

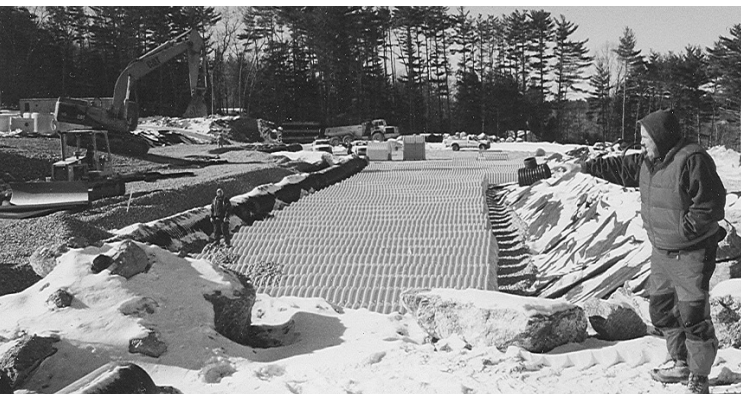
PEPtalk

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High-degree of difficulty in zero degree weather — Team EJP Concord tackles a tough project for Lowes

The dedication and toughness of Team EJP Concord, NH is shining in a big way as it handled what Division Manager Jim Ripley describes as “the most difficult site (for this type of project) that we have seen in a long time.”

The project we’re talking about is the largest on-site storm water retention system in the state of New Hampshire. The system consists of 6000' of 48" perforated Sure-Lok PE drainpipe, 1800 Stormtech chambers, and all the associated headers and support pieces required to make it all fit together and work properly. Also, Team EJP New Hampshire is supplying contractor A.J. Coleman & Sons with the necessary products to contend with a myriad of underground utilities (water, sewer, drain, electrical, gas, etc.).



Adding further challenge to this project is the fact that the construction site is literally on the side of a mountain. This has required the blasting and removal of some 300,000 C.Y. of ledge/rock as well as excavation of 200,000 C.Y. of other on-site materials.

All of this in the dead of winter in Bedford, NH. It's a challenging project to say the least and our hats are off to Site and Heavy Construction Manager Noah Coleman, Project Manager Sam Donovan and the rest of the A.J. Coleman & Sons' crew. Thanks to the hard work and dedication of both Coleman and Team EJP, this project is scheduled for on-time completion in early spring.

Round Lake, NY upgrades service capabilities in more ways than one

Team EJP Round Lake couldn't wait for their new service truck to arrive in March, 2005. So much so, they decided to hold a demonstration for the benefit of both their employees and their customers. Brian Burns of Team EJP South Burlington, VT and Ken Holhut of Team EJP Springfield, MA



agreed to provide their trucks as well as conduct hands-on demonstrations. To further encourage local contractors and municipal representatives to attend, OSS Don Sherwood (AKA-Uncle Don's Hog Wild Country Barbeque) created one of his famous Barbeque Breakfasts, complete with fresh scrambled eggs, bacon, sausage, biscuits and sausage gravy. The breakfast was delicious and Ken and Brian did a fine job of communicating with customers, answering questions and showing the many different ways that the new service truck can help them.

The breakfast proved to be both a successful training exercise on Round Lake's new capabilities as well as a spontaneous customer appreciation event. Now that's what we call good service. *Great job, everyone.*



Knowledge and recognition abound at Service Technicians' Training – 2005

In late February, our new Home Office training room was the site of the third annual EJP Service Technicians' Training Event. CEO Peter Prescott and COO Stan McCurdy opened the meeting by congratulating the technicians on a successful and safe 2004. Brian Burns from Team EJP Burlington, VT was recognized for his exceptional safety suggestions for Dew Construction's Marble Island Project. An award was also presented to Paul Dolan, of Team EJP Middleton, MA for his status as the Most Productive Service Technician of 2004.

Safety Coordinator Bob Moody began the training session with a presentation on gas detectors and overall safety followed by Robbi Lockhart who covered new equipment and tools. Cliff Locke, from Northeast Gas Association, qualified all of our Techs on HDPE butt fusion, electro fusion, and mechanical joint connections for the gas industry and Warren Verga from Utilitronics conducted a presentation on locating lines and leaks. Bob Rogers from McElroy Equipment Inc. concluded the session with an extensive class on McElroy HDPE fusion machines and how to resolve potential problems in the field.

The session was a complete success and we salute the efforts of our 16 Service Technicians as well as all the presenters. Once again, the best Technicians in the field took full advantage of an opportunity to become even better.



Team EJP West Carrollton sells first Sensus Fixed Base Meter Reading System

Congratulations to OSS Dave York of Team EJP West Carrollton, OH and meter specialist Greg Prescott for signing the first Fixed Base Sensus Meter contract in EJP history. The project for the City of Oakwood calls for the installation of over 3300 meters & reading equipment, including a base station and antenna. Scheduled for completion in August, 2005, Oakwood began installing small meters in January, 2005, with Team EJP installing all meters 2" and larger. Special thanks go to Doug Vermillion and Jeff Cunningham from Sensus Technology for their great work that gave City Engineer Kevin Weaver and Asst. Public Works Director Mike Wenclewicz the confidence to approve this project.

Team EJP Lincoln, RI beats "Old Man Winter" to the punch

In late fall of 2004, Richmond Hill Estates in Dighton, MA discovered that they needed to change out their water retention system. With winter fast-approaching, time was of the essence and Chris Francis of EJP Construction and Christine Matrone of Commonwealth Engineering needed a supplier who could get things done. That's where Al D'Ambrosca of Team EJP Lincoln, RI stepped in. Working closely with Guy Canto of Hancor and Hancor's engineering staff, Al coordinated the delivery of 2-36" Eco-First Landmax retention systems, containing about 2500' of 36" pipe.

The project went off without a hitch and well before the first storm of the season. Congratulations to all, on a job well done.

Team EJP has a big finish for the "Victory Junction Gang"

Following up on an article in our Winter Issue, Team EJP was proud to participate in a fundraising effort to support Mike Waltrip's **Operation Marathon** for the Victory Junction Gang, a medical camp for critically ill children. The Victory Junction Gang is NASCAR's top charity program. EJP's fundraiser began in Fall, 2004 and concluded on December 17th.

The wonderful support from our customers, vendors, friends and employees exceeded our wildest expectations. At EJP's Christmas Party on December 23rd, CEO Peter Prescott announced that total proceeds raised **exceeded \$58,000**. We are truly grateful for this generous outpouring of financial support for such a great cause. Many thanks to all who participated:

VICTORY JUNCTION GANG CONTRIBUTORS

Customers, Vendors, & Friends

A.Y. McDonald Mfg. Co.
Advanced Drainage Systems, Inc. —
Northeast Zone
Lance Allard
Allen Uniform, Inc.
American Flow Control
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Doug Brown
Ed Brown
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Tom Webster
Dave Wheeler
Lewis White
Bob Wood
Steve Zanni
Richard Zinn

EJP Divisions

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Lafayette
Lima
Middleton
Mishawaka
Montpelier
Pembroke
Round Lake
South Barre
Springfield
Wabash
West Indy

INSIDE EJP

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Happy Retirement, Bud!

On February 10th, 2005, Team EJP Wabash had the great pleasure of honoring Bud Cartwright, Town of Converse, Indiana Superintendent of the Water and Sewer Department on his recent retirement. Division Manager Doug Labombard and OSS Dale Johnson presented Bud with a commemorative meter lamp in appreciation for the considerable loyalty and support he gave to EJP over the years. *Congratulations, Bud and we wish you well in the years ahead!*

Thirteen join Team EJP

Thirteen people joined eight divisions over the past three months. A warm welcome to:

Kristian E. Arsenault Home Office, ME – Eng. & Marketing
Brian B. Blozie So. Barre, MA – Machine Shop
Richard C. Desjarlais Lincoln, RI – Machine Shop
David E. Emerick Fort Wayne, IN – Administration
LaRoy Fields Fort Wayne, IN – Yard
Dawn K. Gross Lincoln, RI – Administration
Danny C. King PEP Trans., ME – Pep Drivers

Danielle M. McKinstry So. Barre, MA – Administration
Michael R. Metcalf Burlington, VT – Eng. & Marketing
David J. Palilunas PEP Trans., ME – Pep Drivers
Jason L. Paul Lincoln, RI – Yard
Roger Pollock Middleton, MA – Eng. & Marketing
Jennifer A. Williams MBS, NH – Administration