Hunter Engineering Company

Autonomous Alignment and Tread Depth for the Service Drive

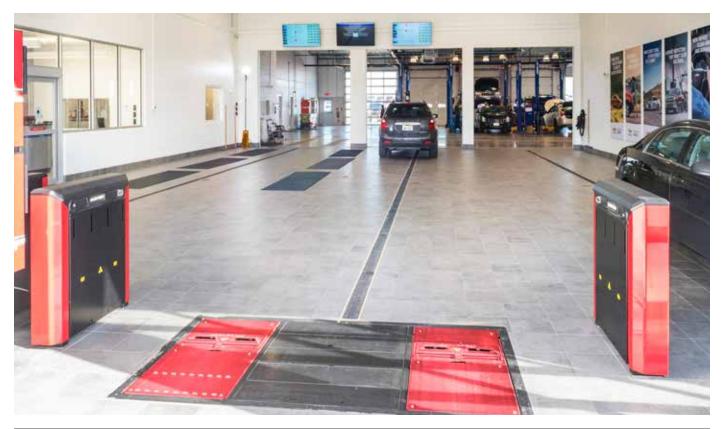




Supercharge Your Service Drive





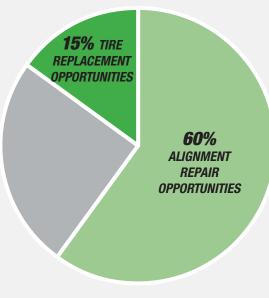




Sell the First Set of Tires = Huge Boost in Customer Retention



Tire sales are critical to customer retention. Plus. the first to show the tire need and ask for the sale gets the order 85% of the time. (NADA 2017)



\$3,000 **Potential Alignment Revenue Opportunity Per Day**

Alignment service has the highest margin in your service department. 68% of an alignment sale is profit. (MTD 2016)

*Based on 50 vehicles per day shop average, an average tire replacement of \$150 in revenue, and an average four-wheel alignment of \$100 in revenue.

Return On Investment

Vehicles/day: | **50**

Alignment
Inspection

Typical
Failure
Rate
60%

Daily Alignment Opportunity **30**

Customer's Acceptance Rate 40%

Typical Alignment **Profit** \$68

Additional **Alignment Sales:** +12

\$816



+ Tire Inspection



Daily Tire Opportunity **30**

Customer's Acceptance Rate 60%

Typical Tire **Profit** \$26

Additional Tires Sales: +18

\$468



\$1,284

Add'l Daily Profit:

Annual Return:

\$338,976

Equipment Investment:

\$70,000

Equipment Payback:

3 Months!

Quick Check Drive™ Inspection System



PATENTED

Automatic Alignment Results

- ✓ Quick Check Drive[™] Touchless total toe and individual camber
- ✓ Quick Tread Edge[™] Measures tread depth, analyzes data on-site, and instantly displays results
- Boost most profitable undercar services

No additional labor required







NO LABOR



NO DATA ENTRY



Quick Check Drive™
A powerful autonomous
alignment inspection system!

Quick Tread Edge[™] — Touchless tread depth with edge wear detection!

Quick Tread Edge™ requires a Hunter inspection console.

External identification camera sold separately.

Vehicle OE warranty policies vary, please consult OE guidelines when establishing vehicle inspection policies.



Touchless Inspection

PATENT PENDING

Automatic Vehicle Identification



- Captures front and/or rear license plates
- ✓ Automatic license plate-to-VIN conversion
- ✓ Automatically determine OEM specs*
- ✓ Industry's #1 vehicle specification database

OPTIONAL DAMAGE-CAM FEATURE

Automatic Body Photos



- ✓ Protect against false damage claims
- ✓ 40 or more high-definition images of every vehicle on both sides
- ✓ Images stored online for 15 days

Value of Technology and Automation

Out of 100 vehicles	3	Gross Opportunities	Discovered	Alignments Sold	
Typical Writeup No Data Captured	100	No Alignment Needed			
no bata captaroa	0	60	By Chance 5	Sell a few alignments	
Manual / Paper	100	No Alignment Needed			
	0	60	₩ Manually (½)	Convert ~40% with paper presentation	
Automatic / Digital	100	No Alignment Needed	Automatic	2	祖 纪
	0	60	54	Convert 40-50% + - 27	



Compact and Powerful

- ✓ Laser and optical technology provides unmatched accuracy
- ✓ System distinguishes tire from other elements of the vehicle
- ✓ Hunter's complete OEM specification database saves time and avoids comebacks

Four High-Definition Cameras

- ✓ License plate images identify vehicle
- Optional: 40 or more still images captured as vehicle drives past to defend against false damage claims

8 Cameras and 32 Laser Sensors

- Accurately inspect camber and total toe
- ✓ 16 measurements taken to increase accuracy
- Repeatable results

Intelligent and Fast

- ✓ Scan a new vehicle every 3 to 5 seconds
- Only activates when vehicle is present



HOW It WORKS... As the vehicle drives through, cameras measure distances to the tire to calculate total toe and individual camber.

Hunter's patented system acquires up to 16 results. Measurement outliers are removed and the other results are averaged to provide utmost accuracy.



Quick Check Drive™

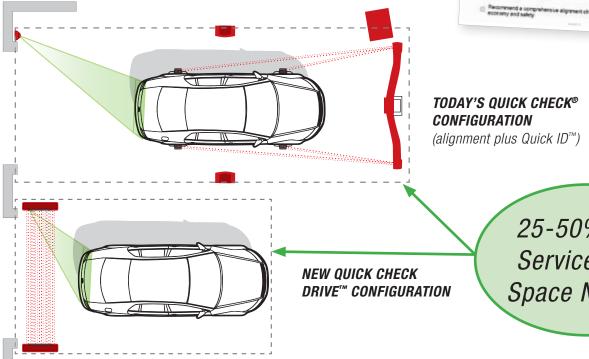
Quick Check Drive™ is Integration-Ready

- Currently integrate with industry-leading partners
- ✓ Hunter welcomes new integration partners
- ✓ Ask your software provider to integrate with Hunter



Less Bay Space Required

- ✓ Reduce required bay space by 25-50%
- ✓ Slim profile units reside inconspicuously on service drive
- ✓ Quick Check Drive[™] wall-mount console standard



Printouts

- Customer results in seconds
- ✓ Same results can be sent to customer electronically



25-50% Less Service Drive Space Needed!

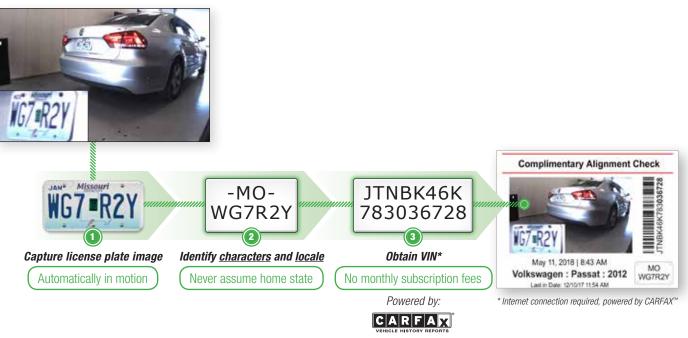


PATENT PENDING

Automatic Vehicle Identification

Standard, built-in cameras capture vehicle's license plate as it enters or exits the Quick Check Drive[™] unit's field of vision. Automatically identify the vehicle and determine OEM specs on most vehicles.





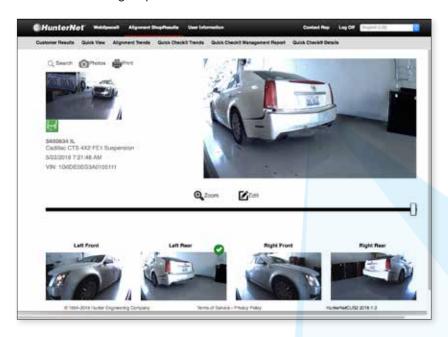
Automatically determine vehicle year, make, model and alignment specifications



OPTIONAL

Automatic Body Image Capture

Using the same built-in high-definition cameras, *Damage-Cam* enables your shop to capture 40 or more images per vehicle in the same time it takes to check wheel alignment.



- Save your shop thousands of dollars in false vehicle-damage claims
- ✓ Immediate access to your Damage-Cam images no need to contact a third-party surveillance company and wait for the images
- Camera location optimal to capture body images

Use HunterNet® to quickly review vehicle images

- Intuitive Damage-Cam interface displays vehicle information and date of service
- ✓ Four cameras capture an average of 10 images each
- √ 15-day image storage standard
- Premium 90-day storage package available



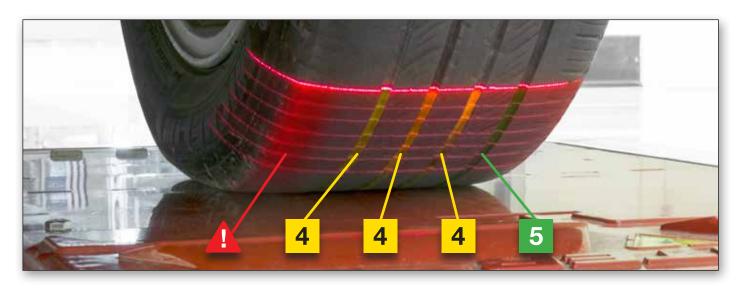


Did you know? Body damage cameras can save thousands of dollars per month on false damage claims. It is not uncommon for customers to be "mistaken" about when damage occurs.





COMING SOON!



Overview

- ✓ NEW! Automatically measures tread depth and edge wear condition of each tire
- Captures accurate tread information on all vehicle traffic
- Increases accuracy by eliminating guesswork and manual inspection
- ✓ Detects tread grooves and reports up to six measurements per tire
- Results sent to console and graphically shown for customer

Benefits

- ✓ NEW! Flush-mounted configuration integrates seamlessly with Quick Check Drive™
- Stores tread depth records to create customer history for use in marketing efforts
- ✓ No recurring monthly charge



Accurate tread depth calculated for each groove.



Hunter Engineering Company



Family owned in the USA



Corporate Overview



Largest Equipment Team in the Industry

- - 1 Region Manager

 1 12 Sales Reps
 - One representative per area
 - Responsible for entire Hunter product line, excluding HD
- ✓ Exclusive Heavy-Duty Sales Force
 - Specialize in HD line, HD customers



















440+ Technical and Training Representatives

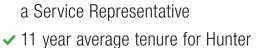








√ 440+ Service Representatives in North America



✓ 4 out of 5 customers within 56 miles of

- 11 year average tenure for Hunter Service Representatives





100% Responsible for All Hunter-Made **Products**

75 Engineers in St. Louis

- ✓ Average tenure of 13 years
- ✓ Design and test all Hunter products

3 Engineering **Concentrations**

- ✓ Computer Science Engineering
- ✓ Electrical Engineering
- ✓ Mechanical Engineering

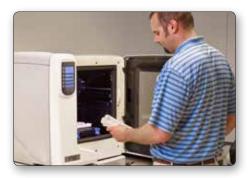
350+ Worldwide Patents **Awarded**

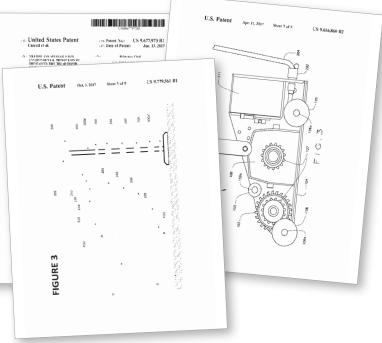
- ✓ 140+ patents currently active
- ✓ Average 7-10 new patents per year















Training By The Numbers

40+ Regional Training Facilities

12+ Heavy-Duty Regional Training Facilities

10+ Field Instructors

100% of Instructors ASE-Certified

6:1 Student to Instructor Ratio



www.hunter.com/training

40+ Years of Training the Industry

2,300+ Students Trained by Hunter Annually

Technical Training

- Training courses in wheel alignment, wheel balancing and custom wheel and tire changing
- Seminar on vehicle vibration troubleshooting
- Courses eligible for continuing education hours

Industry Trend Training

- ✓ Safety System Alignment[™]
- ✓ Rolling smooth

Train the Trainer

- ✓ Product certification for Corporate Trainers
- Customized equipment operational training



Accredited Training Provider















Bridgeton, Missouri

HQ / Manufacturing 畾 Research & Development



ENGINEERING (75+)

- Software development
- · Mechanical design
- Electrical design

PRODUCTS

- Alignment sensors
- · Balancer covers
- · Final assembly
- · Research & testing

Raymond, Mississippi

Electronics Fabrication

i**iŤ**ii 120+ employees

PRODUCTS

- Electronics
- Circuit boards
- Electronic cables

Raymond, Mississippi

Fabrication & Assembly

i**iŤį**į 250+ employees

PRODUCTS

- Revolution[™] tire changer
- · Alignment consoles
- Wheel balancers
- Cabinets

Durant, Mississippi



i**iŤ**ii 210+ employees

PRODUCTS

- Alignment racks
- · Brake testers
- Swing jacks
- · Brake lathes

Corporate Overview





