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 AAON, Nailor, Ruskin, CamFil, Strobic, and many others. Their focus is on heating and air conditioning for commercial/institutional and temperature control/measurement for hospitals and laboratories.
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.
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
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" 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
Thanks!

Do you have any questions?
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