

highlights

News and Trends
of the Automotive Industry



NEW! HawkEye Elite™ Alignment

In March, Hunter introduced HawkEye Elite™ – the fastest and most advanced alignment system in the industry.

The “Elite” system features newly designed adaptors and targets, higher resolution digital camera sensors, and enhancements to the console and award-winning WinAlign® software. The improvements speed and ease alignment service and optimize shop profitability.

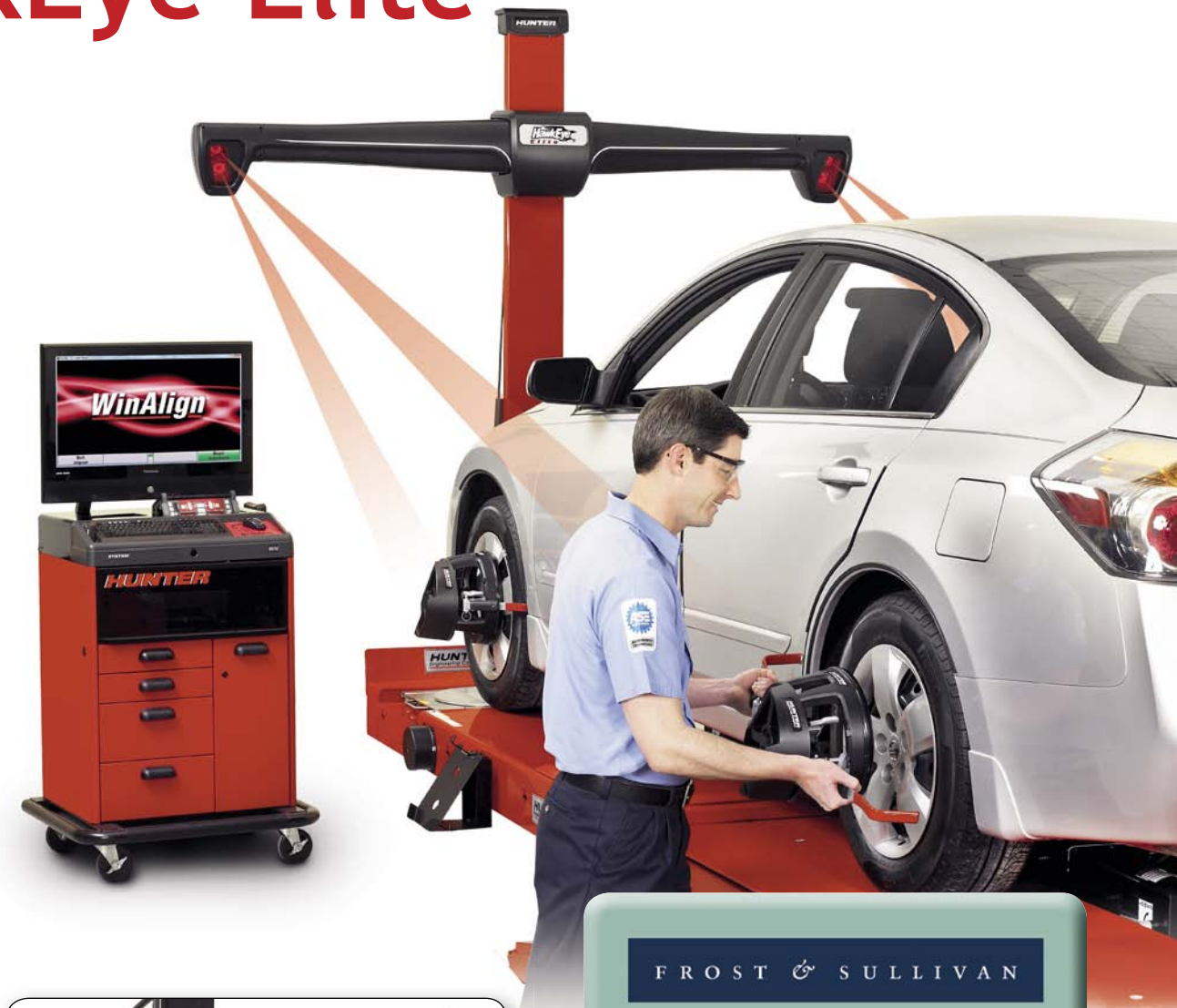


The lightweight adaptor and target assembly is easy to handle and install, and the shop-tough design tolerates accidental drops.

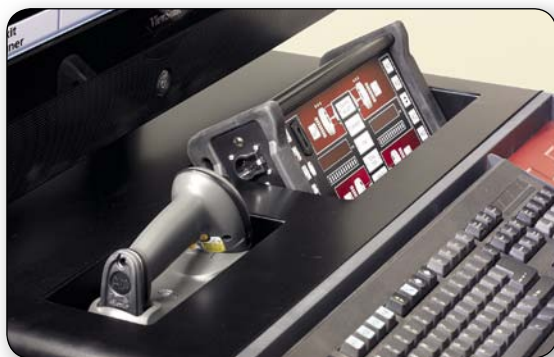


Premium HawkEye Elite systems include Hunter's 2010 MOTOR Top 20 Tool winner CodeLink® electronic steering system reset device and a VIN bar code scanner as standard features.

CodeLink simplifies electronic steering system reset by integrating the procedure into alignment service. The bar code reader saves time and avoids manual entry errors by instantly entering vehicle information with a simple scan.



Roll-forward compensation, exclusive to Hunter, allows a technician to compensate all four sensors and capture initial measurements in one quick motion.



The new console design includes integrated storage and charging for popular accessories and a touchscreen monitor option.



Frost & Sullivan recently presented Hunter with the 2011 North American Automotive Tool and Equipment Technology Innovation Award for HawkEye Elite systems.

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Hunter takes direct hit from EF4 tornado - up & running in just two days

On the evening of Good Friday 2011, an EF4 tornado, with wind speeds of 166 to 200 mph, ripped a 21-mile path through St. Louis County in Missouri. At 8:08 p.m., the tornado hit Hunter's Bridgeton campus.

The following morning, 70 volunteers from Hunter, along with an army of

professional restoration specialists, roofers and tree removal contractors, patched the damaged roof, cleared fallen trees, and removed water and debris from inside the building.

After two days of around-the-clock restoration, the Hunter headquarters and Bridgeton plant opened on Monday

at 8:15 a.m. Despite the devastation, the company experienced no downtime and continued to service its customers without interruption.



The tornado caused widespread damage to the company's headquarters, especially the demonstration and testing areas.



EF4 winds ripped a 5,000-square-foot hole in the roof structure, tore away 3,000-lb. AC units, and collapsed interior walls.



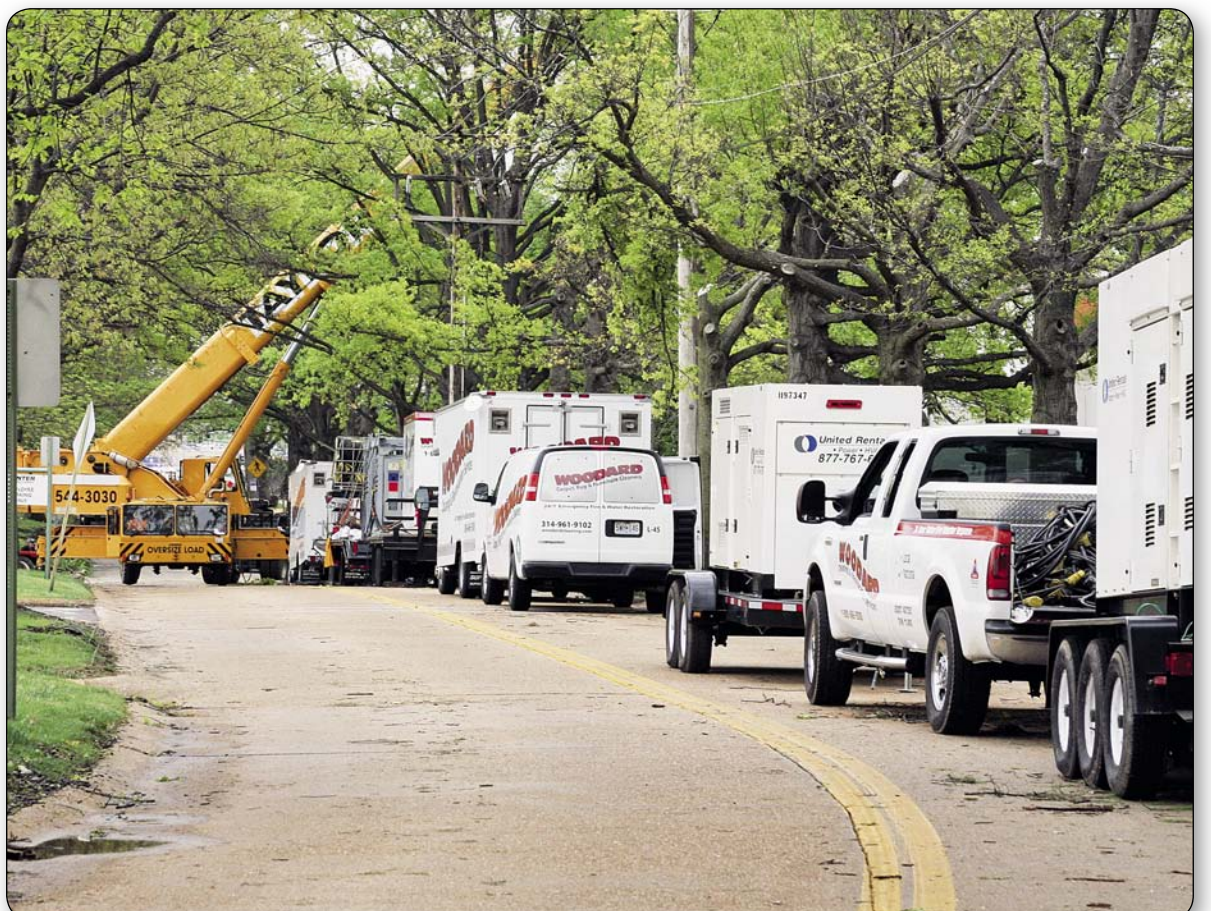
Gallons of water poured in from the damaged roof and sprinkler system, flooding the "PowerBay" and surrounding areas.



Many trees were lost to the storm, including this large pin oak planted by Lee Hunter in 1964.



Work crews and Hunter volunteers were hard at work through the weekend to get the company up and running in just two days.



Hunter recognizes the 2010 President's Club & Lee Hunter Service award winners

In March, Hunter invited the top Sales and Service Representatives in North America to a weekend getaway in Palm Beach, Florida in appreciation of their outstanding performances for 2010.

The recipients enjoyed the Florida sun, either golfing or fishing, and ended the weekend with an awards banquet,

where each was recognized for his accomplishments for the year.

Sales Representatives who achieve the highest sales performance and customer satisfaction ratings join Hunter's prestigious President's Club. This year, over 15 first-time award winners were inducted.

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.

Our dedicated service force is unmatched in the industry and a primary reason why many of our customers choose Hunter.



B.J. Barnett Dallas Region
Gary Bieler Pittsburgh Region
J. Howard Bontrager ... Atlanta Region
Steve Brauer, Jr. Dallas Region
Jeff Crooks Minneapolis Region
DeWain DeCaire Detroit Region
Peter Duquette Canada
Joseph Egler Denver Region
Eric Funk Nashville Region
Fred Goepel New York Region
Ray Graves Dallas Region
Jon Hamm Pittsburgh Region
Steve Harrel Phoenix Region
Alan Harris St. Louis Region

Patrick Horn St. Louis Region
Rick Hudon Cleveland Region
Tony Jones Charlotte Region
Sam Kerbel Phoenix Region
Ed Kiefer Philadelphia Region
Darryl Lee Denver Region
Brooks Lesert Detroit Region
Dave Mertz Philadelphia Region
Jason Meyer Canada
Chris Murray .. Washington D.C. Region
Hillary Parrish Charlotte Region
John Porter ... Chicago/Detroit Regions
Todd Rittenberry Nashville Region
Mike Shackelford .. New Orleans Region

David Sherrill Charlotte Region
John Wier Shirey Charlotte Region
Mark Stauffer Nashville Region
Dennis Steffler .. Pitt./N.Y./Phil. Regions
Jim Sweeney Philadelphia Region
Tim Taylor Dallas Region
Kevin Vosburg Denver Region
Chick Wagner Pittsburgh Region
Patrick Wallingford ... St. Louis Region
Jerry Weeck San Francisco Region
Arnie Williams Cleveland Region
Robert Womack Nashville Region
Sterling Yearber Nashville Region



Chris Achatz Orlando Region
Greg Bacon Denver Region
Mike DeStefano New York Region
Gregg Donatell Minneapolis Region
Matthew Dowden . San Francisco Region
Scott Engelhardt ... Minneapolis Region
Ed Foster Minneapolis Region
Jacques Gagne Canada
Ed Grasso Philadelphia Region

Jim Greeno Canada
Richard Huff Cleveland Region
Scott Kohler St. Louis Region
Dan Matheney Phoenix Region
Mike Morris Phoenix Region
Reed Mosler Phoenix Region
Tim Murray Nashville Region
Bill Nixon Pittsburgh Region
Jeff Pincher New York Region

Robert Ramsey Chicago Region
Jay Savage Washington D.C. Region
Bob Schmoll Nashville Region
Josh Stechnij Phoenix Region
Matt Stevenson Denver Region
Scott Syndergaard Phoenix Region
Gordon Trainer Houston Region
Randall West Nashville Region
Matt Wise St. Louis Region

Hunter Engineering Company establishes subsidiary headquarters in China

Hunter Engineering opened a wholly owned subsidiary office in Beijing, China to promote the sale of Hunter products and support the rapidly expanding Chinese automotive market.

Hunter China debuted at the 2011 Auto Maintenance & Repair Exposition, where Hunter China personnel demonstrated customized BMW, Mercedes-Benz and Volkswagen/Audi wheel alignment systems to China's growing dealership networks. Hunter China also demonstrated wheel alignment and award-winning Road Force balancers to other automotive manufacturers, dealers, tire retailers and independent shop owners.

"Several key OEM manufacturers asked Hunter to invest in China to help support their dealers. Right now, high-quality workshop equipment and support is critical," said Hunter Engineering's Wes Wingo, Vice President – International.

Hunter China is managed by Sales Director Kevin He and Technical Director Hongwei Hao (Haoyan). Both Kevin and Haoyan bring many years of experience in the industry to Hunter China.



Hunter Vice President of Marketing Beau Brauer (left) and Vice President – International Wes Wingo (right) joined Sales Director Kevin He in launching Hunter China at the 2011 Auto Maintenance & Repair Expo in Beijing, China.

Hunter's Dennis Linson impresses at the OPTIMA Ultimate Street Car Invitational

Hunter Mechanical Engineer (and amateur car builder) Dennis Linson showcased his custom-built 1962 Chevy II at the OPTIMA Ultimate Street Car Invitational. The competition promotes street car enthusiasts, who enjoy building show-quality cars that can be driven on the street as well as race tracks.

Dennis earned an invitation to the competition after placing in the top 10 in two other regional events earlier in the year.

Dennis custom built just about everything on his Chevy II in his two-car garage, including the chassis, suspension, sheet-metal body modifications and the interior. He also designed and airbrushed the paint scheme and graphics.

His expert building skills and attention to detail earned him 7th place in the design portion of the competition. This is an impressive showing, considering Dennis was one of only two cars in the top 15 not built by a professional shop.



Hunter's Dennis Linson designed and constructed nearly everything on his 1962 Chevy II from the chassis to the custom paint and graphics.



Dennis maneuvers through the "autocross" mini road course event as part of the Ultimate Street Car Invitational.



The road rally portion of the event had the competitors stop at Las Vegas landmarks for photos with local "celebrities."

Hunter visitors

Sears Auto Centers



Pictured from the left: Sears Equipment & Repair Facility Manager **Paul Morabito**, Sears Equipment & Supply Buyer **George Hoffman**, Sears President – Automotive **Joe Finney**, Hunter Chairman **Steve Brauer**, Sears Vice President – Automotive **John Hendrickson**, Hunter Vice President of Marketing **Beau Brauer**, Hunter Executive Vice President **Nick Colarelli**, Hunter Vice President of Sales **John Zentz**, and Hunter North Central Division Manager **Greg Dunkin**.

Bridgestone Corporation



Pictured from the left: Hunter Product Manager **Greg Meyer**, Hunter Vice President – International **Wes Wingo**, Hunter Director of Training **Byron Morgan**, Bridgestone Director, Corporate Field Engineering **Hiroshi Nakanishi**, Hunter International Key Accounts Manager **Paolo Molinari**, and Bridgestone Quality Engineer & Assistant Manager, Corporate Field Engineering **Cédric Robert**.

Honda America



Pictured from the left: Hunter Director of Training **Byron Morgan**, Honda America Assistant Manager Special Tools and Equipment **Wes Arnold**, Hunter Director of Product Management **Denny Bowen**, and Hunter Los Angeles Region Manager **Chris Tullus**.

Midas



Pictured from the left: Hunter Director of Product Management **Denny Bowen**, Midas Equipment Buyer **Joe Henmueller**, Hunter Product Manager **Pete Liebetreu**, and Hunter Product Manager **Kaleb Silver**.

Nissan North America



Hunter hosted Nissan North America's national Dealer Technical Specialists (DTS) meeting at its state-of-the-art demonstration facility in Bridgeton, Missouri. The meeting included concentrated alignment and balancing equipment training led by Hunter Director of Training **Byron Morgan** and Hunter Nashville Region Manager **Harold Smith**.

Subaru of America



A large group of Subaru District Parts and Service Managers, Field Service Engineers, and Regional Trainers participated in comprehensive equipment training under the guidance of Hunter Director of Training **Byron Morgan** and Hunter Northeast Division Manager **Doug Woolverton**.

Hunter visitors

Goodyear



Pictured from the left: Hunter Director of Training **Byron Morgan**, Goodyear Director of Retail Operations **Brent Strandberg**, and Hunter Cleveland Region Manager **John Murray**.

Early Enterprises/Meineke & Grismer Tire



Pictured from the left: Hunter Cleveland Region Manager **John Murray**, Grismer Tire General Manager **Bob Kemper**, Hunter Director of Training **Byron Morgan**, Grismer Tire General Manager **Matt McCormick**, Early Enterprises Owner **Chris Early**, Early Enterprise General Manager **Fred Franks**, and Hunter Sales Representative **Tobin Clark**.

McGriff Tire & Service



Pictured from the left: Hunter Sales Representative **Sterling Yearber**, Hunter Heavy-Duty Equipment Trainer **Greg Brock**, McGriff Store Manager **Jim Foust**, Hunter Heavy-Duty Sales Representative **Gary Minton**, McGriff Store Manager **Pat House**, McGriff Vice President **Jeff McGriff**, McGriff Store Manager **John Lindsay**, Hunter Director of Training **Byron Morgan**, and Hunter Nashville Region Manager **Harold Smith**.

Gateway Tire & Service



Pictured from the left: Hunter Sales Representative **Eric Funk**, Gateway District Manager **Garth Bouldin**, Gateway Store Manager **Pete Hughes**, Gateway District Manager **Roger Moore**, Gateway Store Manager **Keith Patton**, Gateway District Manager **Danny Cook**, Gateway General Manager **John Lovelace**, Hunter Director of Training **Byron Morgan**, and Hunter Nashville Region Manager **Harold Smith**.

Raben Tire & Auto Service



Pictured from the left: Hunter Sales Representative **Corky Jones**, Raben Director of Fleet Operations **Benny Sauls**, Hunter Director of Training **Byron Morgan**, Raben Supply Chain Manager **Michael Raben**, Raben Vice President/Owner **Mark Raben**, and Hunter Nashville Region Manager **Harold Smith**.

Christian Brothers



Pictured from the left: Hunter Director of Training **Byron Morgan**, Christian Brothers Director of Procurement **Rick McRae**, Christian Brothers Operations Manager **Donnie Carr**, Hunter Houston Region Manager **Steve Brauer, Jr.**, and Christian Brothers Senior Vice President of Operations **Rod Marcotte**.

Wholesale Auto Supply Co.



Pictured from the left: Hunter New York Region Manager **Jim DeLeo**, WASCO Consultant **Andrea Karsian**, and Hunter Director of Training **Byron Morgan**.

Strauss Auto



Pictured from the left: Hunter Product Manager **Greg Meyer**, Strauss Auto Vice President of Operations **Rick Pennie**, and Hunter New York Region Manager **Jim DeLeo**.

SAGE



Southern Automotive Garage Equipment (SAGE) President **Howard Smith** and his entire field sales organization gathered at Hunter to train on the company's full line of service equipment. The training session was administered by Hunter Director of Training **Byron Morgan**, Hunter Nashville Region Manager **Harold Smith**, and Hunter Cleveland Region Manager **John Murray**.

Boyd's Goodyear



Pictured from the left: Hunter Cleveland Region Manager **John Murray**, Hunter Director of Training **Byron Morgan**, Boyd's Goodyear Manager **John Boyd**, Boyd's Goodyear General Manager **John Saas**, and Hunter Sales Representative **Tobin Clark**.

D & R Autoworks



Pictured from the left: Hunter Sales Representative **Richard Konstanzer**, D & R Owner **Dan Buss**, and Hunter Director of Training **Byron Morgan**.

Dunn Tire



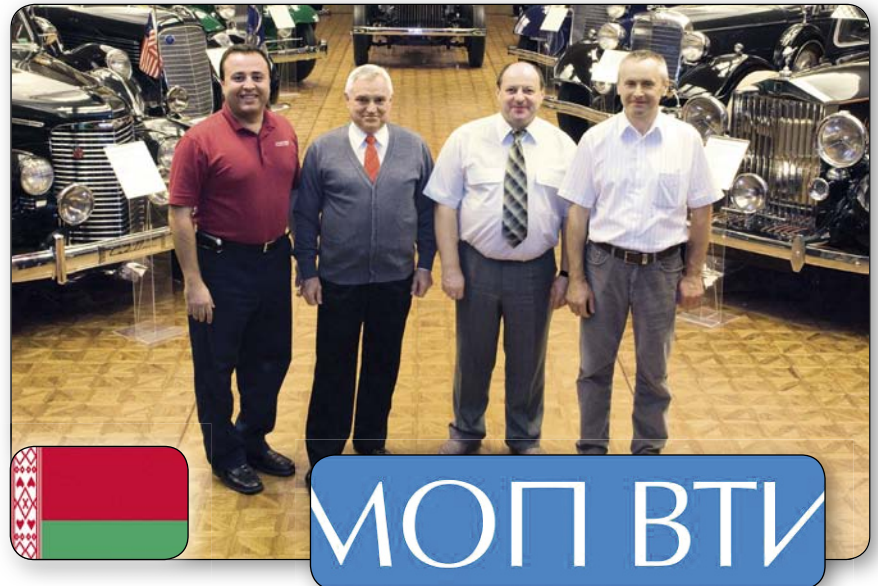
Pictured from the left: Hunter Pittsburgh Region Manager **Joe Jambro**, Dunn Tire Equipment Coordinators **Joe Wietler** and **Jim Johnston**, and Hunter Director of Training **Byron Morgan**.

Hunter visitors Nissan Motor Co., Ltd.



Executives from Nissan Motor Company, Ltd. and Nissan North America visited to review Hunter's latest wheel service technologies and establish standards for alignment service procedures for Nissan dealerships. The group was led by Hunter Executive Vice President **Nick Colarelli** (second from left) and Hunter Vice President of Marketing **Beau Brauer** (far right).

MOP VTI, BelGIM & Gosstandart



Pictured from the left: Hunter International Regional Manager **Amin Alasgarli**, Gosstandart Head of Metrology **Valery Logunov**, BelGIM Head of Testing **Vladimir Belush**, and MOP VTI Chief Engineer **Viktar Butsnevich**.

Midas Canada



Canadian Midas franchise dealers and their spouses, who were in St. Louis to attend an international Midas dealer convention, spent a day at Hunter watching equipment demonstrations, learning profit-generating service solutions and touring the headquarters. Hosting the group were Midas Vice President of Canadian Operations **Glenn Root** (far left) and Hunter Director of Canadian Operations **Darcy Tallon** (second from right).

OK Tire



Pictured from the left: OK Tire National Manager Mechanical Business **Mike Rutherford**, OK Tire Service Representative **Dale Banks**, OK Tire Support Coordinator **Christi Unrau**, OK Tire Service Representatives **Peter Duncan**, **Daniel Hubbard** and **Norm Racine**, Hunter Director of Training **Byron Morgan**, and Hunter Western Canadian Region Manager **Greg Amyotte**.

Fountain Tire



Pictured from the left: Hunter Director of Training **Byron Morgan**, Hunter Western Canadian Region Manager **Greg Amyotte**, Fountain Tire Real Estate & Equipment Manager **Dick Allen**, and Fountain Tire Equipment Coordinator **Owen Paulhus**.

MACO S.A.



Pictured from the left: Hunter International Regional Manager **Jeff Henry** and MACO's **Gabriel** and **Sebastian Pelaez**.