



**LOCATION:** Chattanooga, TN

**INDUSTRY:** HVAC Provider

**PRODUCT:** Titan  
ECO  
XP



## HVAC Distributor Chooses Hunter Industrial for Quality Products and Customer-Focused Attention

### COMPANY BACKGROUND:

Family-owned since 1985, Hobbs & Associates, Inc. provides heating, ventilation and air conditioning (HVAC) products and engineering services to commercial and industrial contractors in 11 markets across Virginia, Tennessee and Arkansas. Identifying and representing quality products, Hobbs & Associates bridges the gap between HVAC manufacturers and the customers who are looking for HVAC and HVLS solutions for their facilities.

### THE HUNTER DIFFERENCE:

Looking for a manufacturing partner that offers quality industrial fans, Hobbs & Associates first began their relationship with Hunter Industrial out of their Chattanooga branch—before expanding that partnership across all of their territories to fill the product gap in their portfolio.

“We’ve worked on and off with other industrial fan manufacturers, but Hunter Industrial provides a level of personalized customer service and quality that really matches the caliber of product and customer experience we’re looking to represent,” said David Dykes with Hobbs & Associates. “When you have a question, a need or an order, Hunter Industrial’s team is accessible and hands-on in a way that we’ve never experienced with their competitors.”

Noting this relationship factor as a key differentiator, Hobbs & Associates indicated they appreciated the Hunter Industrial team seeking their feedback and being responsive to customer input.

“One aspect of Hunter Industrial that we’ve come to particularly value is their integrity,” said Dykes. “They stand by their promises of top quality and service, going that extra mile to create value for their customers and partners. Hunter Industrial’s warranty quite simply is one of the best in the industry.”

With proper indoor air circulation playing a significant contributing role to the health and comfort of virtually any facility, the Hobbs & Associates team have found the need for an HVLS fan is present in almost every project they bid—ranging from a car dealership and a whiskey distillery to a fitness studio.

“The competitive, thoughtful engineering of Hunter Industrial’s fans—from their direct drive motor to their lightweight design—delivers both cost and energy efficiencies that are a significant deliverable for our contractors,” said Dykes. “At the end of the day, offering Hunter Industrial products has allowed us to better serve our customers and their needs.”

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