

The Commercial Connection

Laugh a little, learn a little & take a break from the daily grind!

Summer 2008

Who's Gonna Tell You When, It's Too Late?

—The Cars

"Does anybody really read this stuff?" That's what we wonder with every issue of *Commercial Connection*. Well, we now know that at least one person peruses this quarterly little rag because they called and started asking questions about our "Should It Go Or Should It Stay Now?" edition. Kind of "made our day," as the cliché goes.

In case you forgot, the concept entertained in that recent issue challenged that the replacement of an existing system more than 15 years old would provide an average of a 2.5-year payback through energy costs when replaced with a new, more efficient unit.

But, as we all know, time flies, and 15 years can zip by as fast as a Nolan Ryan fastball. So, the question lingers: Is 15 years the best we can muster out of a perfectly good HVAC system that seems to be serving its purpose?

Well, maybe, maybe not. Truth is, many commercial HVAC products are designed for a life expectancy of 15 to 20 years, and as you can imagine, many factors beyond the control of the original equipment manufacturer dictate the actual reliability and cost effectiveness of operating the equipment during its useful life period. In some cases, 15 years can be easily exceeded, but all too often, years of neglect preclude this. The chart above provides



some loose guidelines to help you along in your determination. However, it's important to carefully examine each piece of equipment before reaching a decision to repair or replace a system.

Understand the history of your system - A careful examination begins with the collection of all available

Equipment Service Life

Equipment Item	Yrs	Equipment Item	Yrs	Equipment Item	Yrs
Split System AC	15	Fan-coil units	20	Cooling towers: Galvanized	20
Water cooled AC	15	VAV Boxes	20	Cooling towers: Wood	20
Heat Pumps	15	Duct work	30	Cooling towers: Ceramic	34
Water Source Heat Pump	19	Fans: Roof-mounted	20	Pumps: Base mounted	20
Packaged Roof-top Units	15	Coils: DX: water/steam	20	Pumps: Pipe mounted	10
Boiler: Steel water-tube	27	Shell & Tube Heat Exch.	24	Sump and well Pumps	10
Boiler: Steel fire-tube	25	Recip compressors	20	Condensate Pump	15
Boiler: Cast Iron	33	Chiller: Reciprocating	20	Motor Starters	17
Boiler: Electric	15	Chiller Centrifugal	23	Pneumatic Controls	20
Furnaces	18	Chiller Absorption	23	Electric Controls	16
Unit Heater: Gas	13	Radiant heater Steam: HW	25	Electronic Controls	15

—Source: ASHRAE Handbook

information regarding the system, including records of the original installation, periodic maintenance and repairs.

Inspect the equipment - Overall appearance of each unit will provide valuable information about the quality and

attention to maintenance provided the unit. The cabinetry should be intact and fastened properly; check the condition of the coils as well, and look for evidence of dirt, debris or physical damage to the coils.

Find out what, if any, manufacturer or contractor-



Technician Rich Britt...Maintenance pays!

supported warranty coverage remains on each unit.

Studying current operating expenses as well as projected repair and operating expenses better equips you to make the decision to repair or replace existing equipment. Compare these expenses to the operating costs of

new, high-efficiency equipment.

Finally, as you make your decision to repair or replace, consider applicable utility rebates for the installation of high-efficiency equipment.

And, of course, "Who's Gonna Tell You When?"... **Hutchinson Mechanical Services!** Give us a call; that's what we do!

HUTCHINSON

Mechanical Services

George Hutchinson III, LMP, Plumbing License Number 6311
Scott Johnson, Licensed Electrical Contractor, Number 9285B



Maintenance Is A Good Investment!

Correcting deteriorating performance is far less expensive than waiting for failures to occur.

- Equipment failures require service. But certain faults, due to degrading equipment, also require service in a less obvious way.
- Every day that performance is degraded, it adds another day of costs. Day after day, these costs accumulate, and end up costing more than repairing an outright failure.

Degraded performance adds costs:

- Higher energy bills – HVAC systems average 30% of a building's energy consumption. Poor performance can increase energy consumption from 20%-50%.
- Early compressor failure raises the cost of equipment ownership because compressor replacement is the most

expensive repair.

When performance of degrading equipment is restored, it produces an immediate payback by:

- Eliminating problem areas and improving occupant comfort.
- Extending the life of the most important and expensive component in your rooftop unit—the compressor.

What's New at Hutchinson?

Hutchinson has been fortunate to be selected as a partner for the following projects:

For The Owner

- Modern Handling Equipment
- SJ Federal Credit Union
- Flying Fish Brewery
- Christ the King Church
- PEAC Health & Fitness
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- Catelli Brothers Service Contract
- Liberty Property Trust Service Contracts
- St. Maria Goretti Service Contract
- Renaissance Marble ATC Project

For Horstmann Lynch Construction

- Smith Barney Fitout

For Grace Construction

- Cherry Hill Volvo

For Bergman Real Estate Corp.

- Urban Engineers

Look for more information on these projects in upcoming issues of The Commercial Connection.

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