

Spring 2019

Medford Leas Continuing Care Reaps Big Benefits with ENERGY STAR® Multi-Family Program



When you consider an ideal retirement community, you would be hard pressed not to consider Medford Leas as a premier lifestyle option. Located in Medford, New Jersey, Medford Leas is a natural pathway to living well. Spread across two campuses, Medford Leas boasts a scenic natural environment featuring wildflower meadows, paved trails, woodlands and green space.

Residents enjoy spacious accommodations, anywhere from independent living apartments and villas, to continuing care nursing facilities; all geared toward a better life and quality retirement living. And it goes without saying that quality living does not exist without a comfortable, high-quality environment. This is why it is not surprising that when it became apparent that Medford Leas's energy systems needed

some attention, the facility's administration looked for a high-quality heating and cooling solution.

Through multiple programs offered by the New Jersey Office of Clean Energy, including the Home Performance with ENERGY STAR® Multi-Family Program, the courtyard garden apartments at Medford Leas qualified for a number of cost-saving energy efficiency solutions and the subsequent incentive rebates.

Hutchinson performed a thorough analysis of utility bills, along with a diagnostic energy assessment of thermal and mechanical systems in the courtyard units including attics, exterior walls, infiltration, windows, heating, cooling and hot water systems. An evaluation of appliances and lighting was also conducted.

From Electric to Gas

The most significant upgrade was

converting the HVAC and domestic water systems from electric to gas. The apartments originally operated on electric heat and AC through noisy and inefficient PTAC wall units. Through the Clean Energy Program, Hutchinson installed the highest efficiency gas-fired units available in the attics of more than 200 units. Hutchinson also installed energy efficient gas-fired direct vent hot water heaters, as well as air sealed and insulated the attics for increased thermal efficiency.

The Payoff

For their part in implementing the energy efficiency upgrades under the New Jersey ENERGY STAR® Multi-Family program, Medford Leas received incentive rebates in excess of \$224,000—almost a quarter million dollars! And, most importantly, they dramatically cut operating costs moving forward.



Land mass accounts for what percentage of the surface of the Earth?

Where On Earth?

- 1) The Tropic of Cancer is located:
 - a) north of the equator
 - b) south of the equator

- 2) New Zealand is:
 - a) west of the international date line
 - b) east of the international date line

- 3) The Faroe Islands belong to:
 - a) United Kingdom
 - b) Denmark

- 4) Land mass accounts for what percentage of the surface of the Earth?
 - a) 29%
 - b) 36%

- 5) Only one Canadian province borders the Great Lakes. Which one?
 - a) Ontario
 - b) Quebec

- 6) The world is divided into four major oceans. Some authorities consider there to be five. What is it called?
 - a) Antarctic Ocean
 - b) Southern Ocean

- 7) The world's largest lake is called:
 - a) Lake Superior
 - b) The Caspian Sea

—*Scientific American, Inc.*

Answers: 1) a; 2) b; 3) b; 4) a; 5) a; 6) Trick question. Both answers are correct; 7) b The Caspian Sea, located between Europe and Asia is referred to as a sea, but with no outlet, it is in fact a lake.

Coffee Aids In Kidney Disease Fight, According To Study

Among coffee's health benefits may be a reduced risk of death from kidney disease, according to the *Healthline* website.

A study recently written up in the journal *Nephrology Dialysis Transplantation* examined data from 4,863 Americans.

The subjects were divided into four groups. Group One consumed the amount of caffeine in one cup of iced tea per day. Group Two took caffeine equivalent to one cup of coffee per day. Group Three had one or two cups, and Group Four had multiple cups per day.

Subjects in Group Two, researchers found, had a 12 percent lower risk of dying from kidney disease. Group Three showed a 22 percent lower risk, and Group Four, which consumed the highest amount of caffeine per day, saw a 24 percent lower risk.

Scientists caution that caffeine poses other health risks, and patients on fluid-restricted diets should take coffee into account of their daily fluid intake. Cream, creamers, and syrups can also cause problems for people with kidney disease, including increased phosphorus and potassium levels. Check with your doctor, as always.



Our Worries About Technology

Science fiction films promote worries about Terminator-like robots waging war on humankind or artificial intelligence imprisoning us all in the Matrix, but in the real world, people have deep concerns about the role technology plays in our lives.

The team at *SafeHome.org* conducted a Privacy and Technology Survey of 1,019 people age 18 and older to determine where public opinion lies. Here are people's top concerns:

Smart devices being viewed through cameras	66%
Anti-viral software compromising personal data	57%
Companies using personal habits	49%
Personal data being monitored on social media	47%
Location tracking	41%
Smart car security system hacking	41%

Trading Places

A world-famous scientist was being driven to a university where he was scheduled to give a lecture. During the drive he complained to his chauffeur: "I'm not sure how much longer I can do this. I'm bored with giving the same lecture at every campus we visit."

"I have an idea," said the driver. "I've been listening from the back of the room each time you've given this lecture. I know the material well. Why don't we trade places today? I'll give your speech, and you can sit in the back of the room and observe."

"I'll take you up on that offer," replied the scientist. Before they arrived at their destination, the pair pulled into a rest area and traded clothes. The scientist then drove the rest of the way while the driver sat in the backseat reviewing the lecture notes.

The driver was able to pull off the lecture with no one in the audience aware of the deception. Several minutes into the Q&A portion of the presentation a student asked a rather complicated question. The scientist began to panic.

Yet the driver, standing confidently at the podium, maintained his composure as he said, "The answer to that question is so simple, I'm going to let my driver, seated in the back of the room, answer that."

A Refreshing Drink

Two friends set out for a difficult hike on a hot, sunny day.

After many hours of walking they reached a clearing and decided to take a break to have a snack and hydrate. One hiker had packed a frozen bottle of water. Over the course of their trek all but one chunk of the ice had melted, and the climber was able to enjoy a cool drink of water under the hot sun.

The second hiker had brought along a couple of plastic bottles of water purchased at the store. From being out in the day's heat, the water was much warmer than what the hiker wanted to drink. "May I have some of your ice?" she asked her friend.

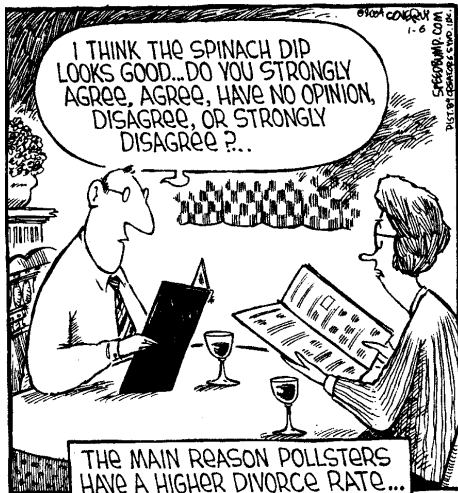
"Certainly," her friend replied, but was unsuccessful in her attempts to break the piece of ice into smaller chunks. She finally turned to her friend and said, "Pour your water into this bottle over the ice. That should cool it off."

The friend did just that and was able to enjoy a refreshing drink. She began to think about what had just happened and realized that what she'd just experienced could also apply to life:

Sometimes you have to let time pass and bring about a thaw that makes it possible for you to enjoy things. Other times you need to let things cool off before they are of use to anyone. Then there are times when you might need to be more innovative in the way you approach a problem so everyone involved can benefit from the experience.

SPEED BUMP

Dave Coverly



Ensuring A Safe Workplace

A safe work environment is essential for a productive workplace. Employees shouldn't be afraid of getting hurt at work, nor should they fear being punished if they get hurt. Here are some ways to prevent such fears and to show you are concerned for your staff:

- Hold regular safety meetings to emphasize the importance of safety and reinforce safe behaviors.
- Discuss everything from ergonomics and parking lot safety to operating machinery and driving company cars.
- Make sure any safety equipment required for a job, such as goggles or wrist braces, is on site and being used.
- Don't overwork your employees. Fatigue makes people more accident-prone.
- Ensure that maintenance and janitorial services are adequate to guarantee a clean and obstacle-free working environment.
- If someone is injured on the job, review the guidelines and consider instituting new ones to prevent a similar accident from happening again.
- Encourage staff members to suggest safety improvements. Create a suggestion program just for this purpose.

Succeed In The Digital World

Today's workplace is digital. No matter what your job is, you've got to have some capacity for dealing with the technology that's permeating society. From the *Forbes* magazine website, check out these keys to keeping up:

- **Develop "digital fluency."** You don't have to become an expert at Blockchain or Bitcoin (whatever they are), but you should have a good working knowledge of what's happening with technology. Be ready to study up on the latest new things so you can ask intelligent questions and learn what's applicable to your career.
- **Sharpen your communication skills.** From email and text messaging to social media platforms, most of the new technology is about communication. Learn to write and speak clearly and concisely, but also creatively, no matter what your message is. You want your words to stand out, so make sure people can understand what you're trying to say.
- **Learn sales and marketing skills.** Even if you're not directly involved in sales, you should have a good understanding of what's needed in order for your organization to generate revenue and stay in business. That means figuring out how all the latest tech can help your sales and marketing people do their jobs better.
- **Be ready for change.** There seems to be a new tech tool coming out every week. You've got to be able to quickly adapt to changes in the digital world if you want to keep up. Be on the lookout for what's coming, and be ready to learn what's necessary to put those tools to work effectively.

"Creativity is thinking up new things. Innovation is doing new things."

—Theodore Levitt

What's Up At Hutchinson?

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

For Contractors:

- Marple Crossing - Marple Township, PA
- Harbor Landing Apartment Living - Egg Harbor, NJ
- Premier Cadbury - Cherry Hill, NJ
- Boca Recovery - Galloway Township, NJ
- Trenton CC Phase I - Trenton, NJ
- Miami Intl. Holdings Fit-Out - Princeton, NJ

For Owners:

- Charter Academy - Lake Como, NJ
- Cooper River West Office Lochinvar Boiler - Pennsauken, NJ
- Evesham Fire - Evesham, NJ
- South Jersey Radiology Liebert replacement - Voorhees, NJ
- MMI Electrical Contractors - Pennsauken, NJ
- WPPX TV Ion Media - Philadelphia, PA
- Jefferson Hospital - Washington Township, NJ
- Monmouth University - West Long Branch, NJ
- Atlantic Christian School - Egg Harbor Township, NJ
- Riverton Country Club - Riverton, NJ
- Howell BOE (8 schools) - Howell Township, NJ
- McDonald's (multiple locations) - Monmouth/Ocean Counties, NJ
- MJ's Restaurant & Grill - Bayville, NJ/Lacy Township, NJ
- Spirits Unlimited - Toms River, NJ/Lacy Township, NJ
- St. Peter's Church & School - Point Pleasant, NJ
- Washington Township Police - Washington Township, NJ
- St. Mary's School - Vineland, NJ
- Cooper River West Office - Pennsauken, NJ
- Enterprise Rental Car - NJ locations
- HPS Seals - West Deptford, NJ
- Planet Fitness - Wilmington, DE
- Owens & Minor - Bordentown, NJ

A&E Construction
Bannett Construction
Big Sky Enterprises
DRK Construction
Grace Construction
MidAtlantic Construction

HVAC/Energy Upgrades
HVAC/Energy Upgrades
HVAC/Energy Upgrades
HVAC/Energy Upgrades
HVAC/Energy Upgrades
Boiler Replacement
Direct Install Energy Upgrades
Direct Install Energy Upgrades
Direct Install Energy Upgrades
Direct Install Energy Upgrades
Direct Install Energy Upgrades
Direct Install Energy 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

Lochinvar Introduces Micro CHP

Lochinvar, one of the industry's leading high-efficiency boiler and water heater manufacturers, and EC POWER, the top European producer of residential and commercial combined heat and power plants, recently announced a strategic partnership to launch a cutting-edge cogeneration (CHP) product in North America.

CHP is an energy efficient technology that generates electricity and captures the heat that would otherwise be wasted to provide useful thermal energy—such as steam or hot water—that can be used for space heating, cooling, domestic hot water and industrial processes in commercial facilities, such as hospitals, universities, hotels and multi-family complexes.

Cogeneration is a huge step in sustainability and energy efficiency. The concept has proven to be incredibly successful in the European market and it continues to grow in popularity here in North America. CHP technology officially launched in January and is available now.



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