



# The Hunter Difference

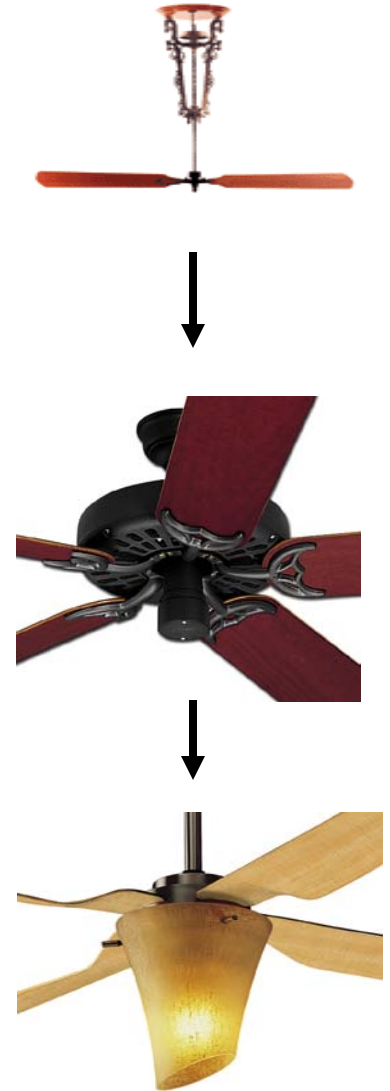


Confidential Information



## The Hunter Fan Company - History

- Hunter was started in 1886 by John Hunter and his son James.
- Hunter invented the ceiling fan
- Early Hunter fans were actually water pressure driven. A short time later, the Hunter family introduced their electrically powered ceiling fan—one of the first products designed to run on electricity.
- Today, Hunter has a full line of: ceiling fans, portable fans, air purifiers, humidifiers, bath fans, thermostats, furnace filters, decorative fountains, and lighting.
- Hunter has a manufacturing base which includes over ten factories based in mainland China.
  - Products are designed and engineered in Memphis, Tennessee, USA and then produced in Asia according to our specifications and quality control.
- Our products are distributed nationally through our 600K sq ft warehouse in Byhalia, MS
- Prestige® ceiling fans which are exclusive to lighting showroom and builders represent the pinnacle of Hunter's design and performance products. Simply put, they are the world's leading fans, made by the world's leading ceiling fan maker.





## Why Hunter?



- Brand Strength & Recognition
  - Adds prestige and overall greater value to brand mix
- Quality Team
  - Over 28 member quality team in manufacturing country to manage production process and inspect goods
- Distribution – U.S. facility for small quantity and emergency orders
  - Over 600k sq ft
- Innovation – Easy Lock™
  - Save time and ultimately save install costs
- Design Capability
  - Both in fans and in lighting – Hunter and customize and custom design products to meet the specific needs of your market



## Hunter Product Advantages

- All Hunter Fans – “Quiet For Life”
  - Motors – The Hunter Difference
    - “Class B” copper wire insulation that is suitable for extreme environments
      - The most of the rest of the industry use “Class A” which is a lower quality wire that falls under relaxed UL testing requirements that allows the motor to operate at higher temperatures resulting in a drastic reduction in the life of the motor and the surrounding components (e.g. switches capacitors, remotes....etc.).
    - A dual oversized special material sealed ball bearing
      - Reduces the friction losses and improves preloading of the motor for noise reduction.
    - Hunter patented motor designs and precise machining and manufacturing techniques
      - Provide a motor that is extremely quiet and operates at a much higher efficiency than the industry standards.
    - Use of special casting alloys
      - Free from contaminations and recycled material. Example: Hunter uses only virgin zinc, not reground scrap like the competition
    - Manufacturing process, including stamping, casting, winding and machining
      - Are executed based on Hunter US design and specification and are closely monitored, inspected and audited by the Hunter staff in China.
    - An internal cooling fan
      - Allows the motor to operate at lower temperatures resulting in a motor that will last a lifetime.



## Product Advantages



- All Hunter Fans – “Quiet For Life”
  - Blade Irons
    - Better because we use more virgin zinc content for greater structural integrity
    - Hunter blade iron castings are tested far beyond any U.L. or current international standard.
      - Use of 20,000 cycle shake test vs. UL 35lb static load test
      - Our strongly designed and well structured blades have to endure a rigorous Hunter shake and mounting test
      - This greatly reduces the risk of blade irons breaking and falling
    - Each fan blade iron set is sorted, tracked and balanced to within five grams for the entire set, to ensure the least amount of wobble in the fan.
  - Blades
    - Fan blades are sorted and balanced to within one gram per set.
    - Extremely close tolerances are placed on the location of blade mounting holes and warping of the fan blade.
    - Hunter has narrow flatness and droop specifications.
      - All of these are done to minimize wobble in the fan and longevity of the blades.
    - All Plywood and or veneer blades on large or common size fans.



## Product Advantages



- All Hunter Fans – “Quiet For Life”
  - Mounting System
    - Our hanging system provides fast installation and automatically adjusts to vaulted ceilings up to 34 degrees
    - Fragile zinc castings are not used to support the fan mass. Only sheet metal and aluminum castings are used for this purpose for maximum safety.
    - Increased flexibility,
      - Ceiling plates have 8 slotted holes that allow mounting to an approved ceiling fan box or building structure, regardless of its position on the ceiling.
      - Hanger system can always be rotated so it is in the correct position for angled ceiling mounting.
    - Thread locking compounds are added to all crucial threads, insuring the critical parts will not unscrew themselves, due to fan vibration, etc.
    - Patented hanger balls are designed to reduce any wobble that might occur over time.
    - Hunter hanging systems are designed to withstand weight that is far beyond the UL min requirement (500 lbs vs. 120lbs).
      - With this and the above our systems are very stable and greatly reduce the risk of fans falling from the ceiling.
  - Use of bushings and grommets to isolate the motor from the blades and ceiling.
    - Minimizes vibration/noise



## Product Advantages



- All Hunter Fans – “Quiet For Life”
  - Capacitors
    - Low dissipation factor “self-regulating” polypropylene capacitors for low internal loss.
      - This means capacitors that do not overheat or explode causing failures and fires.
      - The rest of the industry uses polyester filled high dissipation capacitors.
    - Use only Hunter and UL approved capacitor suppliers.
  - $\frac{3}{4}$ ” Downrods (not  $\frac{1}{2}$ ”)
    - Better for stability
    - Use of Lock-tite on threads to prevent fan from loosening over time
    - Easier to fit wires through on long downrod installation
  - Fan Glass
    - Hunter has special glass thickness requirements and specifications that are beyond UL minimum requirements.
      - This means rugged glass that is not fragile and lasts longer.
    - Some light kits feature Hunter “Easy Lock™” glass
      - Facilitates quick and safe glass installation



## Product Advantages



- All Hunter Fans – “Quiet For Life”
  - Air Flow and Air Delivery
    - Hunter Fan engineers developed the EPA and industry standard for air flow testing along with the facility and equipment necessary to do this testing.
    - All of Hunter fans are efficient and designed and tested to deliver the optimum/maximum amount of air.
    - Hunter has a number of patents on blades including blades that have larger dispersion area.
  - Design and Engineering
    - All Hunter products are designed in the US using the latest 3D and Finite Element Analysis software and design tools
      - We utilize the latest product development techniques and practices including FMEA (Failure Mode and Effect Analysis), Fluid Dynamic analysis, structural, heat, environmental and material testing.....etc.
    - All products and components have detailed blue prints with tolerances, material specifications that are carefully selected, assembly and manufacturing instruction.
      - This insures that Hunter produce quiet, structurally sound, top quality and durable products.



## Warranty & Company Support



- Warranties that are unsurpassed provide an extra measure of assurance.
- Hunter backs all its branded fans with a limited lifetime motor warranty, and you can rest assured Hunter will be in business for the life of your warranty -- a claim most other fan companies cannot make.
- **With over 119 years in the fan business, Hunter's reputation for backing its products is unparalleled.**

