



# The History of Hart-Hammer



# Who is Hart-Hammer?

Hart-Hammer, Inc. is a leading provider of sales and engineering support in Iowa, Nebraska, the Quad Cities, and Western Illinois.

They represent 27 HVAC manufacturers including AAOON, Nailor, Ruskin, CamFil, Strobic, and many others. Their focus is on heating and air conditioning for commercial/institutional and temperature and humidity control for hospitals and laboratories.



## HART - HAMMER, INC.

529 ELM • P.O. BOX 65517 • WEST DES MOINES, IOWA 50265 • PHONE (515) 277-4305  
[www.HartHammer.com](http://www.HartHammer.com) FAX (515) 277-3069

### Napco Technology

- Compressor Chillers
- Water Cooled Chillers
- Module Water Cooled Chillers
- Compressor Condensing Units
- Water Cooled Condensing Units

[www.napptech.com](http://www.napptech.com)

### NJK Precision

- Precision Air Monitoring Stations
- Ultra Low-Flow Accuracy

[www.njkprecision.com](http://www.njkprecision.com)

### PoolPak

- Indoor Pool Dehumidification
- Natorium Units
- Waterpark Units
- Auxiliary Pool Water or Air Heating
- Hotel & Motel Pool Dehumidification
- Anti-Microbial Filter Media

[www.poolpak.com](http://www.poolpak.com)

### Purafil

- Deep Bed Scrubbers
- Odor Removal Filters
- Corrosive Air Filtration Units
- Corrosive Fume Testing Service
- Room Pressurization Units

[www.purafil.com](http://www.purafil.com)

### Pure Humidifier

- Electric to Steam
- Steam to Steam
- Gas to Steam
- Live Steam
- Tube Assemblies
- Accessories

[www.purehumidifier.com](http://www.purehumidifier.com)

### Ruskin

- Louvers
- Control Dampers
- Sound Attenuators
- Equipment Screens
- Acoustical Perimeters
- Energy Recovery Units
- Air Measuring Solutions
- Fire/Smoke & Fire Dampers
- Corrosion Resistant Fiberglass Dampers & Louvers

[www.ruskin.com](http://www.ruskin.com)

### Schott Process Systems

- KIMAX Glass Drain, Vent & High Purity Water Systems for Draining High Corrosive Liquids
- Knight Ware Neutralizing Sumps

[www.us.schott.com](http://www.us.schott.com)

### SEIHO

- Spot Diffusers
- Round Vent Louvers

[www.seiho.com](http://www.seiho.com)

### Strobic Air

- Tri-Stat Exhaust Fans
- Kitchen & Generator Exhaust Fans
- Laboratory Fume Hood Exhaust Systems
- Perchloric Acid Resistant Exhaust Systems

[www.strobicair.com](http://www.strobicair.com)

### Swifter Fans

- High Volume Low Speed (HVLS) Fans

[www.swifterfans.com](http://www.swifterfans.com)

### Thermal Corporation

- Air Handling Units
- Blower Coils
- Tranquility Column Units

[www.thermal-corp.com](http://www.thermal-corp.com)

### Titan Air, Inc.

- Direct & Indirect
- Gas Fired Make-Up Air Units
- Air-Tempro Units

[www.titan-air.com](http://www.titan-air.com)

### TSI

- Particle Counters
- Portable Handheld IAQ
- Air Velocity, Temperature, Relative Humidity Meters
- Variable Volume Fume Exhaust Hoods & Room Pressurization Controls (Laboratory, Hospital, ICU, SICU, Compounding Pharmacies)

[www.tsi.com](http://www.tsi.com)



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### AAON, Inc.

- Coils
- Controls
- DDC Zone Damper Systems
- Energy Recovery Units
- Rooftop Units (2-250 Tons)
- Condensing Units (2-250 Tons)
- Boiler / Chiller / Pump Packages
- Air Cooled Chillers (35-400 Tons)
- Heat Recovery Rooftop Packages
- Indoor & Outdoor Air Handling Units
- Evaporative Cooled Rooftop Units
- Heat Pumps - Air, Water & Geothermal
- Dedicated Outdoor Air Systems (DOAS)

[www.aaon.com](http://www.aaon.com)

### Acme Fans

- Centrifugal & Prop Fans
- Roof & Wall Exhausters
- In-Line Duct Fans
- Utility Vent Sets
- Supply Air Fans

[www.acmefan.com](http://www.acmefan.com)

### ACR Systems, Inc.

- Air Quality Loggers
- Computer Software
- Temperature Loggers
- Relative Humidity Loggers
- Currency / Voltage Loggers

[www.acrsystems.com](http://www.acrsystems.com)

### Airius Fans

- De-stratification Fans

[www.airiusfans.com](http://www.airiusfans.com)

### Amber Booth

- Vibration Isolators & Specialties
- Equipment Inertia Bases

[www.amberbooth.com](http://www.amberbooth.com)

### Berko Heaters

- Duct Heaters
- Baseboard Heaters
- Electric Unit Heaters
- Wall & ceiling Heaters
- Radiant & Convective Heaters
- Leading Edge Commercial Ceiling Fans

[www.berkomep.com](http://www.berkomep.com)

### Camfil Clean Air Solutions

- Housings
- Panel Filters
- HEPA Filters
- Molecular Filtration
- Bag In-Bag Out HEPA Filters

[www.camfilus.com](http://www.camfilus.com)

### Compu-Aire

- Critical Electronic System Facility Heating, Cooling, Humidifying, and Dehumidifying
- Data Center, Network and Computer Room Environmental Conditioning Units

[www.compu-aire.com](http://www.compu-aire.com)

### Dell Corp Electric Heaters

- Over the Blower Heaters
- Finned Tubular Duct Heaters
- Open Coil Electric Duct Heaters
- Weatherproof - Outdoor Applications

[www.deltheatrick.com](http://www.deltheatrick.com)

### Enervex

- Draft Control
- Chimney Venting
- Clothes Dryer Venting
- Chimney & Gessse Duct
- Boiler & Water Heater Venting
- Economizers & Heat Exchangers

[us.enervex.com](http://us.enervex.com)

### Engineered Comfort

- Fan Coil Units

[www.engineered-comfort.com](http://www.engineered-comfort.com)

### FanAm

- Fume Hood & Corrosive Air Fans
- Polyspropylene Fans

[www.fanam.com](http://www.fanam.com)

### KE Fibertec

- Fabric Duct

[www.ke-fibertec.com](http://www.ke-fibertec.com)

### Nailor

- Fan Coils
- Duct Heaters
- Terminal Air Boxes
- Under Floor Air Distribution
- Grilles, Registers & Diffusers
- Specialty Surgery Room Diffuser Systems

[www.nailor.com](http://www.nailor.com)

# 1967

## **Pat Hart**

Hart Division of Schwab-Vollhaber-Lubratt (SVL)

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# 1968

## **Pat Hart & Curt Hammer**

Hart-Hammer Division of SVL

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# 1985

## **Pat Hart & Curt Hammer**

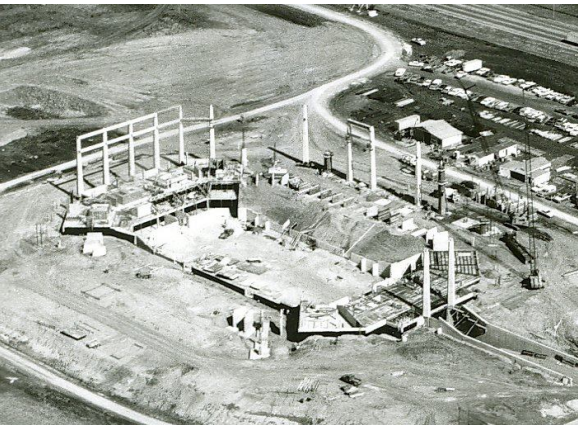
Hart-Hammer separates to be on their own

## **Introduction**

Hart-Hammer, Inc. is a commercial HVAC manufacturers' representative company in Iowa, started by Pat Hart in 1967.

Initially called Hart Division of Schwab-Vollhaber-Lubratt (SVL), a company based out of Minneapolis. In 1968 Pat & Curt Hammer joined forces to become the Hart-Hammer Division of SVL.

In 1985, Pat & Curt separated from SVL to be on their own as Hart-Hammer, Inc, covering the majority of territories in Iowa. Also in 1985, Al Jorgensen was hired and a branch was opened in the Quad-Cities area, covering the Eastern Iowa tier of counties and Western Illinois.



# Founding Years

Pat Hart and Curt Hammer met during the construction of Hilton Coliseum. Pat was working on Hilton and Curt supplied the filters on the project. The rest is history as they say.







## The 1980s

Along with striking out on their own, the 80s had other milestones.

1. Moved from 9th & Grand to their current location on Elm St
2. Hired Al Jorgensen to run the Eastern Iowa office
3. Hired Denny Hubert to start a service department in 1989



**5th st - Valley Junction**



**Flood line inside the office**

## **1990S**

The flood of '93 directly impacted Hart-Hammer's operation. Their office was completely flooded.

During the recovery, everyone continued to work from home and Hart-Hammer stayed open for business serving their clients.

In the late 90s, the company successfully transitioned to second generation owners in Jeff Hammer and Kevin Hart.







**"Longevity is achieved not through sporadic bursts of effort, but through consistent daily action. It's the small choices we make every day that lead to a lifetime of success."**

## Longevity & Consistency

In business over 50 years between the SVL division and standalone company.

Very low turnover throughout the years.

ASHRAE involvement from the beginning. Pat Hart, Curt Hammer, Jeff Hammer, Justin Barrett and Jason Kems have all been ASHRAE presidents. Pat was a lifetime member.

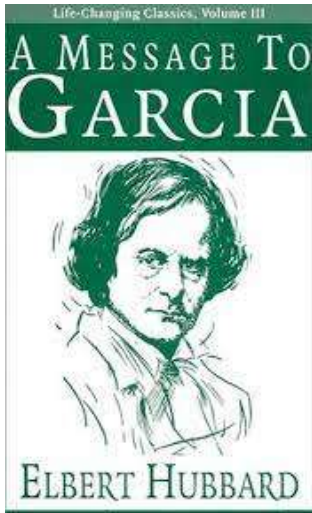
4 employees over 25 years experience still at the company:

Toni - 50+ years

Jeff - 41 years

Renee - 38 years

Kevin - 25 years



# A Message to Garcia

"A Message to Garcia" is an essay written by Elbert Hubbard in 1899 that encourages individuals to take initiative and responsibility for completing tasks. The essay tells the story of a soldier, Rowan, who was given a mission to deliver a message to a rebel leader, Garcia, in Cuba without any specific instructions on how to reach him. Rowan accepted the mission without hesitation and successfully completed it, demonstrating the importance of determination, resourcefulness, and a can-do attitude. The essay emphasizes the value of initiative and the ability to take action without requiring detailed instructions.

Hart-Hammer's culture embodies the spirit of Rowan, trusting and empowering their employees to provide excellent customer service.







**Ruskin Rep of the Year**



**Memorable Projects**



# Projects

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THE UNIVERSITY  
OF IOWA



# Thanks!

Do you have any questions?  
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