

PEPtalk

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Team EJP Springfield Makes History at Indian Lake Dam

Team EJP Springfield Salesman Peter Hull and his partners at Tighe and Bond Consulting Engineers and North American Green spent six long months working with the Massachusetts Dam Safety Board. The hard work and long hours paid off big time in the first dam project in Massachusetts state history to approve the use of reinforced vegetation for dam overtopping. The large order involved the installation of P550 high-performance Turf Reinforcement Mat from North American Green. P550 is designed to replace rock riprap and allow the establishment of reinforced vegetation. Once the project was approved, the crew from Scapes Builders and Landscaping Company helped complete the installation on time and under budget. *Congratulations to all!*

A close-up look at the P550 erosion control project at Indian Lake Dam.

The polypropylene netting will reinforce the vegetation with superior overflow resistance.



Team EJP Warwick gets the word out

Making new business contacts isn't easy. To help local businesses promote themselves in the community, the Warwick, RI branch of



Bank of America provides free display space in their lobby. When Jason Normandin learned about this unique opportunity, he took matters into his own hands — literally. Jason and his crew took photographs of their facility and designed and built the pictured display all on their own. It not only looks good, but it's a great way to let local business people know what Team EJP is all about. *Well done!*



Concord gets creative...

For several years, Assistant Division Manager Leo Lavin wanted to transform a large piece of scrap pipe in the division's bone yard into a "pipe sign." During the long, cold winter of '04-'05, Leo and his crew finally found the time they needed to make it happen. Morgan McCarthy brought the old rusted pipe section inside the warehouse, and began the long process of stripping it down and painting it up. Morgan used automotive paint with a clear-coat finish for maximum durability against the unforgiving elements. Except for the custom-shaped pre-cast pillars that the sign rests on, everything was done in-house. The gang at EJP Concord invite you to stop by anytime and see Leo's creativity and Morgan's hard work for yourself.



The new "pipe sign" outside Team EJP Concord welcomes visitors in grand style.

...while staying safe.

In addition to being recognized for their creative signage, Team EJP Concord was also honored by the New Hampshire chapter of ABC (American Builders and Contractors) Association when they took home several safety awards at ABC's Annual Safety Awards Banquet, including:

- 1st place Safety Award for Suppliers for the 2004 season
- 1st place Most Creative Safety Program Award for the 2004 season
- No lost-time incidents for the 2004 season

Congratulations to these gentlemen and the entire Team EJP Concord Division on an outstanding year!



Assistant Division Manager Leo Lavin, Purchasing Agent Ed Brown, Inside Salesman and NH Safety Officer Rick Garland, Division Manager Jim Ripley, MBS Manager Andy Lane and Safety Officer Richard Zinn pose with their well-deserved rewards.

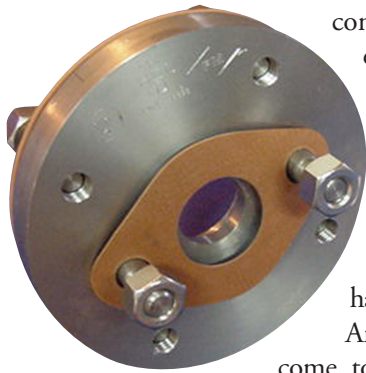
Quality Water Products Samples the Sweet Smell of Success

The job may not be glamorous, but Quality Water Products and Methuen Construction Co. aren't complaining. The two organizations have teamed up once again to help the City of Gloucester, Massachusetts Wastewater Treatment Plant cover their above ground tanks and move foul air to a bulk media filter. The scope of work includes furnishing and installing both buried and surface mounted foul air collection piping for the primary clarifiers, gravity thickeners, aerated grit tanks, sludge storage tanks, scum concentrator and screw pumps. The buried odor control piping was installed by Brian Boyle's crew using Hancor Blue Seal and Sure Lok WT. Sizes range from 6" to 36". The bio-filter headers are a combination of Blue Seal pipe and fusion welded 8" H.D.P.E. pipe. Expected completion is scheduled for this Fall. Congratulations to Guy Canto of Hancor as well as Jeff Carlos of QWP and Brian Boyle for making this project succeed!!

Red Hed Manufacturing — Redefining the Essence of Excellence

For decades, Red Hed Manufacturing has been recognized for dependable, high-quality products. As Bruce Halliday, Division Manager EJP-Lincoln and Red Hed Manufacturing looked toward the future, he saw an opportunity to take Red Hed's reputation a step further. The result? The first ever ALL STAINLESS STEEL Space Saver Flange. Thanks to Bruce's research on the machinery needs and Red Hed Shop Foreman John Lynch Sr.'s team of machinists, 4 unique material space saver flanges were shipped on April 28th to the Portland Division for a Maine client.

Stainless steel flanges are just one of the new innovations from Red Hed. Halliday and Lynch have also been researching several innovative



concepts to sharpen and diversify the Red-Hed product line. According to both men: "We have been working on the addition of a drain on several of our valves as many of our customers have been asking for this."

Another concept that has come to fruition after nearly 2 years of development is Red Hed's new line of LEAD-FREE BRASS. These products were developed in partnership with David Borges, President of Babs Manufacturing in Norton, MA. As Bruce Halliday explains: "All of our product line will be slowly changed over to lead-free material. Our goal is to be 100% converted by November 1st, 2005." Unlike many competing products which can contain trace lead up to 5%, this material is truly 100% lead-free. Best of all, thanks to Red Hed's aggressive recycling program, they will be able to offer these lead-free products without increased cost to the customer.

Thanks to innovative thinking with the customer's needs in mind, Red Hed Manufacturing is truly redefining the meaning of excellence.

At Team EJP Corfu, CPR Means "Complete Participation Regularly"

Under Safety Coordinator Bob Moody's company-wide program, every division of Team EJP is required to have at least 2 employees certified in CPR each year. For the last several years, the guys at Team EJP Corfu have taken Bob's program to heart in every way. EVERY employee of Team EJP Corfu becomes re-certified in CPR training each year. As Division Manager John Starr explains: "While I'm the one that organizes it, our guys volunteer to participate year after year. They're the ones that deserve all the credit."

We salute everyone at Team Corfu for taking our safety standards to a higher level.

Left to right, standing: Manager John Starr, Inside Salesman Bob Dickinson, Yardman Craig Ludwig, Inside Salesman Dave Hall, and Outside Salesman Terry Laubisch. Kneeling: Outside Salesmen Dick Kaulfuss and Truman Ayers pose with their training dummies at their annual recertification class. The class was sponsored by the American Red Cross and conducted by Lloyd Hogle.



Team EJP Celebrates its 50th Anniversary and New Home Office

The Open House has long been a favorite way for all EJP offices to talk a little business with customers while eating a lot of good food. On Friday, June 3rd, 2005 the new EJP home office opened its doors to just such an event for the very first time. The event celebrated EJP's 50th Anniversary and was the largest Open House in company history. Over 500 customers and vendors enjoyed a catered lunch of hamburgers, hot dogs, sausages and bratwurst with all the trimmings on a positively beautiful afternoon.

Attendees were taken on tours of the office and warehouse after they viewed displays from QWP, MBS, Red Hed, PEP Transportation, Hancor, Griffin Pipe, Fernco, U.S. Saw, American Flow Control, Star Pipe, HISCO, North American Green and the EJP Store.

The day couldn't have been better and all of us at the home office thank everyone who attended.



Above: Good food and good times abound at the Home Office Open House. Right: EJP's Home Office stands ready to welcome customers and vendors.



INSIDE EJP



Truman Ayers Honored with Lifetime Achievement Award

Team EJP Corfu Outside Salesman Truman Ayers received a very prestigious award from The New York Rural Water Association at their Annual Award Banquet Dinner on Tuesday, May 3, 2005. In recognition of his many successful years in the industry, Truman was presented with the "Friend of Rural Water Award." During his 10 years at Team EJP Corfu, Truman's co-workers have seen firsthand his dedication and commitment to customer service. We are all proud to see him recognized by his customers as well. *Congratulations, Truman!*

Thirty seven join Team EJP

Thirty seven people joined seventeen divisions over the past three months. A warm welcome to:

David A. Oakley Brockton, MA – Outside Sales
Shawn Sanders Brockton, MA – Service
Zach Gardiner Bangor, ME – Eng. & Marketing
Ronald G. Ferland, Jr. Concord, NH – Yard
Terence W. Perry Concord, NH – Yard
Robert K. Wells Concord, NH – Yard
Dennis M. Gorham Home Office, ME – Outside Sales
Christopher R. Goodrich Home Office, ME – Outside Sales
Larry J. Meyer Lima, OH – Eng. & Marketing
Michael Williams Lincoln, RI – Service
Rien W. Canham Lincoln, RI – Machine Shop
Watson A. Ayoola Lincoln, RI – Machine Shop
Mark E. St. Amand, Jr. MBS – Installer
Kevin W. Warner MBS – Installer
Edward F. Trinqu MBS – Installer
Lisa M. Miller MBS, NH – Administration
Calder L. MacDonald, Jr. Middleton, MA – Delivery
Reed A. Kipp Mishawaka, IN – Administration
Vincent E. Burkhart Mishawaka, IN – Delivery

Matthew J. Dearborn Mishawaka, IN – Outside Sales
Kenneth B. Dusek, Jr Mishawaka, IN – Yard
Luke T. Horning PEP Trans., ME – Pep Driver
Fred C. Kelley Pembroke, NY – Outside Sales
Clifford Pike Portland, ME – Delivery
John J. Miller Round Lake, NY – Administration
Carl E. Horstmann, Jr. Round Lake, NY – Delivery
Stephen Moore Round Lake, NY – Inside Sales
Christopher Hebert Round Lake, NY – Service
Thomas S. Gailor Round Lake, NY – Yard
Jeff Zacek So. Barre, MA – Machine Shop
Miguel A. Duque So. Barre, MA – Machine Shop
Kyle A. Perez So. Barre, MA – Machine Shop
Mike S. Johnson So. Barre, MA – Machine Shop
Robert K. Bell Warwick, RI – Delivery
James E. Marlow West Carrollton, OH – Yard
Lawrence A. Stahl, Jr. West Indy, IN – Delivery
Kenneth J. Reeves West Indy, IN – Eng. & Marketing