

# Commercial Connection

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

Winter 2008

## Should it Go or Should it Stay Now? —The Clash

**S**o you've received a quote from your contractor for \$2,500 in repairs to your 10-ton rooftop unit. It's certainly a big expense, and you're probably contemplating whether it's worth the investment or if it might be time to consider replacing that rooftop unit.

Studying current energy costs, as well as projected repair and operating expenses, better equips you to make the decision to repair or replace existing equipment. In many cases, if your equipment is aged, new high-efficiency replacements will provide significant utility savings that can be factored in as a "payback" in a decision to replace.

**Hutchinson Mechanical Services** is well equipped with state-of-the-art software to provide you with a detailed energy audit to aid in this decision-making process. We have found that any existing system more than 15 years old will provide an average of a 2.5-year payback through energy costs alone when replaced with a new, more efficient unit. Combine this with the cost of repairs and maintenance and the payback time is substantially reduced.

You should also consider potential savings that new equipment warranties will provide compared to out-of-warranty repair estimates. The purchase of extended warranties and scheduled maintenance programs offer additional savings worthy of consideration. Often these warranties can be negotiated into the initial purchase price for new equipment and offer an affordable approach to future maintenance and repairs.

Equipment improperly maintained and serviced is likely to be less reliable and less efficient, resulting in increased operating costs and premature failures and repair costs. Consider the age of the unit, warranties or service contracts that apply, and the condition of the unit. Has it been well-maintained, and what repairs are needed in the short term and



*Sometimes you go...  
Leon Kordowski (above)  
installing new replacement  
RTU at Aberdeen Medical.*

*Sometimes you stay...  
John Galiuzzi (right) tunes  
up a unit at Danzeisen-  
Quigley Sports.*



the long term?

The best and most cost-effective approach is to be proactive in budgeting for replacement equipment at 15 years of age. This will reduce the unexpected expense of emergency repairs and the costs associated with downtime and decreased productivity. Keep in mind that when you have to make a

quick decision to repair or replace, the parts are typically more readily available than the new unit and may force you into making a poor financial decision in an effort to get the system operating as quickly as possible.

## HUTCHINSON

*Mechanical Services*

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# Holiday Thoughts

The holiday season is once again upon us. As we frantically rush around and carry out our normal business and personal obligations, it's important that we stop to take a few moments to reflect.

We are grateful to have a successful business, with dedicated, hardworking employees, outstanding team partners, supportive corporate friends and, of course, loyal clients. You are the heart and soul of our company, without whom our success would not be possible.

All of us at Hutchinson Mechanical Services wish you safe and healthy holidays and a year ahead filled with happiness, promise and opportunity.

## What's New at Hutchinson?

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

### **Ehret Construction Inc.**

Sunnybrook Golf Club

### **Opus East**

Princeton South Mercer Oak Fit-Out

### **Delran Builders**

Comcast Sewell

### **Guild Construction**

Hartford Corner

### **Fentell Corporation**

Wealth Management

### **For The Owner**

- Fenestration Consultants Service Contract
- Impact Office Products Service Contract
- Premier Press Service Contract
- Sun Edison - New Vision Technologies Service Contract
- Underwood Engineering ATC Project
- Mercadian Group ATC Project

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



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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.*