



LEXUS OF OMAHA

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Steve Rodriguez
Hunter Engineering Company
Omaha, NE

Re: SmartWeight

Mr. Rodriguez,

Thank you for your continued support and your recommendation that we upgrade our GSP9700 Road Force Balancer to SmartWeight Technology.

Since we installed the software, balance related issues have all but been eliminated, but that's just the beginning of the good news. Our technicians are completing the service much faster, and with less Correction Weight. The reduction in Wheel Weights has been dramatic!

To date, we have saved a total of 38.8% of our old wheel weight usage. Actual savings has been 683,025 grams, 24,093 oz. or over 1500 pounds! That shows up as a reduction in my fixed expenses as an immediate benefit, but we also realize that it benefits the environment long term, by reducing the amount of lead rolling around on Lexus wheels in our community.

When we do replace the old Hunter Balancer someday we will absolutely invest in another GSP9700 with SmartWeight Technology. It is the only machine in the shop that not only has exceeded our expectations, but actually is worth its own weight... even if only in lead.

Thank you and Hunter Engineering for your products, support and continued partnership in service.

Sincerely,

Curtis Smith

Service and Parts Director
Lexus of Omaha/Lexus of Lincoln
13025 West Dodge Road
Omaha, NE 68154