

highlights

News and Trends
of the Automotive Industry

NEW! Quick Check® results tracked with HunterNet™!

Hunter's Quick Check® inspection system, which previewed for customers at SEMA 2012 and NADA 2013, is now available for order.

The Quick Check inspection system expands on Hunter's award-winning alignment Quick Check® system. The new premium inspection system features an integrated printout that can contain results such as brake performance, tread depth health, and battery health.

Using Hunter's patented vehicle information database, HunterNet™, front-shop personnel can clearly explain needed service and generate more repair orders.

New HunterNet work management tools allow shop managers to track Quick Check statistics and access this data in real time by internet connection. Results can be viewed by the day, week, month, year, or lifetime. Other screens show related statistics for management.



HunterNet™ produces a Details Report that can be accessed from anywhere with an internet connection, and is also available in a simple printout.



Service drive of the future: Hunter's Quick Check inspection process takes less than three minutes, allowing dealerships and repair shops to test every vehicle in the service lane.

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Hunter hosts Annual Sales, Service & Distributor Meetings

Over 650 Hunter Sales & Service Representatives, and 100 Distributors attended the 2013 Annual Meetings. This year marks Hunter's 19th Annual Meeting season.

Participants were introduced to Hunter's latest advancements, including new WinAlign® 14 software, the Quick Check® three-minute inspection system, and new RX Scissor lift.

Field organization members and distributors also took part in hands-on demonstrations and presentations from over a dozen of Hunter's industry experts.

National Sales, Service, and Distributor Meetings allow Hunter to gather feedback face to face. Many of Hunter's leading product innovations come directly from field suggestions.



Above: Hunter Vice President of Sales John Zentz addresses a group of distributors.



Left: A Hunter Sales Representative places Hunter's patented QuickGrip™ adaptors on a test vehicle.



Hunter Training Center Manager Jeff Piel explains Hunter's patented brake plate tester installation process to Hunter Service Representatives.



Hunter Service Representatives gain hands-on experience with the new Quick Check inspection system.



Hunter Senior Product Manager Pete Liebetreu discusses new tire changer motor and inverter developments with Service Representatives.

Hunter Vice President of Sales John Zentz notes, "We had a great time at these meetings!"

Based on surveys completed by every attendee, Hunter received a score of 9.9 for "Overall Meeting Experience", and we could not be more pleased with these results.

Our Sales, Service, and Distributor partners are more energized than ever to help our customers by providing relevant knowledge and information to assist them with their wheel service equipment needs."



Hunter Training Instructor Rich Dickmeyer leads a demonstration on Hunter's Auto34 tire changer.



Hunter Executive Vice President Beau Brauer (far left), Hunter Vice President of Sales John Zentz (far right) and Hunter Nashville Region Manager Harold Smith (2nd from left) award Southern Automotive Garage Equipment Vice President Howard Smith (2nd from right) as the top distributor in 2012.

Hunter celebrates 2012 President's Club & Lee Hunter Service Award Winners

In March, Hunter hosted 60 of the top performing North American Sales and Service Representatives for an award celebration in Palm Beach, Florida.

This year's accomplishments were recognized during an awards banquet with spouses at the end of the weekend. Sales Representatives who achieve

the highest sales performance and customer satisfaction ratings join Hunter's prestigious President's Club. This year, 9 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 reputable Lee Hunter Service Award.

Hunter has the largest dedicated field service organization in the industry, continually providing unmatched knowledge and support for Hunter® equipment.



Herk Briggs Houston Region
Brad Carver Boston Region
Tobin Clark Cleveland Region
Bruce Cordle Denver Region
DeWain DeCaire Detroit Region
Don Eastman Portland Region
Skip Effinger Nashville Region
Glenn Gniadek Jacksonville Region
Matt Harrington . San Francisco Region
Alan Harris Denver Region
Phil Hinson Charlotte Region

Bill Hubbard Portland Region
Jeremy Johnson Atlanta Region
Brian Jones San Francisco Region
Robert Lawson, Jr. Houston Region
Darryl C. Lee Minneapolis Region
Brooks Lesert Detroit Region
Dan Martin Canada
Tony McCormick Washington D.C. Region
John McElwee Los Angeles Region
David Mertz Philadelphia Region
Alain Robert Canada

Rob Ross Canada
Vincent Rutigliano New York Region
Thomas Settle Detroit Region
David Sherrill Charlotte Region
Jon Tone Portland Region
Patrick Wallingford ... St. Louis Region
Larry Watson St. Louis Region
Ken Zunti Canada



Chris Achatz Jacksonville Region
Greg Bacon Denver Region
Randy Blessing Pittsburgh Region
Mike Butler Chicago Region
Ed Clark Detroit Region
J.D. Derrick New Orleans Region
Mike DiMarco Boston Region
Gregg Donatell Minneapolis Region
Matt Dowden Portland Region
Kevin Drozdowski Canada

Ed Foster Minneapolis Region
Ed Grasso Philadelphia Region
Randy Graver Jacksonville Region
Jim Greeno Canada
Jon Greeno Canada
Rich Huff Cleveland Region
Steve Langner Indianapolis Region
Dan Matheney Phoenix Region
Mike Morris Phoenix Region
Reed Mosler Phoenix Region

Troy Ohden Nashville Region
Jeff Pincher New York Region
Jay Savage Washington D.C. Region
Greg Shutes Nashville Region
Bob Stenger .. Washington D.C. Region
Matt Stevenson Denver Region
Scott Syndergaard Phoenix Region
Randall West Nashville Region

Hunter announces new Swing Air Jacks, LED light kit for lift racks

Hunter further improved its RX16 lift rack with new 9,000-lb swing air jacks. The new swing air jacks are faster and placed lower for increased drive on clearance. The new swing air jack also features a 63-inch reach, allowing for more pickup options.

In April, Hunter released a new LED light kit available for all lift models. The LED lights are located higher on the lift, providing more direct and superior illumination. The new LED light kit is also easy to install and service.



Above: Hunter's new 9,000-lb swing air jacks combine speed and power for ultimate ease of use.

Left: New, trouble-free LED light kits are now available for all Hunter lift models.

HawkEye Elite[®] exclusive alignment system at WorldSkills Exhibition



The biannual WorldSkills Exhibition brings together over 1,000 international vocational trainees under the age of 22 to compete for medals in 46 official disciplines. This year's WorldSkills Exhibition was held in July in Leipzig, Germany, and welcomed participants from 65 countries. The Auto Skills Tournament determines the world's best young automotive technician.

Sponsored by Volkswagen, this year's Auto Skills Tournament featured Hunter's HawkEye Elite[®] alignment system as the competition's exclusive alignment system. Contestants showed their skills and speed in five alignment bays (shown left).

Team UK Auto Skills competitor Alex Knight stated, "The Hunter HawkEye Elite alignment system is quick, easy to use, and far better than anything else [we have] used in the past." The HawkEye Elite alignment system was also highly praised by WorldSkills judges as the only product that supported every native language represented by the Tournament's contestants.



Hunter displays state-of-the-art booth at Autopromotec 2013



Hunter Product Manager Greg Meyer demonstrates a Road Force Touch[®] diagnostic wheel balancer to European buyers.

Hunter displayed a full line of industry-leading alignment systems, wheel and tire service machines, brake service, and inspection lane equipment at Autopromotec 2013.

Held bi-annually in Bologna, Italy, Autopromotec draws auto industry professionals from around the world to see the latest vehicle service equipment. This year, Autopromotec hosted 1,400 exhibitors and attracted over 100,000 visitors.

Hunter partnered with Italian distributor Rivolta Automotive to draw huge crowds to see Hunter equipment in action. Featured in the booth were Hunter's HawkEye Elite[®] alignment system, new Quick Check[®] three-minute inspection system, new wheel balancers including the Road Force Touch[®] diagnostic wheel balancer and other important innovations from Hunter.



Hunter's new three-minute Quick Check[®] inspection system made an exciting demonstration for international customers.



Hunter Executive Vice President Beau Brauer (far right) and Hunter Vice President International Wes Wingo (far left) present Platinum Partner awards to Hunter's leading distributors. Pictured: Paul and Katheryn Beaurain from Pro-Align, Ltd. (UK).



Despite the recession in Italy, Hunter's leading technology drew huge international crowds each day of the show.

Hunter demo truck debuts in Russia

One of Hunter's newest distributors in Russia, Berg, is using a new Hunter demo truck to provide customers with live equipment demonstrations.

To date, the truck has been used in Moscow, Samara, and Kazan to show the speed and ease of Hunter's industry-leading equipment.

Based on tremendous customer feedback, Berg intends to increase the number of demo trucks used in Russia by the end of 2013.



Above: Berg's demo truck in Moscow.



Left: Berg's demo truck at a customer location in Samara.

Hunter distributor, Madhus Garage Equipments, celebrates 25th anniversary

India distributor Madhus Garage Equipments recently commemorated its 25th anniversary by inviting partners from around the world to company headquarters in Bangalore.

Representatives from Hunter attended the celebration and participated in several interactive wheel alignment and tire changer seminars. Madhus hosted a cocktail dinner and awards ceremony for all attendees.

Hunter Region Manager Avtar Singh noted that "Hunter's partnership with Madhus has been a great one. Madhus has played a key role in not only developing the Indian market for Hunter, but at the same time it has changed the landscape of the wheel service equipment market in India."

Madhus and Hunter partnered in 2000. By 2012, Madhus Garage Equipments became Hunter's #1 distributor in the Asia Pacific Region.



Madhus Garage Equipments Managing Director Ravi B.M (bottom row, center) with Madhus Garage Equipments employees.



Madhus Garage Equipments Managing Director Ravi B.M (seventh from left) poses with Madhus international partners including Hunter Engineering International Region Manager Avtar Singh (second from left).



Participants in Madhus Garage Equipment's 25th anniversary celebration learned about Hunter's cutting-edge alignment systems and tire changers during several presentations.

Hunter's Douglas named 2013 Inventor of the Year by Saint Louis Bar

The Bar Association of Metropolitan St. Louis (BAMSL) recently named Hunter Engineering R & D Engineering Manager Mike Douglas as 2013 Inventor of the Year.

Mike earned the award for his years of innovative work in the automotive service field. With over 40 issued patents, Mike has dedicated his entire 34-year professional career to tire and wheel balancing. His inventions have defined Hunter's market-leading wheel balancer line by improving the capabilities and productivity of Hunter's customers worldwide.

The award was presented in St. Louis at the BAMSL Inventor of the Year Banquet, an annual gathering of patent and trademark attorneys. This is the second BAMSL Inventor of the Year Award won by an engineer from Hunter, the first being Dan January in 2002.



Hunter's Mike Douglas (left) accepts his Inventor of the Year Award from Paul Tietz, BAMSL PTC (Patent, Trademark & Copyright) Section Chair-Elect (right).

Hunter's growth creates new divisions, managers

Joe Fuller



Midwest Division Manager

Joe Fuller has been named Division Manager for the newly created Midwest Division, as well as Indianapolis Region Manager. Joe began his career at Hunter in 1985 as a Sales Representative in Dallas. Most recently, Joe served Hunter as Gulf States Division Manager and Dallas Region Manager.

Steve Brauer, Jr.



Gulf States Division Manager

Steve Brauer, Jr. has been named Gulf States Division Manager and Dallas Region Manager. Steve earned the President's Club Award each of his two years as a Sales Representative. Prior to this appointment, Steve was Houston Region Manager, and in 2012 the Houston Region led the Company with sales growth over 35%.

Bill Wilson



Houston Region Manager

Bill Wilson has been named Houston Region Manager. Bill started his career with Hunter in 2005 as a Sales Representative in the Dallas Region. He earned the President's Club Awards in 2008.

Rob Ross



Central Canada Region Manager

Rob Ross has been appointed Region Manager for the newly created Central Canada Region. Rob earned the President's Club Award each of his two years as a Sales Representative.

Bret Spiller



Product Manager

Bret Spiller has been named Product Manager, responsible for Quick Check and inspection products. Bret began his career at Hunter as a Sales Representative in the Saint Louis area.

Tom Settle



Business Development Manager

Tom Settle has been named Business Development Manager. Tom began his career at Hunter in Michigan as a Sales Representative in 2009, and earned the President's Club Award in 2012.

Patrick Wallingford



Business Development Manager

Patrick Wallingford has been named Business Development Manager. Patrick joined Hunter in 2008 as a Sales Representative in southern Missouri and earned the President's Club Award 4 times (2009-2012).

HUNTER
Engineering Company

Hunter visitors

Wingfoot



Pictured from left: Hunter Engineering Heavy Duty Sales Representative **Greg Brock**, Wingfoot President & COO **Paul Wanstreet**, Wingfoot VP of Operations **Todd Tyler**, Hunter Engineering North Central Division Manager **Larry Watson**, and Hunter Engineering Senior Vice President **Dave Smith**.

Farmer's Cooperative



Pictured from left: Hunter Engineering Senior Product Manager **Kaleb Silver**, Tennessee Farmer's Cooperative Sales Specialist **Charlie Cochran**, Tennessee Farmer's Cooperative Product Manager **Butch Gilley**, Tennessee Farmer's Cooperative Field Specialist **Melanie Vincent**, and Hunter Engineering Nashville Region Manager **Harold Smith**.

Dunn Tire



Pictured from left: Dunn Tire Director of Safety, Training, & Equipment **Dennis Toman** and Hunter Pittsburgh Region Manager **Joe Jambro**.

Nissan North America



Pictured from left: Hunter Engineering Region Manager **Harold Smith**, Nissan North America Senior Manager, Service Operations **Mark Kuharski**, Nissan North America Manager, Tools & Equipment / Technician Recruitment **Barry Fodor**, and Hunter Division Manager **Joe Fuller**

EFISA



Pictured from left: EFISA General Manager **Karl Fangmeier**, Hunter Engineering International Region Manager **Jeff Henry**, and EFISA Sales Manager - Tire Department **Rodrigo Tizon**.

R. Ferri



Pictured from left: Hunter Engineering International Manager **Jeff Henry**, Quito Motors Service Manager **Jorge Suarez**, R. Ferri Managing Director **Xavier Aviles**, R. Ferri Training Center Manager **Nicolas Aviles**, and Logimanta Operations Manager **Juan Andrade**.

HUNTER
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