

April 24, 2007

Trevon Stoltzfus
Hunter Engineering Company
37047 Golden Eagle Ct.
Windsor, CO 80550

Trevon,

After your presentation at our last dealer meeting I thought you might be interested in how the Smart Weight System has affected wheel weight savings in our store.

We are one of the first stores to use the Smart Weight software program on our GSP9700 on a daily basis. To date we have saved nearly 3,000 ounces of weight. Out of over 4,700 balances we have had 349 wheels that required zero weight added to balance properly, and 2,296 wheels that required only 1 weight on the wheel to balance. The weight we are applying is typically smaller than we would be using without smart weight, and we have very few wheels that we are chasing weights on so our technician productivity is up.

The combination of road force and the smart weight software has helped us to become known as the "problem solver shop" with wheel vibration issues from the surrounding auto repair shops and dealerships. We have fixed vibrations on vehicles from everyday soccer mom mini vans to a Porsche 911 Carrera 4 that after balancing all four wheels with smart weight, the owner told us that the ride was not this smooth even when it was new!

We will be purchasing a new wheel balancer to replace our aging DSP9500 this year and I can assure you it will have smart weight. Thanks for a great product.

Sincerely,

Keith Blake
General Manager
Big O Tires, Wheat Ridge