

Summer 2019

Commercial Broker Goes Energy Efficient, Lands New Tenant



The Cooper River East office building overlooks Cooper River Park, the 346-acre crown jewel of the Camden Counties park system.

Bill Pounds, owner of WHPounds Commercial Real Estate, LLC, a commercial brokerage firm, was looking to make significant changes to his Cooper River East office facility in Pennsauken, NJ. The attractive building, constructed in the 1960s, had begun to show interior wear and tear, and was in dire need of a makeover. But to justify the reconstruction expense, Pounds needed to place a major tenant in a long-term lease.

Overlooking the 346-acre Cooper River Park, the crown jewel of the Camden Counties park system, the facility sits in an enviable location—one that affords any organization a balanced work environment for their staff. The park features a 3.8-mile walking and biking loop, two softball fields, a restaurant, driving range, fishing area, and a sculpture garden. The nearby Camden County Boathouse is home to many prestigious world class rowing events.

So, the decision was made to gut the building down to steel and concrete and

rebuild. One big dilemma, however, was how to properly condition the space inside with heating and air conditioning.

Bill turned to his long-time HVAC specialist Sean Geraghty of Hutchinson/AMS Mechanical for a design solution. The Hutchinson/AMS team redesigned the HVAC system, upgrading from antiquated through-the-wall units to an energy efficient Variable Refrigerant Volume (VRV) system. This type of system is considered the “Rolls Royce” of heating and air conditioning systems. VRV is a very sophisticated technology based on several principles: refrigerant-only inverter compressors that allow lowering power consumption with partial cooling and heating loads, multiple indoor units on the same refrigerant loop, and the flexibility of modular expansion.

“The system allows for multiple control points on a floor, enabling you to refine the AC and heating of different spaces,” explains Sean Geraghty. “It’s a great solution for businesses with varying

numbers of people throughout the office space, along with spaces in the building that might typically be warmer than other spaces due to sunlight. And, it is extremely quiet!”

“With each floor measuring just under 10,000 square feet in the 40,000-square-foot building, there are typically just two or three control adjustments,” added Bill Pounds. “This new system has 10 adjustments per floor—it’s very flexible and one of the most efficient air conditioners on the market.”

WHPounds’ investment certainly paid off. After retrofitting the space, Bill signed a long-term lease with a major health care company.

“Without Sean’s design, it would have been extremely difficult to retrofit the building in a modern way for a new tenant,” continues Bill. “The Hutchinson/AMS team was innovative, timely, and cost efficient.”



Riddle Me This

Q: Who can shave up to 10 times a day, but still have a beard?

A: A barber.

Q: What should you do if you get attacked by a group of clowns?

A: Go straight for the juggler.

Q: What is always in a corner yet travels throughout the world?

A: A postage stamp.

Q: What is one lie that we all tell?

A: "I have read and agree to the terms and conditions."

Q: What do you do with a sick chemist?

A: If you can't helium or curium, you might as well barium.

Q: When should you watch your cheese carefully?

A: When it's up to no Gouda.

Q: What question can someone ask all day long, always get totally different answers, and yet all the answers could be correct?

A: What time is it?

Q: How do you know carrots are good for your eyes?

A: You never see rabbits wearing glasses.

Q: Why did the golfer wear two pairs of pants?

A: Just in case he got a hole in one.

—Riddles.fyi

Branson's Rules For Success

Billionaire entrepreneur Sir Richard Branson is undeniably successful. He's built eight billion-dollar companies, established a nonprofit foundation, and written six books. He also plays a lot of tennis. What's his secret? He's got several, and they've been compiled on CNBC's *Makelt* website:

- **Follow your dreams.** "Those people who spend their time working on things they love are usually the ones enjoying life the most," Branson says.
- **Do some good.** "If you aren't making a positive difference to other people's lives, then you shouldn't be in business."
- **Believe in your ideas.** "If you aren't proud of your idea and believe in your plans, why should anybody else?"
- **Have fun.** "If you're not having fun, then it's probably time to try something else."
- **Don't give up.** "On every adventure I have been on—whether setting up a business, flying around the world in a balloon, or racing across the ocean in a boat—there have been moments when the easy thing to do would be to give up," Branson has written. However, he never gives in.
- **Keep setting challenges.** "Write down every single idea you have, no matter how big or small," he once blogged. Then challenge yourself to follow through.
- **Delegate.** "If you find people who can take on tasks you aren't good at, it frees you up to plan for the future."
- **Take care of your team.** "If your staff are having fun and genuinely care about other people, they will enjoy their work more and do a better job."
- **Get away from your office.** "Rather than sitting in front of a screen all your life, switch off the TV or the computer and go out into the world," he says.

Print Books Still Most Popular

Books are alive and well in the digital age, but we're consuming them differently from the way we have in centuries past. The *Pew Research Center* reports that 74 percent of Americans say they've read a book in the past year, a figure that's remained fairly constant since 2012.

We're not all "reading" the same way, though. Print books may be the most popular format, with 67 percent of Americans reporting they've read one in the past 12 months, but the share of Americans consuming audiobooks has increased from 14 percent to 18 percent since 2016.

E-books are also a factor in our reading choices, though they're not taking the place of paper for now. Thirty-nine percent of readers say they read only physical print books, although 29 percent say they read both print and digital books. Just 7 percent report reading books exclusively in digital format and say they haven't read any dead-tree books in the past year.

Stay Focused On The "24-Hour Rule"

Renowned pro football coach Don Shula's successful career was based, in part, on a policy of looking forward to the next challenge instead of dwelling on his previous victories or failures. Shula's "24-hour rule" exemplified that.

The coach allowed himself, his fellow coaches, and his players 24 hours at the maximum to celebrate a victory—or agonize over a defeat. Shula encouraged them to feel the emotions of success or failure as deeply as they could. After 24 hours, though, the team was expected to stop talking and thinking about the experience and focus their concentration and creativity on preparing for the next game.

The lesson? Keep your failures and victories in perspective, and you'll do better over the long run.

Try These Tips To Manage Your Time

Managing your time effectively is essential to success at any job. From the *Entrepreneur* website comes this list of time management tips that will help you get the most out of every minute:

- **Share your priorities.** First, establish the basic tasks that are at the top of your responsibilities. Then share them with your co-workers and subordinates (if you have any). Make sure they align with your manager's priorities.
- **Get a good calendar.** You'll do a better job of keeping track of what's important with a calendar that lets you schedule and spotlight priorities. Put your major tasks at the top so you can focus on them early, when your energy is at its highest.
- **Work around your peak times.** Figure out when you're at your best—early morning? Just before lunch? Schedule your toughest and most important tasks for those times so you can do your best work.
- **Distinguish opportunities from operations.** Some busy executives design their days around two components: opportunities, which involve growth, sales, and/or influence; and operations, which call for delivery, follow-up, and fulfillment of commitments. This distinction can help you keep track of what you should do throughout the day
- **Delegate.** Don't try to do it all. Identify the tasks only you can carry out, and eliminate or delegate the rest. Work with your manager to determine the best strategy for both areas.

SPEED BUMP

Dave Coverly



Beware Of Common Workplace Safety Threats

Safety at work is everyone's concern. The *National Safety Council* has identified these common hazards that managers and employees alike should watch out for:

- **Working at a height.** Falls from a higher level account for 14 percent of workplace fatalities, according to the U.S. Bureau of Labor Statistics. Beware of working on ladders and roofs, and be sure you have adequate fall protection.
- **Poor housekeeping.** Boxes and other clutter that block exits are one problem. So are boxes stacked too high that may interfere with a sprinkler head in case of fire. Check your workplace for anything that might create an obstacle or hazard.
- **Electric cords.** Plugging too many extension cords or power strips together is dangerous. So are frayed cords that could cause a shock or a spark. Cords can also present a tripping hazard.
- **Chemicals.** Be sure to keep cleaners, paints, and other chemicals stored safely. Check expiration dates, and follow procedures for disposing of them safely.
- **Confined spaces.** Limited freedom of movement can be deadly if a fire or other emergency breaks out. Make sure employees are fully trained, and follow necessary precautions.

Ozone Layer Is Recovering, Scientists Report

Some good news about the environment comes from the *UPI* website: Scientists say that the hole in the ozone layer above Earth's Northern Hemisphere is expected to disappear in the 2030s.

The ozone layer protects the surface of the Earth from hazardous ultraviolet rays from the sun. When the rupture was measured in the late 20th century, many nations joined the Montreal Protocol, which sought to reduce the use of chlorofluorocarbons and other ozone-depleting substances from aerosol cans, cooling and refrigeration systems, and other sources. A second measure, the Kigali Amendment, is expected to reduce even more ozone-eroding gases in refrigerators, air conditioners, and other products.

The Southern Hemisphere's ozone layer is expected to fully recover in the 2050s, followed by polar regions in the 2060s.

"The road to success is dotted with many tempting parking spaces."

—Will Rogers



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Energy efficient upgrades at the Cooper River East office building. See page 1.

What's Up At Hutchinson?

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

For Contractors:

- Joseph's House of Camden - Camden, NJ
- G4 AAA - Hamilton Township, NJ
- Our Lady Queen of Peace Church - Hainesport, NJ
- Wesley Enhanced Living - Media, PA
- Princeton Ascend Mixed Use - Princeton, NJ

- Axis Construction
- Costanza Construction
- Big Sky Enterprises
- Wohlsen Construction
- A&E Construction

For Owners:

- Georgia-Pacific Gypsum - Camden, NJ
- Coim USA Prepolymer Production Facility - West Deptford, NJ
- Larkin Associates - Branchburg, NJ
- Joshua Motor Groups - Palmyra, NJ
- Ganttown Plaza - Washington Township, NJ
- Ocean Gate Municipal - Borough of Ocean Gate, NJ
- Manalapan Fire Department - Manalapan, NJ
- Shrewsbury Board of Education - Shrewsbury, NJ
- Village Charter School - Trenton, NJ
- Woodbury School District - Woodbury, NJ
- Frank Fun Center - Point Pleasant, NJ
- McNaughton's Nursery - Cherry Hill, NJ
- Clear Cut Manufacturing - Pennsauken, NJ
- Lord of Life Lutheran Church - Tabernacle, NJ
- Delran Fire Department - Delran, NJ
- Quaker Chroma Imaging - Moorestown, NJ
- Piccolo Restaurants - Ewing, NJ/Newtown, PA/Doylestown, PA
- The Reserve at Lake Ridge - Whiting, NJ
- Princeton Montessori School - Princeton, NJ
- BCCAP - Delanco, NJ
- St. Mark's Parish - Trenton, NJ

- Design-Build HVAC Replacement
- HVAC for Facility Addition
- 128-ton Chiller Replacement
- HVAC/Energy Upgrades
- HVAC/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
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- Service Maintenance Program
- Building Controls
- Building Controls



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