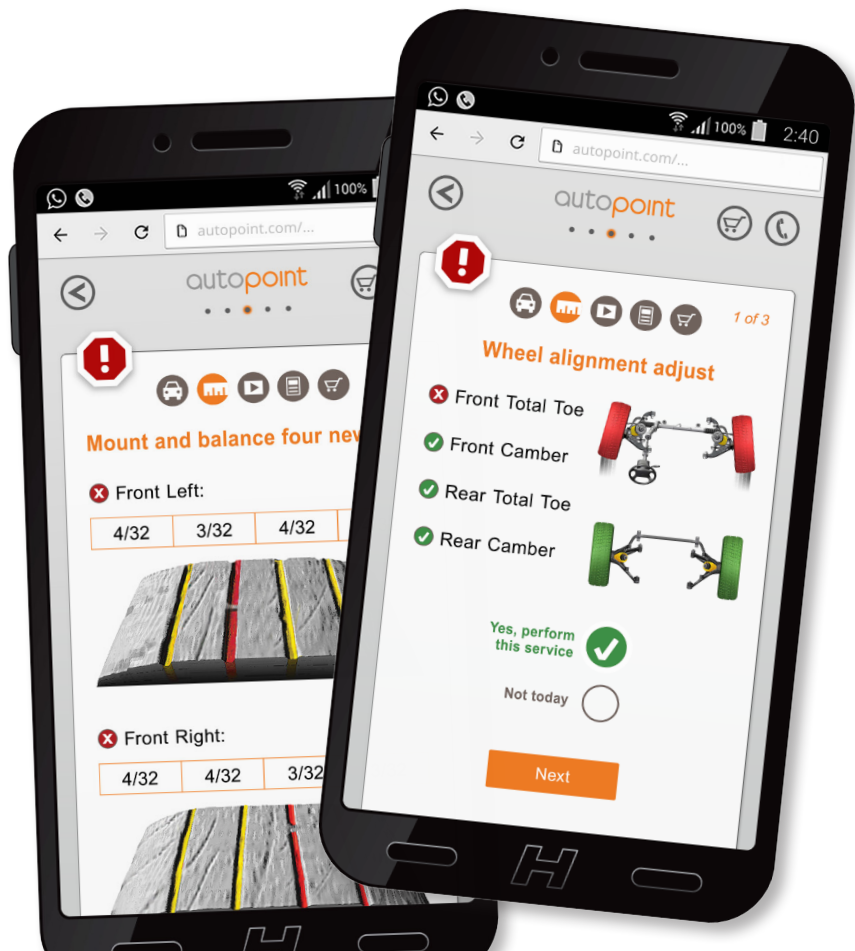


# Integration Customer Testimonials

**HUNTER**  
Engineering Company





## **Bob Howard Buick GMC** *Oklahoma City, OK*

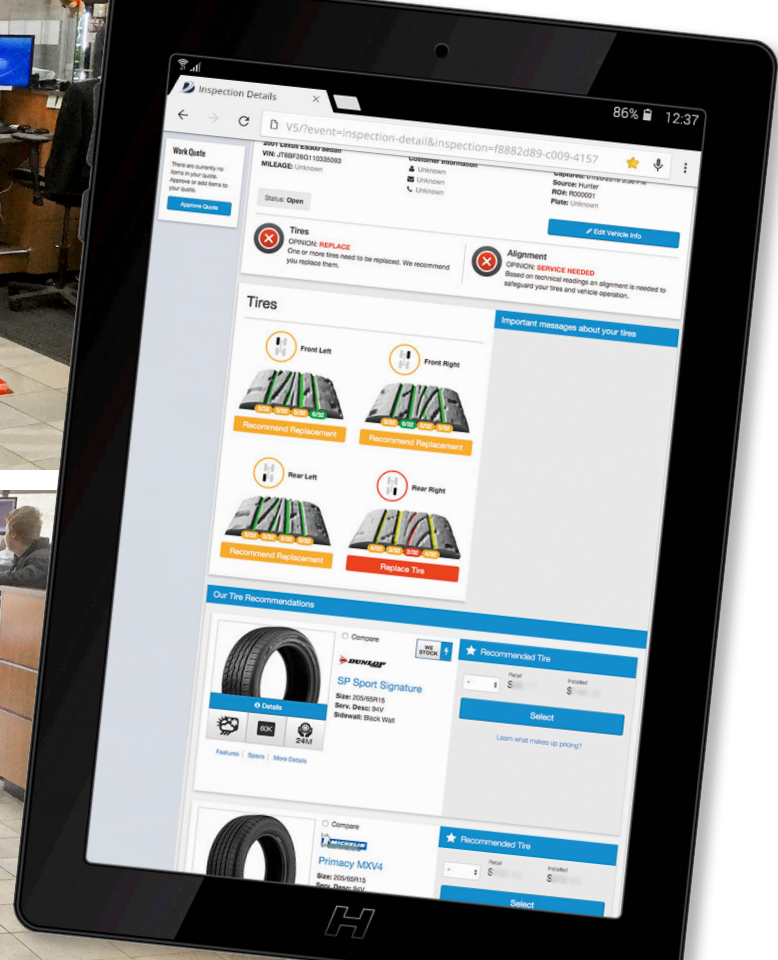
“Integrating our Quick Check<sup>®</sup> with AutoPoint has been a huge benefit for us.

Before Hunter integration, we were selling an average of 45 alignments per month. Now, we have seen that jump to 250 alignments per month on average.”

**Larry Palin**  
*Service Director, Bob Howard Buick GMC*







## ***Inver Grove Toyota Inver Grove Heights, MN***

“With Hunter and Dealer Tire we can easily track customer visits and prepare customers for upcoming tire expenses. We sold about 5,200 tires in 2015. In 2016, we saw that jump to 8,500 tires, an increase of nearly 40%.”

**John Kellogg**  
*Service Director, Inver Grove Toyota*



Before investing in Quick Check® and Quick Tread® we based alignment checks on customer request and a 'yearly checkup' mentality. With this process in place we were often missing out on alignment sales opportunities and misaligned vehicles.

With Quick Check® and Quick Tread®, we can quickly gather factual alignment and tire tread wear data and present it to the customer. We have put a process in place to check every vehicle that enters the lane. You simply can't tell if a vehicle will need to be aligned based on cosmetic features, age or mileage.

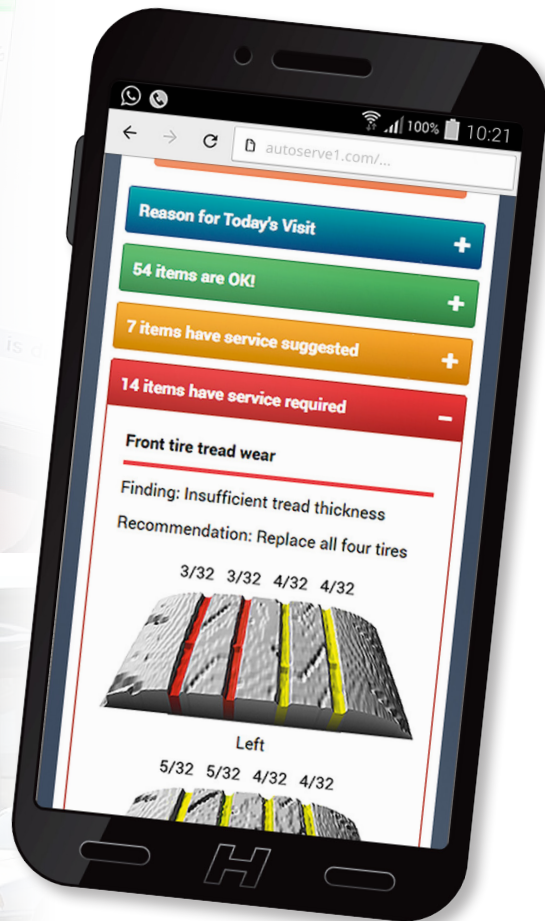
It is extremely important to check alignment angles and tire tread separately. Often a vehicle will only need one or the other. That is why we use Quick Tread® integrated with Dealer Tire to develop tire sales presentations for customers with low tire tread. The data is located in one place in Dealer Tire's easy-to-use system. We can also easily track customer visits and prepare customers for upcoming tire expenses. We sold about 5,200 tires in 2015. In 2016, we saw that jump to 8,500 tires, an increase of nearly 40%.

We used to sell 80 alignments per month. After installing the Quick Check®, that number jumped to an average of 225 alignments per month. There have been months where we've sold as many as 300 alignments.

As for our Hunter team, we have a really great group. They are always helpful when we call and provide us with fantastic support. We have Hunter tire changers and brake lathes, as well. Any time we need new equipment we go to Hunter. Pretty soon the entire shop will be Hunter equipment.

**John Kellogg**  
*Service Director, Inver Grove Toyota*





## **Beech Motorworks** *Hamilton, Ontario, CA*

“With the Hunter integration with AutoServe1, my average ticket went through the ceiling. During the first month, we had an average ticket increase of 34%.”

*Alan Beech*

**Alan Beech**  
*Owner, Beech Motorworks*

*View the complete success story to hear what Alan and his team have to say about integration!*  
[autoserve1.com/success-story-beech-motorworks](http://autoserve1.com/success-story-beech-motorworks)



I've been in business since 1994, I bought my first piece of Hunter equipment, probably in 1996 or 1997. We've always been at the cutting-edge of automotive equipment. Hunter allows me to be a shop that is a definite step-up and to do things other shops can't. We are able to do it once and know it was done properly. We've had Quick Check\* for two years. I think it is essential that every car coming through the bays have the Quick Check\* inspection.

With the integration with AutoServe1, my average ticket went through the ceiling. During the first month, we had an average ticket increase of 34%. Now, we're dealing with over \$700/ticket, on average.

Yes, I would have been concerned about average ticket going too high, but with AutoServe1, I'm not concerned about it. Because here's the deal, the customer is telling me what they want to buy. I'm not pushing anything on them. They are involved in the process, they are hearing what the technician says and they are the one asking to have the job done. We have to have a dedicated Quick Check\*.

Process is key to a mechanical repair shop, it is key to my business success. Once the integration happened, it allowed me as a Manager to be able to use the analytics. The analytics tells me three things: it tells me how many tickets I have coming through my shop, how many inspections are happening out in the shop and how many of those inspections are being sent to the customer. Once I know that, then I can manage my staff properly. That is the key to running a proper, process-oriented shop.

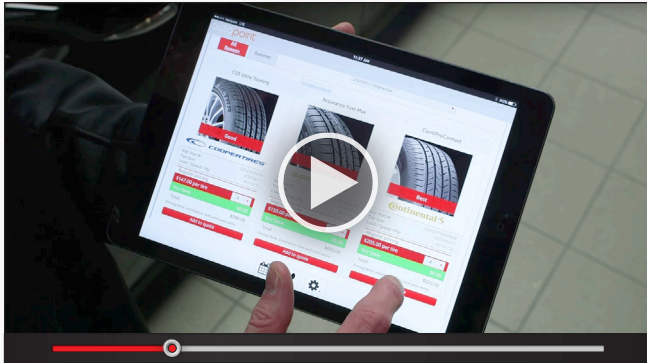
*Alan Beech*

Alan Beech  
Owner, Beech Motorworks

## *Let us know of your experience with any of Hunter's products or services.*

Speak with your local Hunter Representative or contact us directly at [eryckman@hunter.com](mailto:eryckman@hunter.com)

See the integration process at <https://goo.gl/iT5Wck>



*Check out other Hunter literature for more detailed product information.*

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