

February 2, 2006

DAVID STAHL    SERVICE DIRECTOR  
BOB RICHARDS CHEVROLET  
AUGUSTA, GA

To All Concerned,

We have been extremely pleased with our purchase of Hunter's GSP9712 model "Road-Force" balancing machine with it's SmartWeight\* balancing technology. We have had it installed since mid-November of 2005 and to date we have used over 30% less raw weight on the assemblies that we have serviced and it has not compromised the ride-quality or customer satisfaction in any way whatsoever. As for the labor "time" savings for our technicians, many assemblies only required one correction weight or not any at all. It is easy to see that the potential savings on our correction weight purchases and the time saved on labor will have a positive effect on our service department's bottom line.

As a service manager, it means a great deal to me that I don't have to be concerned with the quality of service from my equipment. I expect it to perform at the highest level possible and so do my technicians. The fact that the SmartWeight\* technology comes standard on our machine is just an added bonus. There was no additional investment involved and we benefit from the savings. This is a tool that we would recommend to any dealership or shop that is interested in investing in new equipment or updating an existing GSP model.

With regards,

David Stahl  
Service Director  
Bob Richards Chevrolet

# GSP9700 SERVICE MODE

## Weight Savings

	«-14"	15"->17"	18"->20"	21"->23"	24"->»	Total
<b>Clip-Clip</b>						
Spins:	30	225	0	5	0	260
Non-SmartWt:	56.00	459.75	0.00	6.75	0.00	522.50oz
SmartWt:	30.00	330.50	0.00	4.00	0.00	364.50oz
Savings:	26.00	129.25	0.00	2.75	0.00	158.00oz
	46.4 %	28.1 %	0.0 %	40.7 %	0.0 %	30.2 %
1 wt req'd:	19	110	0	1	0	130
no wts req'd:	2	12	0	1	0	15

	«-14"	15"->17"	18"->20"	21"->23"	24"->»	Total
<b>Clip-Tape</b>						
Spins:	0	13	1	0	0	14
Non-SmartWt:	0.00	34.25	0.00	0.00	0.00	34.25oz
SmartWt:	0.00	16.50	0.00	0.00	0.00	16.50oz
Savings:	0.00	17.75	0.00	0.00	0.00	17.75oz
	0.0 %	51.8 %	0.0 %	0.0 %	0.0 %	51.8 %
1 wt req'd:	0	8	1	0	0	9
no wts req'd:	0	1	0	0	0	1

	«-14"	15"->17"	18"->20"	21"->23"	24"->»	Total
<b>Tape-Tape</b>						
Spins:	0	0	0	0	0	0
Non-SmartWt:	0.00	0.00	0.00	0.00	0.00	0.00oz
SmartWt:	0.00	0.00	0.00	0.00	0.00	0.00oz
Savings:	0.00	0.00	0.00	0.00	0.00	0.00oz
	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
1 wt req'd:	0	0	0	0	0	0
no wts req'd:	0	0	0	0	0	0

Large Assemblies

Normal Assemblies

Non-SmartWeight

Weights Blind 0.30oz

**Smart Weight™**

Shake Force Limit 0.58oz  
0.30oz

Shimmy Force Limit 1.50oz  
0.75oz

WeightSaver™ 75 %  
Residual Goal

Spins @ above settings  
274

<b>Totals</b>	
Spins:	274
Non-SmartWt:	556.75oz
SmartWt:	381.00oz
Savings:	175.75oz 31.6 %
1 wt req'd:	139
no wts req'd:	16

Print  
Screen

Clear  
Data