

# highlights

News and Trends  
of the Automotive Industry

## Major Milestones of 2009

### Hunter Introduces WinAlign® 11 Alignment



In July, Hunter Engineering launched its eleventh edition of WinAlign®, simplifying alignment service with new tools to handle advancing vehicle technologies.

New capabilities include 2-minute alignment measurement, award-winning CodeLink® steering angle sensor reset, informative TPMSpecs™ database, and instant AutoVIN spec recall.

Present measurements  
in just 2 minutes



WinAlign 11 allows shops to capture measurements and present findings in just two minutes!

Clear, informative color printouts help Hunter customers sell more work and improve profitability.

### Steering angle sensor reset



CodeLink connects to the OBD-II to recalibrate the steering angle sensor (SAS) to match final alignment angles, as required by OEMs.

WinAlign automatically alerts the technician if a vehicle requires SAS reset and displays simple, step-by-step instructions to reset the sensor. Only Hunter offers this simple and seamless integration.

### TPMS reset procedures



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

- ✓ Quickly identify a 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

### Instant vehicle check-in



AutoVIN recalls OE specifications and custom alignment procedures in a snap. Simply scan the VIN bar code on the vehicle to enter the make and model.

AutoVIN automatically recalls vehicle-specific specs, adjustment procedures and reference materials from its vast vehicle information database.



# Hunter's NEW leverless tire changer offers exceptional service in a familiar design



TCX575

In the the fall of 2009, Hunter introduced a new line of conventional tire changers with advanced capabilities designed to service today's tough tire and wheel combinations.

The TCX575 leverless tire changer features a leverless tool head that effortlessly lifts the bead over the rim edge. The elimination of levers lessens the stress on the operator and prevents potential damage to beads and rims.



*One switch operates the leverless system to easily and safely demount tires with minimal effort.*

Using a powerful 220V motor and unique two-speed drive system, the TCX575 also gives the operator the torque and control needed to handle stiff beads without the risk of damage.

A patented Bead Press System comes standard. The unique design uses multiple pressing arms and a locking lower roller disc arm to aid clamping, lubricating, demounting, mounting and match-mounting.

## Enhanced Hunter TCX500 series features more power, torque and speed



TCX505

- ✓ Improved 110/220V power, torque and speed
- ✓ 11- to 22-inch clamping range
- ✓ Steel mount head with polymer inserts



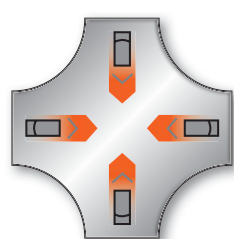
TCX515

- ✓ Improved 110/220V power, torque and speed
- ✓ 6- to 26-inch clamping range
- ✓ Enhanced Bead Press Arm

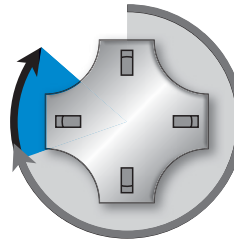


TCX535

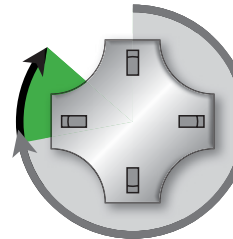
- ✓ Improved 110/220V power, torque and speed
- ✓ 6- to 26-inch clamping range
- ✓ Multifunctional Bead Press System



+40% more clamping force



+20% more torque



+15% more speed



# NEW innovative features expand Hunter balancing capabilities



In July, Hunter released 3.0 balancing software with features to improve overall performance and profitability. New features include TPMSpecs™ database, VIN scanning capability, automatic cost-savings tracking, and Road Force® audit.

## TPMS reset procedures



TPMSpecs presents over one hundred TPMS reset procedures, including sensor type and tools needed, in an easy-to-understand format at the balancer.



The new 3.0 software supports the use of a bar code scanner to instantly enter the VIN and access vehicle-specific TPMS data stored on the balancer.

## 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 wheel 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

The 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.

# Hunter introduces the NEW and IMPROVED L441 and L444 Four-Post Lifts



In June, Hunter showcased its next generation four-post lifts, offering greater capacities and capabilities over previous models.

The new open-front L441 and closed-front L444 support up to 18,000 lbs., accommodate longer wheelbases, and employ the most powerful motor of any comparable four-post lift on the market.

Both offer optional timesaving features including Hunter's award-winning PowerSlide® auto-lock system, Inflation Station integrated tire inflation, and 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 at each wheel position.



When equipped with Hunter's patented Fully Integrated Alignment (FIA) console, the lift communicates directly with an FIA alignment system to automatically control PowerSlide operations and set tire pressure limits for Inflation Station.



## CodeLink® named MOTOR Magazine Top 20 Tool for 2009



The editors of MOTOR Magazine selected Hunter's CodeLink® steering angle reset device as a Top 20 Tool for 2009. It marked Hunter's twelfth Top 20 Tool award.

Each year MOTOR selects twenty "truly new and innovative" automotive service products from hundreds of entries. The winners were published in the September 2009 issue of the magazine.

*Hunter Vice President of Marketing Beau Brauer and Hunter R&D Software Engineering Manager Tim Larson accept Hunter's twelfth Top 20 Tool award from MOTOR's Editor and Publisher John Lypen.*



## Hunter exclusive alignment supplier of 2009 WorldSkills™ competition



Hundreds of the best service and technical professionals from around the world gathered to showcase their talents at the 2009 WorldSkills competition in Calgary, Alberta.

Hunter Engineering was selected as the exclusive alignment equipment supplier, providing four complete alignment bays including premium WinAlign® systems and RX Scissor Lifts for the automotive technology competition.

Hunter's participation in WorldSkills 2009 expands on an already strong commitment to training technicians.

*The WorldSkills automotive technology competition featured four complete Hunter alignment bays.*

*Canadian Prime Minister Stephen Harper and Minister Diane Finley toured the automotive technology bays equipped the Hunter alignment systems and lifts.*



## Saving 2.5 tons of lead wins Hunter SmartWeight competition

Tires Buy Mark, located in Canoga Park, California, saved an astounding 84,000 oz. of wheel weights to win Hunter's nationwide SmartWeight Survey competition.

Hunter Sales Representative Glyn Harris and Service Representative Jim Bloomfield nominated Tires Buy Mark owner Mark Freed, knowing that 200 wheels a day is common. Mark has been in the tire and

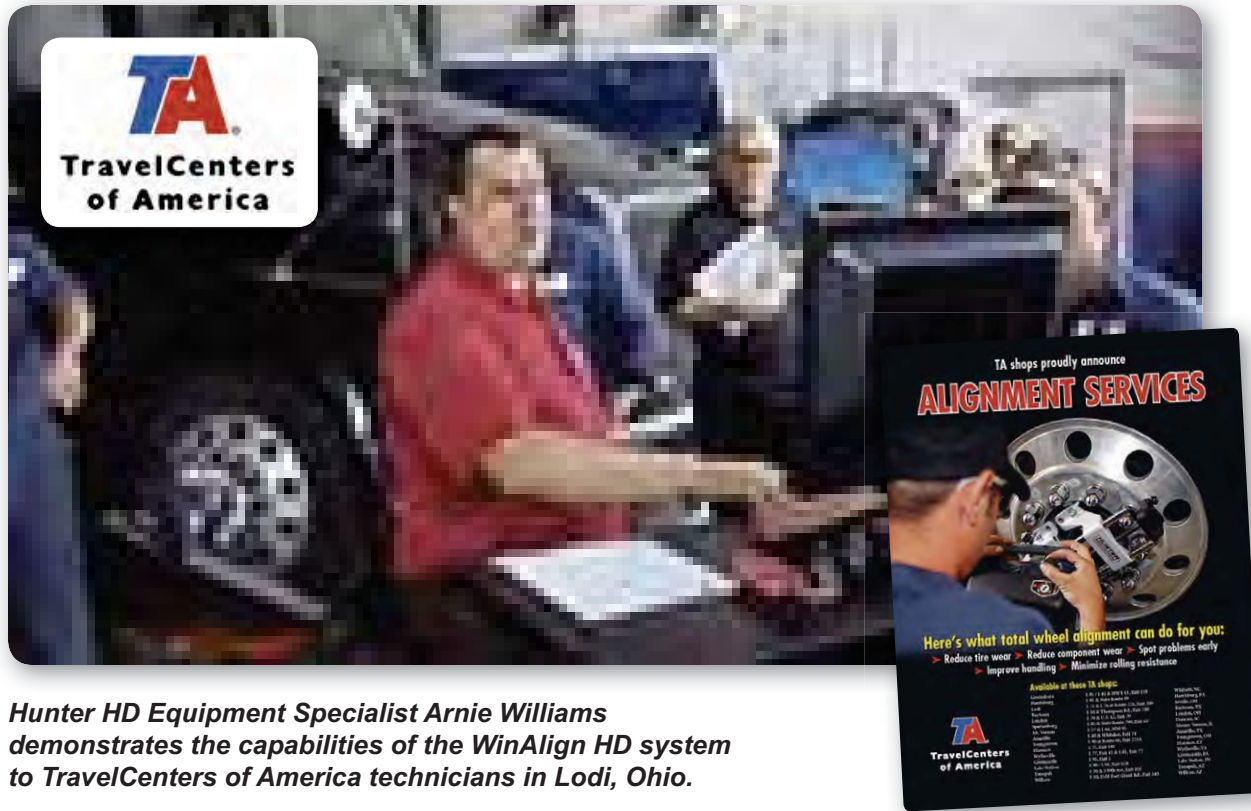
wheel retail business over 20 years and knows the value of his partnership with Hunter Engineering.

*Hunter Sales Representative Glyn Harris (left) congratulates Service Manager Gregory Silva (center) and Tires Buy Mark owner Mark Freed on their SmartWeight competition win.*





# TravelCenters of America debuts Hunter alignment service



*Hunter HD Equipment Specialist Arnie Williams demonstrates the capabilities of the WinAlign HD system to TravelCenters of America technicians in Lodi, Ohio.*

TravelCenters of America greatly expanded its service capabilities by adding Hunter WinAlign® HD alignment systems to their service operations.

Hunter's team of sales and service representatives are working together to provide custom installation and training to each TravelCenters location, putting them on the path to greater profits.

With Hunter systems, TravelCenters offer customers top-of-the-line alignment service to improve tire life and fuel efficiency.

TravelCenters of America is the largest full-service travel center company in the United States, serving professional drivers and motorists in 40 states.

*TravelCenters of America advertising features Hunter equipment and the benefits of alignment service.*

# SmartWeight® wins 2009 TAFF Innovation Award



*Pro-Align Ltd. Managing Director Paul Beaurain accepts the TAFF Product Innovation Award at the annual NTDA dinner.*

In September, Hunter's SmartWeight® balancing technology won the prestigious Tyre and Fast Fit (TAFF) Product Innovation Award from the United Kingdom National Tyre Distributors Association (NTDA).

Hunter's UK distributor, Pro-Align Ltd., accepted the award at the 80th annual NTDA dinner in Manchester, England.

"It was an honor to have won the award against some tough competition," says Paul Beaurain, Managing Director of Pro-Align Ltd. "This recognition by the NTDA just goes to reinforce that with all its benefits and savings, Hunter's SmartWeight wheel balancer should not be overlooked!"

# Hunter called to service 60-ton crane



*Hunter HD Equipment Specialist Dennis Steffler, with the assistance of a local Purcell Tire alignment technician, align the 60-ton, five-axle crane.*

When Hunter HD Equipment Specialist Dennis Steffler received a call about aligning a 60-ton, five-axle crane, he jumped at the opportunity.

The crane's tires were badly worn after only three years – a sure sign of misalignment. Costing \$3,000 to \$4,000 a piece, the owners needed an alternative to replacing the tires so soon.

Dennis set up his WinAlign HD system at the crane's location and aligned all five axles on-site.

The next day, the owner drove the crane to a job site and claims he gained a gear and seven mph from the lowered rolling resistance.

The owner was convinced that the alignment worked when he arrived at the job site and felt the tires. Before the alignment, the tires were too hot to touch after a typical 50-mile run. But that morning, after the alignment, his tires were barely warm.



# Hunter visitors

## Toyota



Toyota manufacturing engineers visited with Hunter representatives to review Hunter's latest alignment innovations and discuss factory audit applications.

*Pictured from the left: Hunter Director of Product Management **Denny Bowen**, Hunter International Technical Manager **Pat Callanan**, Hunter R&D Manager **Mike Stieff**, Hunter Vice President of International Sales **Wes Wingo**, Toyota Production Engineer **Oscar Vargas**, Toyota Production Engineer **Kurt Reichelderfer**, Hunter Chairman **Steve Brauer**, Hunter Vice President of Marketing **Beau Brauer**, Hunter Vice President of R&D **Tim Strege**, and Hunter Executive Vice President **Nick Colarelli**.*

## WD Co-Auto



Following successful sales and service training of all WD Co-Auto territory managers, WD Co-Auto President Mike Reid wanted to witness the facilities of Hunter Engineering for himself. Mr. Reid toured the headquarters, watched equipment demonstrations and met with Hunter executives.

Based in Edmonton, Alberta, WD Co-Auto offers Hunter undercar service equipment exclusively to car and truck dealerships across the provinces of western Canada.

*Pictured from the left: Hunter Chairman **Steve Brauer**, WD Co-Auto President **Mike Reid**, Hunter Senior Vice President **Dave Smith**, and Hunter Canada Western Region Sales Manager **Ken Zunti**.*

## iSHOP Standards



iSHOP developers gathered at Hunter for the Automotive Aftermarket Industry Association's (AAIA) iSHOP Technical Boot Camp, where the participants discussed the latest functional and technical requirements of iSHOP.

iSHOP establishes computer interface standards, allowing products from various suppliers to communicate seamlessly in the shop environment and improve productivity.

*Pictured from the left: **Rick Spahn**, Pace Software; **Robert Berkman**, Pep Boys; **Tim Larson**, Hunter Engineering; **Mike Davis**, Pace Software; **Nick DiVerde**, Mitchell 1; **Chip Keen**, Garage Operator; **Mark Erdrich**, ALLDATA; **Scott Luckett**, AAIA; **Gene Leykind**, R.O. Writer; **Jeremy Beneati**, Pace Software; **Chuck Lanzalone**, Pep Boys; **Robert Anglin**, Genuine Parts Company; **Greg Russ**, Pep Boys; **Kelly Harris**, Cold Spring Engineering; and **Martin Corbett**, Pep Boys.*



## Nitto Tire USA



Representatives from Nitto Tire USA traveled to Hunter to train on the latest balancer and tire changer advancements.

Nitto Tire builds high-performance tires for all types of car and truck enthusiasts.

*Pictured from the left: Nitto Tire Engineer **Alan Ngo**, Nitto Tire Technical Director **Conrad Galangam**, Nitto Tire Senior Engineer **Efrain Viveros**, Hunter Director of Training **Byron Morgan**, Nitto Tire Marketing Manager **Stephen Leu**, Nitto Tire Engineer **Anthony Lee**.*

**NITTO**®

## Tire Pros & ATD



Hunter hosted Tire Pros' 2009 Dealer Council sponsored by American Tire Distributors. Hunter offered its world-class training and conference facilities for Tire Pros and ATD to conduct private meetings and plan strategies.

Tire Pros operates over 300 stores and has become one of the most successful and respected tire chains in the nation.

*The group was led by Hunter's Vice President of Sales **John Zentz** (far left), Southeast Division Sales Manager **Erwin VanDeman** (7th from right), and Hunter Director of Training **Byron Morgan** (4th from right).*

**TIRE PROS**  
Installing peace of mind™

**AMERICAN**  
Tire Distributors  
Tires, wheels, and a whole lot more!

## Driven Brands, Inc.



Executives from Driven Brands, Inc., the parent company of Meineke Car Care Centers, Econo Lube N' Tune and several other auto service companies, spent a day observing the many ways Hunter equipment can improve profitability.

*Pictured from the left: Hunter Vice President of Sales **John Zentz**, Econo Lube N' Tune President **Warren Bickers**, Vice President of Business Development and COSC Sales **Dave Schaefer**, Driven Brands President/CEO **Ken Walker**, and Hunter Senior Vice President **Dave Smith**.*

**meineke**  
car care center

**ECONO LUBE N' TUNE**®



# Hunter visitors

## Shanghai Yicheng



**YECEN** 

The management team from Shanghai Yicheng made its first trip to Hunter since signing on as authorized distributor of Hunter technology. The team toured the Hunter campus and received sales and service training.

Shanghai Yicheng is a leading producer of automotive service equipment and is one of Hunter's largest distributors in China's rapidly expanding marketplace.

*Pictured from the left: Shanghai Yicheng Managing Director **Liu Jing Dong**, Shanghai Yicheng Manufacturing Manager **Zong Hui**, Hunter Vice President of International Sales **Wes Wingo**, Shanghai Yicheng Aftersales Manager **Sun Ling Ling**, and Hunter International Technical Manager **Pat Callanan**.*

## Prema Canada ULC



**PREMA** 

Executives from Prema Canada ULC cemented the newly formed distributor partnership with Hunter and discussed business strategies on a recent visit to the St. Louis headquarters.

With three warehouses and sixty independent franchises, Prema is one of the largest distributors of tire and wheel service supplies to the Canadian tire industry.

*Pictured from the left: Hunter Canada Operations Manager **Darcy Tallon**, Hunter Director of Training **Byron Morgan**, Prema Comptroller **Larry Ciancone**, Prema President **David Lottridge**, and Hunter Chairman **Steve Brauer**.*

## Precision Tune Auto Care



**Precision  
Tune  
Auto Care** 

A group from Precision Tune Auto Care took part in training sessions covering all of Hunter's new wheel service equipment.

Precision Tune Auto Care offers a one-stop-shop specializing in diagnostics, factory scheduled maintenance and car repair services with 380 independently owned and operated auto service centers throughout the continental U.S. and around the world.

*The group was led by Hunter's Director of Training **Byron Morgan** (5th from left), Southeast Division Sales Manager **Erwin VanDeman** (4th from right), and Hunter Sales Representative **Hillary Parrish** (far right).*