

Summer 2018

Winners, Winners and More Winners!



Greg Peterson and Mike Hutchinson man the booth at the 2018 Philadelphia Hospitality Trade Show at Aronimink Golf Club. We are proud to sponsor this event, and glad to showcase our business and to talk with so many of our great clients.

Hi-Efficiency Boiler Replacements are Hot, Hot, Hot!

Speaking of golf clubs...Hutchinson is fortunate to service many of the greater Philadelphia area's finest golf and country clubs. Tavistock, Waynesboro, Merion and Trenton clubs...just to name a few! Great clients, great friends.



Hutchinson was recently presented with the highly-coveted 2017 Associated Builders and Contractors (ABC) Excellence in Construction New Jersey "Project of the Year" Award for its work on the Edison Retail Solutions Project. The award was presented by Chuck Goodrich, ABC's National Chairman and Mike Bellaman, President of ABC.



Our NCAA pool winner, Frank Ochman from Blackman Construction, accepts his new iPhone X from Ed and Bill Hutchinson. Hutchinson thanks all our participating clients. Here are all the winners:

- 1st Frank Ochman, Blackman – iPhone X
- 2nd Bill Lane, Penntex – Apple Watch
- 3rd Mike Butcher, A&E Construction – Steven Starr Gift Card
- 4th Gretchen Harkins, C. Raymond Davis – \$100 WaWa Gift Card

And The Winner Is...

You! The bipartisan budget deal that passed on Friday, February 9, 2018 includes welcomed news for building owners who have invested in energy efficiency as well as the architects and construction firms who've delivered their energy-efficiency projects.

The recently passed Tax Cuts and Jobs Act included a provision to allow energy-based improvements such as, HVAC and interior lighting systems to be immediately expensed. Under Section 179 Small Business Expensing, all components of a "heating, ventilation, and air-conditioning" system can be expensed in the first year instead of being depreciated over 39 years. Think about that. Divide your investment by 1 instead of 39 for your tax deduction. This is truly a win-win in the energy efficiency world. Talk to your accounting professional and reap all the benefits of an energy upgrade this year.

Beyond IQ: Key Traits You Need To Have Today

Being smart is important to achieving a successful career, but it's far from the only factor. To advance in your career, cultivate these key traits, which are commonly known as "soft skills":

- **Conscientiousness.** Do your job to the best of your ability. Keep your commitments.
- **Openness.** Express yourself honestly and forthrightly—but politely—so people know what you really think.
- **Agreeableness.** Do your best to help out your co-workers when they ask for assistance.
- **Stability.** Keep your emotions under control no matter how stressful the day gets.
- **Extraversion.** Be as outgoing as you can. Meet new people and get to know them. Build a wide network of colleagues you can call on for information and support (and support them as well).

Remember These Three Sets of Numbers For A Healthy Heart

Improving your heart health doesn't have to mean two-hour gym workouts or a diet of kale and water. The Mayo Clinic website offers three easy steps to keeping your heart in good shape for a long, healthy life:

- **Eat five.** Five servings of fruits and vegetables a day can boost your heart health. Include fruits and vegetables in all your daily meals, and snack on them instead of, or at least in addition to, chips or other junk food.
- **Move 10.** Add 10 minutes of physical activity a day to your routine. This can add up to 60 minutes a week to your exercise regimen, reducing your risk of heart disease by as much as 50 percent.
- **Sleep eight.** Make sure you get at least eight hours of sleep a night. Ample, restful sleep is important to keeping your heart healthy.



This Substance May Revolutionize Solar Power

Solar power is expanding at a breakneck pace thanks to breakthroughs in a crystalline material called perovskite. Perovskites can darken windows on sunny days and clear them on cloudy days. Now scientists are using them to generate electricity.

Perovskites are a combination of elements with a specific crystalline structure. According to the AAAS website, solar panels made of perovskites are almost as efficient at transforming sunlight into electricity as the best modern solar panels.

Top perovskite panels can convert 22 percent of sunlight energy into power, compared with 25 percent produced by standard silicon panels—and the building materials for perovskite are cheaper than those for today's solar cells, making them a prime candidate for smart windows that can also act as solar panels.

Why Is Iceland A Model For Creativity And Innovation?

One in 10 adults in Iceland has published a book. Playing in a band is considered a rite of passage there, and almost everyone knows how to knit and sew. What makes Iceland a leader in creativity and innovation in design, music, art, literature, and more?

According to an article on the *Futurity* website, a professor of counseling psychology at the University of Kansas wanted to find out, so she led a team of researchers to Iceland to interview people and to search for an answer.

One reason, the team learned, is education. Children in school learn to use tools, build and create all types of products, and more—as opposed to the constant testing in U.S. schools.

Another factor: Iceland's long, dark winters. Residents spend a lot of time indoors together, collaborating on what has to be done.

During the summer, though, long, bright days that interfere with sleep patterns lead many people to uninterrupted hours of creativity.

Finally, Iceland's lack of resources throughout much of its history has forced its inhabitants to be creative, making furniture from driftwood, for example, and being creative about finding and preparing food.

SPEED BUMP

Dave Coverly



Sleep? There's An App For That!

We use the apps on our smartphones for all sorts of things. One of them is tracking sleep patterns. In a survey of 934 mobile phone users by the NYU School of Medicine, 28 percent of participants reported that they use a health app to monitor how long they sleep, what time they go to bed, and whether they wake in the middle of the night, as well as whether they snore, have breathing problems while asleep or change positions.

Thirty-five percent of men and 20 percent of women reported tracking their sleep, and the average age of sleep trackers was 34. The most popular apps (of 24 named in the survey) were Fitbit (10 percent), Lose It (3.5 percent), and Apple Health (2.6 percent).

Master These Communication Skills To Improve Relationships

Getting along in the workplace depends to a large extent on your communication skills. Doing your job is important, but letting people know what you're doing—along with understanding what they want from you—is essential to your success. Here are some top communication skills to cultivate:

- **Listening.** Expressing yourself is vital, but understanding what others are telling you allows you to make your arguments more persuasive.
- **Body language.** Nonverbal communication sends a powerful message. Be aware of your hand gestures, eye contact, stance, and tone of voice so you don't undercut what you're trying to say.
- **Brevity.** Going on and on, even when you're right, turns people off. Learn to make your points clearly and concisely, then shut up to let others respond.
- **Friendliness.** You don't have to be best friends with your managers and co-workers, but you should make an effort to get to know them. Smile, be polite, and show interest in their lives.
- **Empathy.** Show your understanding of other people's words and ideas, even if you disagree with them. A little empathy goes a long way.



Quick Tips To Inspire Creative Thinking

Creativity doesn't conform to any strict rules—but it does follow some general guidelines. Here are some quick thoughts on nurturing the spark of inspiration:

- If it's not broken, break it.
- Ask "dumb" questions.
- Don't obsess over success—pursue failure.
- Get out of your office as much as possible.
- Read unusual stuff, not just journals that relate to your job or focus.
- Avoid moderation. Go for it all.



Which MLB team moved from the American League to the National League in 1998?

Knowledge of Dubious Value

- 1) Which biblical character is best known for his incredible patience?
 - a) Job
 - b) Jacob
 - c) Joseph
 - d) James
- 2) Which of the Great Lakes is located entirely within the United States?
 - a) Lake Huron
 - b) Lake Erie
 - c) Lake Michigan
 - d) Lake Superior
- 3) To balance interleague playing schedules, which MLB team moved from the American League to the National League in 1998?
 - a) Seattle Mariners
 - b) Arizona Diamondbacks
 - c) Florida Marlins
 - d) Milwaukee Brewers
- 4) The Roman numeral "D" represents which number?
 - a) 50
 - b) 100
 - c) 500
 - d) 1,000
- 5) The International Red Cross flag is an inverted-color version of which northern European nation's flag?
 - a) Switzerland
 - b) Iceland
 - c) Norway
 - d) Sweden

—from *mental_floss*

Answers: 1) a; 2) c (Lake Michigan borders Illinois, Indiana, Michigan and Wisconsin); 3) d; 4) c; 5) a

What's Up At Hutchinson?

Hutchinson is proud to have been selected as a partner for the following projects:

For Contractors:

- Landmark Americana, Ewing, NJ
- Lighthouse Hospice, Cherry Hill, NJ
- Edge Fitness Somerton, PA
- Union League National, Swainton, NJ
- Cheltenham Panda Shell, Wyncote, PA
- ALV Property Mgmt Townhouses, Moorestown, NJ
- Haynes Residence, Avalon, NJ
- Murray Kia, Conshohocken, PA

For Owners:

- Brandywine Living, Shrewsbury and Toms River, NJ
- Hudson Hills, North Bergen, NJ
- Tuckerton United Methodist Church, Tuckerton, NJ
- Kennedy Hospital, Williamstown, NJ
- The Progressive Companies, Cape May Court House, NJ
- Delledone & Associates, Wilmington/Bear, DE
- YMCA, Mt. Laurel, NJ
- Surf Taco, Toms River, NJ
- Early Years Learning Center, English Creek, NJ
- Ruth's Chris Steakhouse, Atlantic City, NJ
- RCH Cable, Moorestown, NJ
- Endurance Properties, Cherry Hill, NJ
- Woodbury Nissan, Woodbury, NJ
- Interfaith Neighbors, Asbury Park, NJ
- Temple Shaari Emeth, Manalapan, NJ
- Artis Senior Living of Princeton Junction, Princeton, NJ
- Village Grande @ Camelot Clubhouse, Glassboro, NJ

Bagden Construction
MPC Construction
The Legacy Companies
DL Miner Construction
A&E Construction Inc
Hartman & Shiffer
Blue Rock Construction
OCI Construction

Domestic Hot Water Systems
HVAC/Energy Upgrades
HVAC/Energy Upgrades
HVAC/Energy Upgrades
HVAC/Energy Upgrades
Direct Install & Control Upgrades
Direct Install Energy Upgrades
Direct Install Energy Upgrades
Direct Install Energy Upgrades
Direct Install Energy Upgrades
Direct Install Energy Upgrades
Service Maintenance Program
Service Maintenance Program
Service Maintenance Program

Why Wait?

Sometimes, the biggest challenge to improving energy efficiency is knowing where to start. Direct Install is a turnkey solution created specifically for existing small to medium-sized facilities that makes it easy and affordable to upgrade to high efficiency equipment.

Hutchinson provides turnkey HVAC Direct Install services to eligible businesses and local governments in: Atlantic County, Camden County, Burlington County, Cape May County, Gloucester County, Ocean County, Monmouth County.

The program pays up to 70% of retrofit costs, vastly improving your payback on the project. To learn more about it, contact Dicoordinator@hutchbiz.com or call 888-777-4501 to schedule an energy assessment.



Hutchinson is proud to be a member of the **Southern New Jersey Development Council**... your lobbying voice for South Jersey regional economic development.

HUTCHINSON™

Expertly better.

MECHANICAL SERVICES • ENERGY SERVICES • DESIGN & CONSTRUCTION

621 Chapel Avenue
Cherry Hill, N.J. 08034
P 888-777-4501

www.HutchinsonEnergyServices.com