

Spring 2018

Don't Sweat It: Hutchinson Keeps Members Cool at The Edge Fitness Clubs

Fitness buffs working up a sweat at one of The Edge Fitness Clubs will be cool and comfortable during their workouts thanks to Hutchinson.

The Connecticut-based Edge Fitness recently made its grand debut into the Philadelphia market as part of its overall expansion and turned to Hutchinson for their EXPERT recommendations and designs. For starters, Hutchinson is managing the mechanical interior fit-ups with "The Legacy Companies" for all the club's new locations in New Jersey, including Washington Township, Deptford, Cherry Hill, Delran, and Somerton, Pennsylvania.

"Temperature control, and ventilation are key to keeping our members comfortable in our fitness facilities—whether they are training in the workout area or freshening up in the locker rooms," says Don Riccio, president and founder of Legacy Companies, who was hand-picked by the owners from The Edge Fitness Clubs to oversee the design and construction of every facility from Delaware to Connecticut. "Hutchinson is a valuable partner—they provide solid recommendations, do exceptional work—and work within our budget. In fact, Hutchinson consistently offers value engineering to help keep project costs down. They offer new, innovative ideas for our consideration, and most importantly



they have the manpower to be able to get in and out of these jobs efficiently," says Riccio.

Additionally, The Edge Fitness has retained Hutchinson to handle the HVAC service and maintenance for the next five years under a full parts and labor warranty program. The Edge and their members will receive Hutchinson's expert service and keep their investments running at optimal performance and maximizing life expectancy with fewer service calls.

Throughout its 30-year history, The Edge has earned a reputation as a

premium health club with an abundance of amenities, designed to offer something for everyone at every fitness level—all at a reasonable price.

The Edge offers individual and group training (spinning, yoga, Zumba, kickboxing and more), a workout area featuring machines, free weights, indoor turf and a training floor. Amenities include The Edge juice bar, retail area, tanning and massage, and edge cinema where members can work out and watch movies simultaneously while exercising on treadmills, bikes and ellipticals.

Incentives Available up to 100% for Energy-Efficiency Upgrades for Commercial, Industrial and Government Buildings

Direct Install, offered through New Jersey's Clean Energy Program™, pays up to 70% of eligible project costs. NJNG customers can finance up to 30% of the remaining balance at 0% APR through The SAVEGREEN Project® On-Bill Payment

Program, while South Jersey Gas customers will find similar financing through their Energy Finance Solutions group.

Direct Install is a turnkey solution that makes it easy and affordable to upgrade to high-efficiency equipment. The program

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Keep Your Energy High Throughout Your Workday

Maintaining your energy all day can be a challenge. Don't ignore physical or mental fatigue, but don't surrender to it, either. Try these tactics for recharging:

- **Move around.** Take a walk, even if it's just a quick stroll around your office. Getting your blood flowing speeds delivery of oxygen and nutrients to your body.
- **Take a deep breath.** Sit up straight to open your chest cavity and get more oxygen into your lungs. Here's an exercise: Breathe out through your mouth completely. Then inhale through your nose for four seconds. Hold it in for seven seconds, and then exhale for a count of eight seconds. Do this four times to refresh yourself.
- **Drink sufficient fluids.** Water, like air, delivers oxygen throughout your body. If you're dehydrated, you'll feel tired. Drink plenty of water or a low-calorie sports drink.
- **Eat a healthy snack.** Give yourself a pick-me-up with a healthy snack, but be sure to avoid salty or sweet snacks, as they cause dehydration and make your blood sugar crash.



Genetics May Control Your Coffee Intake

The amount of coffee you drink may be based on your genetic makeup. A study by an international team of researchers, written up in the journal *Scientific Reports*, identified a gene that regulates the expression of other genes connected to caffeine metabolism.

The gene, PDSS2, hampers cells' ability to break caffeine down, which causes it to remain in the body longer. Thus, people with the gene will feel the effects of caffeine longer, reducing their desire for more.

The scientists examined genetic data from two groups of people in Italy, and they asked participants to record how many cups of coffee they drank each day. People with a variation in their PDSS2 gene tended to drink less coffee than those without the variant. The study was replicated in a similar study carried out in the Netherlands.

So if someone ever tells you that you're drinking too much coffee, you can blame it on your genes.

What Makes Old Faithful Well... So Faithful?

Yellowstone Park's Old Faithful geyser erupts every 90 minutes, sending water and steam high into the air to the delight of spectators. According to the *Science Magazine* website, geophysicists have identified the origin of all that water.

Listening to natural vibrations (instead of relying on seismic waves produced by explosives that would damage the park's environment), the scientists discovered a region of porous rock 200 meters across and 50 meters deep slightly to the west of the geyser. The underground tank contains hundreds of millions of liters of water heated by magma, so there's no chance of Old Faithful running dry soon.

How To Manage Different Types Of Workers

To be effective as a manager, you have to be able to guide and motivate a diverse group of individuals. Here's a look at a few personality-types you might encounter amongst your workforce and tips for getting the most from them:

- **In charge.** These employees like to make decisions and run things. You should accommodate their strengths while staying on top of your overall goals. Let employees in this category take center stage on tasks that are appropriate to their skills and experience. Feed their desire to feel important while monitoring their progress.
- **Behind-the-scenes.** These workers tend to be quiet and cautious. They may have good ideas but won't push to make them heard. Build their confidence by asking their opinions, praising their ideas when appropriate, and reinforcing positive aspects of their personality, like their desire to avoid conflict.
- **Rebellious.** These employees want to challenge the status quo. They can be difficult, but if they have the best interests of your organization at heart, they'll be worth the trouble. Don't get into arguments with them. Reinforce the positive aspects of their personality without engaging the negative. Behaviors that don't get reinforced will usually fade with time.

SPEED BUMP

Dave Coverly



Driverless Cars Coming To A Street Near You?

Drivers can't wait for self-driving cars, according to a survey by Bosch Mobility Solutions. Out of 1,000 U.S.-based new car buyers 18 years or older, 52% said they expect to own a self-driving vehicle within the next 10 years. Only 14% said they would never buy a self-driving car, and 14% were undecided.

Although 72% of survey participants signaled worries about lack of control in a vehicle they don't drive themselves, 61% said they believe self-driving cars could lead to a decrease in traffic accidents, and 55% highlighted more free time and less stress as a benefit to driverless cars.

How To Fix Your Team When Trouble Crops Up

Even the most successful teams hit an occasional rough patch. As a leader, it's your job to watch out for interpersonal conflicts that can derail their best efforts. Here's how to steer your team through the rough patches:

- **Observe the group at work.** You can't depend on meetings and memos

to assess the health of your team. Join them as they perform their mission so you can watch how they interact and work together. Naturally they'll be on their best behavior with "the boss" watching, but if you do it often enough and maintain a low profile, you'll see signs of trouble if they're present.

- **Talk to team members one on one.**

Seek your employees' input privately. Listen to their observations about how the team is functioning. You're not looking for tattletales, but you should ask for realistic information on how the team can work more effectively. (Confidentiality is crucial to trust and honesty, of course.)

- **Bring in outsiders as necessary.** Bring in a professional facilitator or trainer to help your team work through problems more quickly. Someone from outside your organization won't share your assumptions and your team members' preconceived notions of how their work should be done.



Scientists Developing Energy-Producing Clothes

Someday soon you may be able to charge your smartphone or Fitbit with a simple walk around the block, according to the *NBC News* website.

Scientists at the University of Texas at Dallas are working to develop fabrics using carbon nanotubes. The super small, hollow tubes are 10,000 times thinner than a human hair. When twisted into coils and stretched, they can produce a minuscule electrical current. One recent test of a tight shirt using the special yarn produced 16 millivolts every time the person wearing it inhaled—not enough to charge a smartphone, but enough, perhaps, to send health information to another location.



What is the world record for the most snowfall in a 24-hour period?

Trivial Matters

- 1) Ironically, the name of the author who penned the season-themed poems *A Winter Eden* and *Dust of Snow* was?
 - a. Robert Frost
 - b. William P. Snowdon
 - c. Lilian Winters
 - d. Ice T
- 2) What is the world record for the most snowfall in a 24-hour period?
 - a. 30 inches in Prince George, B.C.
 - b. 56 inches in Waterville, Maine
 - c. 76 inches in Silver Lake, Colorado
 - d. 110 inches in Rimouski, Quebec
- 3) In *North to Alaska* (1960), Sam leaves cold Nome, Alaska and sets out for Seattle so he can bring back what to his friend George?
 - a. a promising new medical treatment
 - b. George's fiancé
 - c. George's three grandchildren
 - d. a snow cone maker
- 4) What color snow fell over an area of 1,500-square-kilometers in Siberia on February 2, 2007?
 - a. Orange
 - b. Black
 - c. Pink
 - d. Gold
- 5) At Gemsstock ski resort, a portion of Gurschen glacier was covered in foil to protect it from melting. In what European country is the resort located?
 - a. Austria
 - b. Switzerland
 - c. Italy
 - d. Germany

Answers: 1.) a 2.) c 3.) b 4.) a 5.) b

What's Up At Hutchinson?

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

- Ronald McDonald House Camden, NJ
- Dollar General Clayton, NJ
- Cheltenham Mall, Phase II, Wyncote, PA
- Burlington Coat Corporate Office, Burlington, NJ
- Edge Fitness, Feasterville, PA

For the owner:

- The Gramercy at Lakeside Manor, Hazlet, NJ
- Brick Department of Public Works, Brick Twp, NJ
- Admiralty Condominium, Monmouth Beach, NJ
- Central Jersey Blood Center, Shrewsbury Twp, NJ
- Kulzer & DiPadova Esq, Haddonfield, NJ
- NAI Mertz, Mt. Laurel, NJ
- Lenola Fire Company, Moorestown, NJ
- Robert Wood Johnson Foundation, Princeton, NJ
- Stylex Seating, Delanco, NJ
- Interstate Realty, Marlton, NJ
- Weissman Children's Rehab Center, Pennsauken, NJ
- The Edge Fitness Clubs, various locations
- Habitat for Humanity, Cape May Court House, NJ
- Silvi Concrete Fairless Hills, PA
- Princeton Dental upgrade Honeywell controls
- PCS/HMW 304 Harper, Mt. Laurel, NJ

- Glendale Builders
- Bannett Builders
- A & E Construction Inc.
- MPC Construction
- Legacy Construction Inc.

- Direct Install Energy Upgrades
- Direct Install Energy Upgrades
- Direct Install Energy Upgrades
- Direct Install Energy Upgrades
- Direct Install Energy Upgrades
- Direct Install Energy Upgrades
- HVAC Upgrades
- HVAC Upgrades/Tube Heaters
- HVAC Upgrades
- Service Maintenance Program
- Service Maintenance Program
- Service Maintenance Program
- Honeywell Controls
- HVAC/Honeywell Controls
- Upgraded Honeywell Controls

Incentives

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is designed to cut your facility's energy costs by replacing lighting, heating, cooling and ventilation (HVAC) and other outdated operational equipment with energy-efficiency alternatives.

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.

To learn more about Hutchinson and its energy service offerings, contact Dicoordinator@hutchbiz.com or call 888-777-4501 to schedule an energy assessment.



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

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