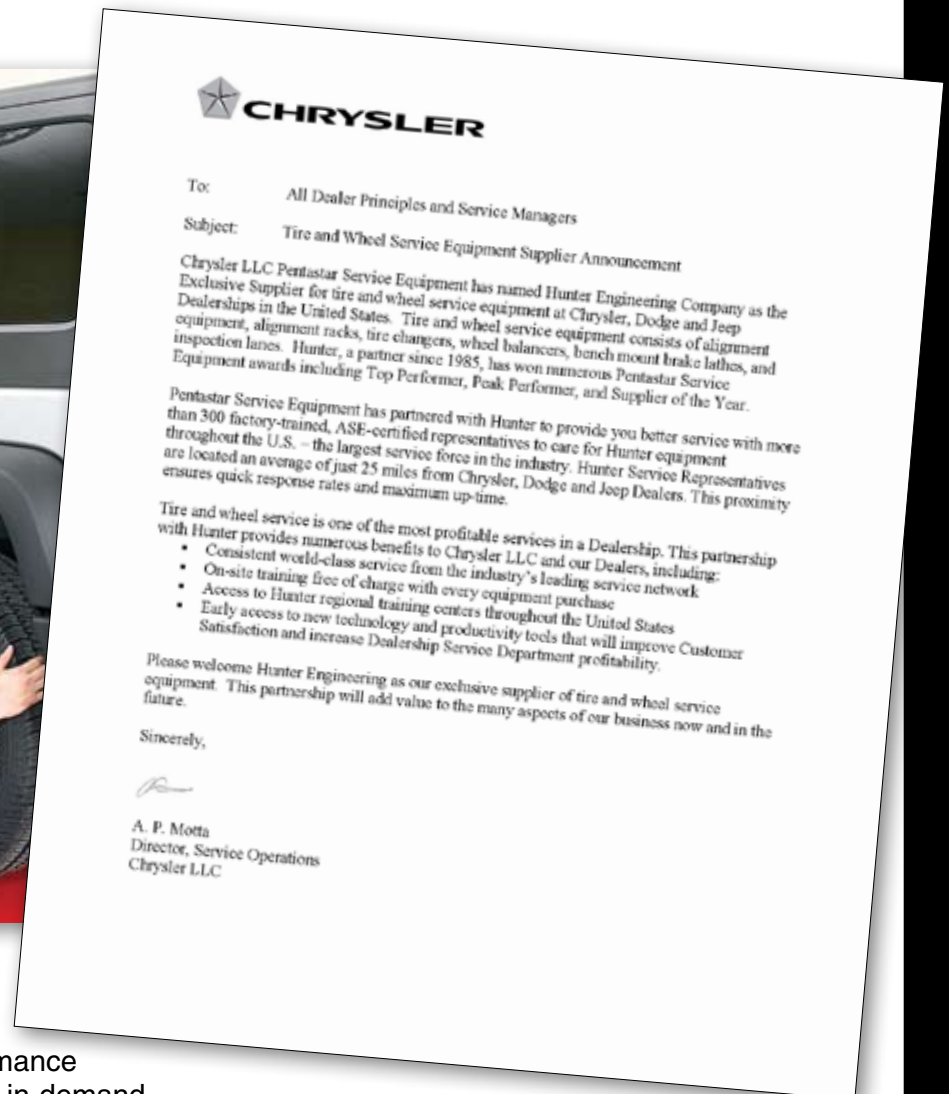


highlights

News and Trends
of the Automotive Industry

Chrysler LLC names Hunter Engineering exclusive equipment supplier



After a rigorous evaluation, Hunter was chosen by Chrysler LLC to be the exclusive wheel service equipment supplier at Chrysler, Dodge and Jeep dealerships in the United States.

Hunter will supply Chrysler dealerships alignment systems, alignment lifts, tire changers, wheel balancers, bench-mount brake lathes and inspection lane equipment through the Chrysler LLC Pentastar Service Equipment channel.

This exclusive partnership cements an already strong relationship that started in 1985 when Hunter introduced four-wheel alignment to Chrysler's teamPSE

equipment program. Over the years, Hunter has won numerous top supplier performance awards and become the most in-demand supplier among Chrysler dealerships.

The new partnership will enhance the success of Chrysler dealership services with the best wheel service equipment on the market and numerous unique benefits including:

- ✓ Award-winning productivity features
- ✓ Consistent world-class service from the industry's leading service network

- ✓ Complimentary on-site training with every equipment purchase
- ✓ Access to Hunter regional training centers throughout the United States
- ✓ Early previews to new technology and productivity tools that will improve customer satisfaction and increase profitability

Hunter introduces the NEW SmartWeight® balancer

Hunter's new SmartWeight® balancer adds greater capabilities and more options to the popular GSP9200 platform:

- ✓ A larger motor and drive system handle wheels up to 44" in diameter and 175 lbs
- ✓ New 3.0 software comes standard with a unique TPMSpecs database, cost-savings tracking software and support for a vehicle bar code scanning tool
- ✓ A wheel lift option is now available to assist with heavy assemblies



what's INSIDE

New balancer features	2
Sales & Service awards	3
New Four-Post Lifts	4
SmartWeight used for F-15s	4
Autopromotec show	5
SmartWeight success story	5
Hunter visitors	6-8

HUNTER
Engineering Company

NEW innovative features enhance Hunter's balancer line



New Hunter balancer features improve productivity and help service today's challenging wheel assemblies with tools such as the TPMSpecs™ database, VIN scanning capability, AutoClamp, automatic cost-savings tracking, and Road Force® audit.

TPMS reset procedures



Hunter's TPMSpecs presents thousands of TPMS reset procedures in a comprehensive, tech-friendly format.

- ✓ Identify each vehicle's sensor type, tools needed and OE reset procedure
- ✓ Eliminate confusing and costly reference manuals
- ✓ Prevent comebacks from not knowing proper procedures and techniques
- ✓ Explain needed service with color printouts

Cost-savings tracking tools

The SmartWeight® odometer and ROI calculator displays wheel weight savings for each balance cycle and tracks weight savings over time.

These new tools track the balancer's weight and dollar savings using the shop's own numbers.

Statistics can be broken down into daily, monthly, yearly or lifetime savings and used to show the investment payback of the machine.



Road Force® audit

Hunter's new Road Force® audit automatically runs a fast QuickMatch® test with every spin. If a runout tolerance is exceeded, the balancer will then run the more thorough Road Force test and provide corrective measures to resolve the problem.

This feature is ideal for shops that want to provide advanced balancing service for every assembly with the fastest service time possible.

Bar code scanner



A bar code scanner can be used to instantly enter the VIN to access vehicle-specific TPMS data stored on the balancer. (Scanner is sold separately.)

AutoClamp



The newly designed AutoClamp option saves time and effort by automatically positioning and tightening the clamp adaptor on the balancer shaft.

No time-consuming shaft threads and no additional tightening required.

Hunter honors top Sales & Service performers

In March, Hunter honored the top Sales and Service Representatives in North America with a weekend retreat in Palm Beach, Florida.

This year's recipients and their spouses enjoyed some fun in the sun, golf, fishing, and a gala awards banquet in their honor.

Sales Representatives who achieve the highest sales performance and customer satisfaction ratings join Hunter's prestigious President's Club. This year's group included first-time award winners.

The Hunter Service Representatives who consistently improve the quality of their

work and achieve the highest customer satisfaction ratings are recognized with the revered Lee Hunter Service Award.



Front row, from left:

Bill Wilson Dallas Region
Joe Niccum San Francisco Region
Kevin McCleve Phoenix Region
Jim MacDonald Canada
Bill Keyes Detroit Region
Dan Matheny Phoenix Region

Middle row, from left:

Jim Deleo New York Regional Manager
David Mertz Philadelphia Region
Bob Laplace New York Region
Sam Kerbel Phoenix Region
John Bookstaver New York Region
Skip Effinger Nashville Region
Rick Hudon Cleveland Region
Bill Hallock Cleveland Region
Jeff Murray Nashville Region
Jim Graham Canada

Back row, from left:

Nick Colarelli Executive Vice President
Dave Smith Senior Vice President
John Zentz Vice President of Sales
Pat Stuart Phoenix Region
George Haan Minneapolis Region
Vinny Rutigliano New York Region
Rich Peabody New York Region
Trevor Farris New Orleans Region
Beau Brauer Vice President of Marketing
Steve Brauer President



Front row, from left:

Ed Trenary Director of Quality
Jeff Piel National Service Manager
Kaleb Silver New Orleans Region
Chris Achatz Orlando Region
Warren Tomanpos San Francisco Region
Matt Wise St. Louis Region
Bob Ramsey Chicago Region
Beau Brauer Vice President of Marketing

Middle row, from left:

Mike DeStefano New York Region
Scott Engelhardt Minneapolis Region
Scott Kohler St. Louis Region
Randy West Nashville Region
Jay Savage Washington Region
John Murray Cleveland Regional Manager
Greg Bacon Denver Region
Jim McElduff Charlotte Region
Gregg Donatell Minneapolis Region

Back row, from left:

John Zentz Vice President of Sales
Jim Greeno Canada
Kevin Drozdowski Canada
Rich Huff Cleveland Region
Steve Brauer President
Dave Smith Senior Vice President
Ed Grasso Philadelphia Region
Scott Syndergaard Phoenix Region
Jim Hinman Boston Region
Nick Colarelli Executive Vice President

Hunter introduces the NEW and improved L441 and L444 Four-Post Lifts



Hunter's next generation of four-post lifts offer greater capacities and capabilities to speed service on any vehicle from passenger cars to box trucks.

The open-front L441 and closed-front L444 provide a massive 18,000-lb. lifting capacity, increased maximum wheelbase service ranges, and the widest runways and most powerful motor of any comparable four-post lift on the market.

Optional timesaving features include Hunter's award-winning PowerSlide® auto-lock system, Inflation Station integrated tire inflation and patented Fully Integrated Alignment capabilities.



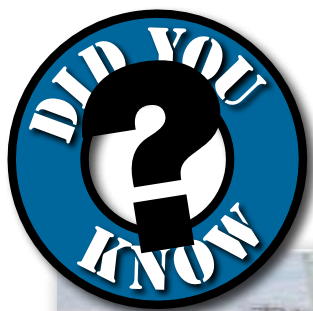
PowerSlide locks and unlocks turnplates and slipplates with the flip of a switch, eliminating the hassle of lock pins.



Inflation Station automatically sets tire pressure for each wheel with air hose reels integrated into the lift runways.



When equipped with Hunter's patented Fully Integrated Alignment (FIA) console, the lift can communicate directly with an F.I.A. aligner to set tire pressure limits for Inflation Station and automatically control plate operation through PowerSlide.



Boeing balances F-15 wheels with SmartWeight® balancer



Boeing researched and found the best balancer for their F-15 fighter wheels: Hunter's SmartWeight® balancer. They use the SmartWeight balancer during the assembly process to ensure the wheels stay within the strict specifications required on the F-15 fighter.



Hunter hosts Europe's top equipment buyers at Autopromotec 2009

 autopromotec



Hunter demonstrates its wheel service equipment in dozens of languages during the five-day show.



The biennial Autopromotec exhibition in Bologna, Italy draws auto industry professionals from Europe, the Middle East, and Asia to see the latest vehicle service equipment.

Autopromotec is a major event for Hunter's International Sales and Marketing staff, who work with Italian distributor Pogliani

& Rivolta S.p.A. to showcase Hunter's newest innovations.

The Pogliani & Rivolta S.p.A. display was one of the largest and most impressive exhibits at Autopromotec, attracting large crowds to see Hunter equipment in action.

Andy Wurm Tire & Wheel saves over \$14,000 with SmartWeight® Technology



Andy Wurm
TIRE & WHEEL



Andy Wurm Tire & Wheel has been in business since 1972, providing a wide range of services from full-service repair to high-end custom wheel and tire packages.

Andy Wurm Tire & Wheel completes 80 to 100 tickets a day and relies on high-quality equipment to do the job right and build their reputation.

The shop invested in a Road Force® balancer to solve difficult vibration problems and later upgraded the balancer with SmartWeight® software to offset the rising price of wheel weights.

The shop's technicians were instructed to use the weight-saving and match-mounting capabilities of the Road Force machine on every custom wheel and tire combination they sold.

Proprietors Andy Jr. and Joe were so impressed with the cost savings and smooth ride results, they purchased two more SmartWeight balancers (GSP9200s) a year later to enhance their balancing business.

Using the three balancers, they saved enough on wheel weights in three months to invest in a fourth SmartWeight balancer at no cost.

To date, they have saved over \$14,000 with their SmartWeight machines, enabling them to buy more equipment and build their business.

Hunter visitors

Lappen's Garage Equipment



LAPPEN'S

Harvey and Ed Lappen from Lappen's Garage Equipment toured Hunter's new demonstration area to see the company's latest innovations in action.

Lappen's Garage Equipment is a long-time distributor of Hunter equipment in the New England area.

*Pictured from the left: Hunter Vice President of Sales **John Zentz**, Hunter Boston Regional Sales Manager **Frank Ponte**, **Harvey Lappen**, **Ed Lappen**, and Hunter Northeast Division Sales Manager **Doug Woolverton**.*

Euro-Siv-Import



ЕВРОСИВ 

Euro-Siv-Import's President and top executives traveled to St. Louis to meet with Hunter management and review new products.

In 2008 Euro-Siv-Import emerged as Hunter's largest international distributor with extensive distribution and service networks in Russia, Kazakhstan and Azerbaijan.

*Pictured from the left: Hunter International Technical Manager **Pat Callanan**, Hunter International Regional Sales Manager **Amin Alasgarli**, Euro-Siv-Import Hunter Department Manager **Victor Ulanov**, Euro-Siv-Import Deputy Director **Boris Kasyanenko**, Hunter Vice President of International Sales **Wes Wingo**, Euro-Siv-Import General Manager **Polina Sivkova**, Euro-Siv-Import President **Victor Sivkov**, Hunter President **Steve Brauer**, Hunter Vice President of Marketing **Beau Brauer**, and Hunter Executive Vice President **Nick Colarelli**.*

Wesztí Kft.



WESZTI KFT.

Recently signed as Hunter's exclusive distributor in Hungary, the management team from Weszti Kft. visited Hunter to receive sales and service training.

Weszti Kft. is a family-owned company with brothers Balazs and Adam Vesztergom representing the second generation of the family business.

Weszti Kft. provides a strong partner in the Hungarian market, which will further strengthen Hunter's recent double-digit annual growth in Eastern Europe.

*Pictured from the left: Hunter Vice President of International Sales **Wes Wingo**, Weszti Kft. Service Technician **Istvan Szokk**, Weszti Kft. Service Manager **Adam Vesztergom**, Hunter President **Steve Brauer**, Weszti Kft. Sales Manager **Balazs Vesztergom**, and Hunter International Regional Sales Manager **Kevin Dillon**.*

Midas



Representatives from Midas made the short trip from Itasca, Illinois to Hunter's headquarters in St. Louis to preview new products to enhance the Midas touch.

Midas is one of the world's largest providers of automotive service with more than 2,400 locations around the world.

*Pictured from the left: Hunter Vice President of Sales **John Zentz**, Midas Director of Facilities & Construction **James Witek**, Hunter Senior Vice President **Dave Smith**, Midas Retail Marketing Manager **Tyson Boyer**, and Hunter North Central Division Sales Manager **Greg Dunkin**.*

Wimad Sp. J.



Key personnel from Wimad Sp. J. journeyed to Hunter to discuss business strategies and participate in training specific to the heavy-duty market.

Wimad Sp. J., located in Wroclaw, Poland, has quickly grown into Hunter's largest distributor in Eastern Europe.

*Pictured from the left: Wimad's **Boguslaw Jaroslaw Czaplarski**, Hunter Vice President of International Sales **Wes Wingo**, Wimad's **Andrzej Piotr Gagor**, **Zenon Krzysztof Majkut**, and **Grzegorz Bruno Styczen**, Hunter President **Steve Brauer**, Wimad's **Roman Marek Skopiec**, and Hunter International Regional Sales Manager **Kevin Dillon**.*

SkillsUSA



The experts that make up the Automotive Services Technology Committee of SkillsUSA met at Hunter to plan the organization's upcoming student competition and education events.

*Pictured from the left: **Scott Norman**, Pittsburg State University; **Tom Smalldon**, Automotive Technics; **Scott Long**, Firestone; **John Sweeny**, Dalmar Learning; **Vince Williams**, General Motors; **Bob Wheeler**, Ford; **E. J. Brock**, Snap-on Tools; **Jack Frederick**, Contestant in the World Skills Competition; **Doug Auffert**, Firestone; **Dick Todd**, MAC Tools; **Skip Saurman**, MegaTech Corporation; **Ron Downing**, Pittsburgh State University; and **Dave Fox**, Hunter Engineering Company.*

Hunter visitors

Würth Norge AS



Hunter's powerhouse Scandinavian distributor Würth Norge AS brought key members of their team for specialized Hunter product training and strategic sales sessions.

*The group from Norway was led by Würth Norge AS Sales Manager **Helge Hogsveen** (6th from the right) and Würth Norge AS Hunter Product Manager **Helge Sundby** (7th from the right). Hunter International Regional Sales Manager **Kevin Dillon** (2nd from left) accompanied the party from Europe.*

Federal Mogul



Technical training personnel from Federal Mogul visited Hunter to receive the latest information and demonstrations on new Hunter products and undercar service solutions for alignment, racks, balancers, brake lathes and tire service.

Federal Mogul is a leading global automotive supplier offering a comprehensive portfolio of quality products, trusted brands and creative solutions to the world's foremost original equipment manufacturers.

*Pictured from the left: Hunter Director of Training **Byron Morgan**, Federal Mogul's **Rick Kearns**, **Mark Baker**, **Mark Kenyon**, **Mark Isaac**, **Tim Habel** and **Steve Cartwright**, and Hunter St. Louis Regional Sales Manager **Tom Lang**.*

ERCO Compañía Ecuatoriana del Caucho



Representatives from ERCO followed up their 2008 purchase of Hunter equipment with a tour of the company headquarters. During their stay, they met with key Hunter personnel and witnessed demonstrations of Hunter's latest equipment.

ERCO is a manufacturer of Continental/General Tires and has retail tire outlets in Ecuador, Colombia, Venezuela, Bolivia, Chile and Peru.

*Pictured from the left: Hunter International Regional Sales Manager **Jeff Henry**, ERCO Image and Marketing Coordinator **María Cristina Elmir**, ERCO Vice President of Marketing **Fernando Proaño**, and Hunter distributor R. Ferri's General Manager **Xavier Aviles**.*