hunter; Allan Erdman, MSPE; Todd Meyer, MSPE; Bill Durbin, Engineers Club of St. Louis; Ron Kadane, MSPE; Tim Strege, Hunter; Scott Saxton, MSPE; Breck Washam, MSPE; Denis Fessler, MSPE; Mike Stieff, Hunter; Krista Kotur, MSPE; Dan Dorrance, Hunter. Not in the photo is Cherie Bishop, MSPE.

The National Society of Professional Engineers (NSPE) has named Hunter's DSP600 Digital Imaging Alignment Sensors one of the "best new American products in 2006."

The NSPE New Product Award recognizes the full range of benefits derived from the research and engineering of new products designed and produced in the United States. Judging criteria includes a product's sales and economic impact, innovative use of engineering principles and improved function. The award cites Hunter's DSP600 Sensor technology for its ability to perform faster

alignment service, the need for significantly less maintenance and its higher return on investment for shop owners doing business in the highly competitive automotive service environment.

NSPE members include licensed professional engineers from all disciplines. The organization promotes the ethical and competent practice of engineering. More than 500 NSPE chapters serve 50,000 members in the U.S. and its territories. Previous NSPE New Product Award recipients include Mercedes-Benz, Boeing, GE Medical Systems and Beech Aircraft.

## Kevin Dillon to Head New Hunter International Sales Region



Hunter Scandinavia and Eastern Europe Regional Manager Kevin Dillon

Hunter has named Kevin Dillon to manage a new sales region that encompasses countries in Scandinavia and Eastern Europe. The announcement was made by Hunter Director of International Wes Wingo.

As Scandinavia/Eastern Europe Regional Manager, Dillon is now responsible for overseeing sales, service, training and local distributor relationships in Croatia, Czech Republic, Finland, Sweden, Hungary, Latvia, Lithuania, Norway, Poland, Romania, Serbia, Montenegro, and Slovak Republic. He is one of seven Hunter Regional Managers responsible for company activities outside of the U.S. and Canada.

A native of Ireland and 17-year resident of Germany, Dillon was promoted to this new position from within the Hunter organization. He previously served as Training Manager at Hunter Deutschland GmbH, the wholly-owned subsidiary of Hunter Engineering Company in Germany, where he led the establishment of the company's service network in that country. He also played a key role in the support of Hunter's ongoing relationships with German automakers.

Dillon's professional experience includes the fields of software development and marine telecommunications. He is also a paramedic in the local Munich rescue service.



# New Hunter-Equipped TD Performance Center Specializes in Modified Vehicle Service



*These pristine TD Performance alignment bays use Hunter series 811-Plus alignment systems with post-mounted W cabinets and WinAlign® Tuner™ software. The Hunter RX12-XL-43P racks feature under-rack lighting systems and extended and flush-mount runways that are ideal for servicing modified vehicles with low to zero ground clearance.*



*TD Performance specializes in high quality performance parts sales and installation service and is staffed with specially-trained personnel and managers who are experienced in racing, tuning and advanced tire and wheel applications.*

Cincinnati-based automotive tire sales and vehicle service provider Tire Discounters recently opened its flagship TD Performance center, an operation designed from the ground-up to meet the needs of motorists interested in professionally upgrading their vehicles for performance and/or appearance.

Tire Discounters chose Hunter WinAlign® Tuner™-equipped alignment systems and Hunter premium wheel service equipment exclusively to equip the new facility and provide the service capabilities required to handle this rapidly growing and highly profitable specialty market.

Hunter developed WinAlign Tuner custom alignment for modified vehicles specifically to meet the needs of shops like TD Performance. The software supplements Hunter's standard WinAlign alignment software with additional procedures and tools designed to align restyled and customized cars and light trucks with modified suspensions and running gear.



*The TD Performance showroom features live remote monitors for each Hunter alignment bay and CRT wheel balancer, providing customers a real-time view of vehicle service in progress.*



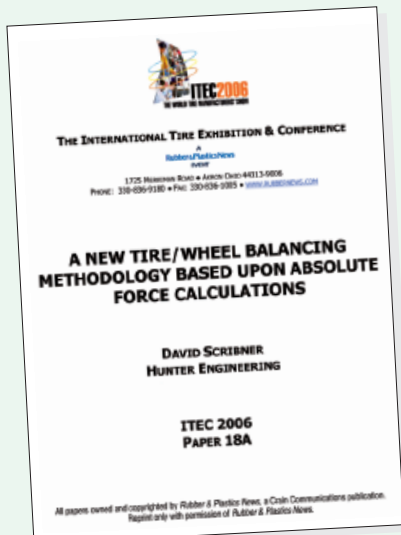
*Above, Hunter Cincinnati Regional Manager Chris Tullus (at left) with TD Performance Manager Forry Hargitt, (center) and TD Performance Vice President of Operations Rick Barnhart as they prepare for the shop's grand opening.*



*At left, Hunter GSP9700 and GSP9600 wheel balancers and TC3250-Plus, TCX550EBPS and TCX500HP tire changers handle the wide range of custom wheel services offered by the new shop.*



# Hunter ITEC White Paper Proposes Savings Opportunity for OE Production



The entire white paper can be viewed at [www.rubbernews.com](http://www.rubbernews.com), the Web site of the Akron-based ITEC sponsor, *Rubber & Plastics News*.

**H**unter's new SmartWeight™ balancing technology can not only improve ride quality, but also save car manufacturers millions of ounces in wheel weights and many rejected tires each year. In a white paper presented recently to the 2006 International Tire Exhibition and Conference (ITEC), Hunter's Dave Scribner explained how.

According to Scribner, a 25-year industry veteran and product manager for Hunter wheel balancer and tire changer products, car makers often use 1970's-era dynamic wheel balancing technology in new vehicle production. These dated methods use the same algorithms to determine correction weight for both static and couple imbalance forces. SmartWeight technology measures static and couple imbalance forces differently and applies an appropriate correction value to each. The result is exceptional weight savings and superior ride quality.



Hunter Product Manager Dave Scribner has traveled throughout the country presenting SmartWeight balancing technology to car and tire makers and other industry professionals.

Already proven in thousands of retail shops around the country, SmartWeight balancers can save more than 30% in wheel weight costs alone. For OEMs, achieving optimum balance with less weight would also result in fewer tire/wheel assemblies being rejected because they exceed the manufacturers' own maximum correction weight limit.



SmartWeight technology is standard on Hunter GSP series wheel balancers.

## Hunter History - 1955

### Lite-A-Line Is the Industry's First Simplified Light Beam Wheel Aligner



**F**ollowing the great success of his wheel balancing products shortly after World War II, Lee Hunter went to work on a new project that would again have a major impact on the automotive service industry. In 1955 Hunter Engineering Co. introduced Lite-A-Line, its first wheel alignment product.

The Lite-A-line system used projected light beams for accuracy, versatility and speed when aligning automobiles. It enabled three-plane mechanical compensation for wheel runout and measured seven basic alignment angles: camber, caster, toe, center steering, steering-axis inclination, turning angle, and rear-wheel track.

Lite-A-line was not only the first alignment system of its type but also the industry standard for 30 years following its introduction. The system was also a hit with car owners fascinated by its high-tech design, large light beam charts and wheel-mounted instruments. Hunter produced four generations of Lite-A-Line systems, including one capable of four-wheel alignment, before it was rendered obsolete in the late 1980's by computerized systems and new vehicle designs.

# Hunter Visitors



## Ford Motor Company

Ford Field Service Engineers from Illinois, Iowa and Wisconsin received an intensive hands-on training session on Hunter wheel balancing and vibration management technology led by Hunter Product Manager Dave Scribner at the company's St. Louis Research and Training Center. Pictured, back row, from left are **Mark Carpender, Jeff Hazel, Dennis Wilson, Brandon Dixon, Chris Karr, Curt Henriott, and Craig Kuehl**. Front row, from left are **Nolan Katterman, Doug Hoffman, Ed Cunningham, Dave Bale, Lacy Wagner, Jim Capacio, Dave Seufert, George Gunlock,** and Hunter Product Manager **Dave Scribner**.

## Goodyear Tire & Rubber Co.

Goodyear's **Rich Schossler**, Manager of Service Sales; **Kary McDonough**, Team Leader-Safety & Health, Non-Manufacturing; and **Bruce Hagelin**, Real Estate Development, traveled to St. Louis to review new equipment designs with Hunter engineers and staff.

Pictured from left are Hunter President Stephen Brauer, Rich Schossler, Kary McDonough, Hunter North East Division Manager Doug Woolverson, Bruce Hagelin, Hunter Vice President of Sales & Marketing Dave Smith, and Hunter Cleveland Regional Manager Frank Ponte.



## NorthStar Equipment

Representatives of long-time Hunter distributor Northstar Equipment traveled to St. Louis from the company's home office in Dallas for an exclusive Hunter product and sales skills training program.

Pictured from left are **Franklin Rich, Ed Burley**, NorthStar owner **Rolen Dickinson, John VanGelder**, Hunter Director of Training **Byron Morgan, Mallory Dickinson,** and **Mike Moss**.

## Hunter Highlights

A Publication of Hunter Engineering Company

11250 Hunter Drive  
Bridgeton, MO 63044 U.S.A.  
314-731-3020  
<http://www.hunter.com>