

PEPtalk

Winter 2006
Vol.15, No. 4

QUARTERLY NEWS FROM EVERETT J. PRESCOTT, INC.



*May Your Days
be Merry and BRIGHT.*

Season's Greetings From Your Friends at Team EJP!

This year-end edition of PEP Talk has more holiday spirit than ever before. Instead of our traditional holiday card, we decided to deliver our holiday greetings in PEP Talk and donate the money we save to charity. On behalf of all our hard working employees at all 27 Team EJP divisions, and our four sister companies – PEP Transportation, MBS, QWP and Red Hed Manufacturing – THANK YOU for a great year and best wishes for a joyous holiday season to you and your family. Our brave men and women in the Armed Forces are always on our minds here at Team EJP, but especially so at this time of year. We pledge our ongoing support to all our military personnel and our very best wishes for their prompt and safe return.

Peter Steve Alan

QWP Captures Christmas Spirit and Wins an Award

In an outstanding display of "Together We Will!" spirit lead by Cheryl and Dave Marc, the crew from Quality Water Products (QWP) went above and beyond the call of duty to decorate the company truck for the annual Barre Common Christmas parade. This important event is highly anticipated by the community, and the town common was packed with excited families awaiting the arrival of floats, bands, animals and Santa Clause. The QWP float was designed to include a giant snowman and snow woman built from scratch. At the end of the parade, everyone gathered for a tree lighting ceremony and awards. Quality Water received the Best Business Float award by unanimous decision! The Barre float committee explained, "The QWP float has exactly the type of spirit we were looking for." Thanks to all the QWP employees and families for their help, especially Cheryl and Dave who started this effort in October and rallied the team to victory. Happy holidays!



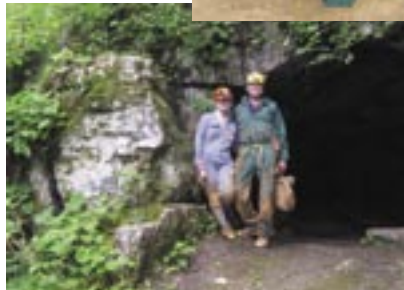
PEP Transportation MBS PIPELINE SPECIALISTS QWP Red Hed Manufacturing

Lafayette, Indiana Finds Lost Water via Waterworks

Kerry Smith, Lafayette's Waterworks Superintendent, reported that lost water improvement efforts have really paid off for the city of Lafayette. Kerry told a WLFI News team that in 1994, Lafayette's unaccounted for water rate was 17%, but "during the past several years, 24,000 new Sensus meters from Team EJP have been installed, reducing the amount of unaccounted for water to 7% in 2005." Smith reported that for every one percent of unaccounted for water that was "found," annual revenue increased by \$75,000. Over the life of the city's meter replacement program, total annual revenues have increased by \$750,000. In fact, the unaccounted for water volume rate for 2006 is now only 3%. WLFI News reported that Lafayette Waterworks has been contacted by several municipalities seeking information on how they can experience similar improvements. Congratulations on a great meter replacement success story.

Team EJP Employee Takes Journey into Film Documentary

Our Home Office Corporate Credit Manager, Dennis Regan, recently assisted a film crew with their production of a documentary on caves and caving. Who knew that Dennis is and has been a lifelong caver? Lone Wolf Productions, an Emmy Award-winning documentary filmmaker based in South Portland, Maine, called Dennis after finding him through NSS, the National Speleological Society. Lone Wolf was preparing to shoot some additional local footage and needed to borrow some specialized climbing and caving equipment. Dennis was more than happy to help out, and he invites everyone to watch for the film "Journey to the Center of the World" on the History Channel this February!



Team EJP Corporate Credit Manager, Dennis Regan at one of his favorite spelunking spots.

Team EJP West Indy Helps WEBELOS Earn Engineering Pin

Jeff Kenworthy, Team EJP West Indy Marketing Representative and assistant WEBELOS Leader for Cub Scout Pack 183, coordinated an opportunity for the Pack to visit a jobsite and earn one of their requirements for an engineering pin. The arrangements were made through Matt Parish of Harvey Construction out of Noblesville, Indiana, and a former scout himself. He was more than happy to explain how water lines are installed as part of the site construction side of engineering. Team EJP West Indy Manager Jeff Bricker also helped out by providing hard hats and safety glasses for the boys. Pack 183 and Jeff Kenworthy would like to thank Matt and Harvey Construction for letting the boys visit the site and helping them achieve their pin. Thanks also to Jeff Bricker! *It's always good to get young folks interested in our industry. Nice effort.*



Cub Scout Pack 183 gets an up close look at waterworks engineering in action.

Team EJP Launches Innovative "University of Prescott" Training

With the mission of finding bright individuals to join the skilled workforce at Team EJP, we've launched The University of Prescott (UP), an exciting new in-house training program that teaches selected students the water, sewer, drain and gas business from the ground up. For two years, these students will receive in-depth training as EJP employees, learning about all the positions offered by Team EJP, including yard, warehouse and delivery functions, sales, estimating, administration and division management. Students will travel extensively throughout New England, New York and the Midwest to complete the program.

Rod DuBois of Team EJP has high hopes for this program because, "It will provide qualified individuals the unique opportunity to prepare for an exciting career in waterworks with the most dynamic company in the industry. Upon graduation, successful students will have gained extensive, valuable skills and will be placed in full-time positions at any of our thirty locations."



Team EJP is currently recruiting UP students with positive attitudes and great personalities. If that's you or someone you know, please submit a resume to ejp@ejprescott.com, attention Rod DuBois.

Quick Action Saves School from Earth Dam Breach

On Wednesday evening, October 25, Team EJP Gardiner received a call from the Maine Department of Transportation (MDOT) with an alert about an earth dam breach in the Town of Bowdoin. The dam is approximately 35 feet high and spans three football fields, and is located directly across from the Bowdoin Central School. At the time of the call, approximately 15 acres of water, 15 feet deep, had collected behind the dam.



This quickly assembled drainage system kept flood waters away from Bowdoin Central School

FEMA, MEMA, the Town of Bowdoin and MDOT quickly realized they needed a way to siphon a tremendous amount of water in a hurry. Enter Tom Sturgeon and Joe Mulligan of Harry C. Crooker & Son's engineering department. They devised a way to move the water quickly using 12" high-density polyethylene pipe and they knew exactly who to call. Team EJP Gardiner arrived with 400 feet of 12" poly along with a 412 McElroy fusion machine.

Using our truck-mounted cranes, we were able to unload the pipe directly onto the fusion machine allowing us to speed up the pipe installation. We fused twin 160' lines, which were then dragged over the embankment and into the body of water. Using an air release tap, a cherny inflated ball and a mud sucker pump, Joe Mulligan created a siphon, and within an hour, we had full flow through the twin 12" lines. This is a great example of people working together to avoid a major disaster that would have caused significant damage and expense.

Our hats go off to Harry C. Crooker & Sons, the MDOT, Town of Bowdoin officials, FEMA, MEMA and the Bowdoin Fire Department. Job well done!

Team EJP's Concord Division Hosts 250 Guests at Open House

"It was a great day!" said Jim Ripley of Team EJP Concord. On a clear, bright day in early October, more than 250 customers, vendors, engineers and friends visited the Concord offices during an Open House that featured a barbecue lunch and displays from seventeen vendors. "Uncle" Don Sherwood, of Team EJP Round Lake, was our barbecue chef extraordinaire, and for the first time in his BBQ career, he ran out of food! The division had a chance to show off its new RUBB building used to house the vendor displays. "The vendors were a wonderful draw," reported Jim. "Several of them included interactive displays to entertain and educate our guests, and all of them offered raffle prizes." Team EJP Concord was joined by several folks from the Home Office, including owners Peter Prescott and Stan McCurdy, who spent time with many of our delighted customers. A great day, with great food and support. Who could ask for more! Well done.

Team EJP Brockton Meter Conversion Program Generates Big Rewards in Pembroke

Sometime next year, every residence in Pembroke, MA will have a new Sensus radio-read water meter, replacing old meters that include some dating back 40 years. This will cut meter-reading time from 6 weeks to 2-1/2 days and create additional revenue of \$100,000 per year due to more accurate readings.

This tremendous feat began with EJP's Sensus meters in 2003 and is being accomplished by the Department of Public Works team. To date, 6,000 accounts have received new meters and there are just 500 left to replace. DPW Commissioner Kevin Crowley reported that "We've cut by better than half the accuracy of consumption, and no more people are coming in for abatements. This is surpassing our expectations." Congratulations to the Pembroke DPW for their fantastic results!

Thank You to Sponsors of Team EJP Indiana's Second Annual Golf Outing

The weather was chilly, but the turnout was great as 31 foursomes competed at Indianapolis' Plum Creek Course on October 5. EJP's Jeff Bricker reported that, "Everyone had a great time and we'd like to thank all of our generous sponsors."

Event sponsors included the following friends of Team EJP:

*American Ductile Iron Pipe
American Flow Control
EBAA Iron
Ford Meter Box
Freedom Plastic
GPK
Interstate Machinery
JCM Industries
Manufacturer's Marketing
M.D. Wessler & Associates
National Pipe
Rinker Materials
Sensus Metering Systems
SIGMA Corp.*



INSIDE EJP

PEFtalk

Still "Constructive" After All These Years - Leonard White Celebrates 60 Years

Sixty years is the age a lot of us start thinking about retirement. Not R.H. White Construction Chairman Leonard White. After 60 years ON THE JOB with the company his father founded in 1923, Leonard still comes to the office every day to help keep R.H. White the thriving company it has been for 83 years. In addition to being a long-time business partner of Team EJP, Leonard White is an inspiration to us all. We are proud to recognize his remarkable achievement and wish him and his company continued success. Leonard, from Team EJP, well done!



Sensus Northeast Regional Sales Manager Jim Shugarts presents Peter Prescott, Steven Prescott and Stan McCurdy with a plaque honoring Team EJP's 50th year as an authorized Sensus distributor.

prosper for half a century. This was when Everett J. Prescott, Inc. became an authorized distributor of water meters made by Rockwell Manufacturing of Pittsburgh, P.A. Since that time, Rockwell Manufacturing has evolved into Sensus Metering Systems, and EJP has become Team EJP with 27 divisions and four sister companies across the country. Much has changed, but Team EJP's dedication to be a premier distributor of Sensus products remains the same. *With great products from Sensus and dedicated service from Team EJP — "Together We Will" continue this great relationship.*

Sensus Metering Systems Celebrates 50 Years with Team EJP

In 1956, Dwight Eisenhower was President of the United States, Elvis Presley had his first hit record, "Heartbreak Hotel," the Philadelphia Warriors defeated the Fort Wayne Pistons for the NBA title, and a postage stamp cost 3 cents!

Also in 1956, two companies joined together and started a relationship that would grow and prosper for half a century. This was when Everett J. Prescott, Inc. became an authorized distributor of water meters made by Rockwell Manufacturing of Pittsburgh, P.A. Since that time, Rockwell Manufacturing has evolved into Sensus Metering Systems, and EJP has become Team EJP with 27 divisions and four sister companies across the country. Much has changed, but Team EJP's dedication to be a premier distributor of Sensus products remains the same. *With great products from Sensus and dedicated service from Team EJP — "Together We Will" continue this great relationship.*

Team EJP Midwest Impressed with American Flow Control

Many thanks to the American Flow Control (AFC) staff for hosting Team EJP Midwest sales force's tour of the AFC Waterous fire hydrant and valve manufacturing facility in South St. Paul, Minnesota. Our salespeople were very impressed with the people at AFC and the hospitality displayed during our fascinating November 14 visit.

This five-year-old facility is a wonderful reflection of the quality products they produce. We observed the new primer and finish coating operations for fire hydrants, and the epoxy powder coat applications process used for valves and other AFC components. We also had a chance to experience the complete assembly process for AFC's Waterous Pacer hydrant, including the final test and packaging procedures. AFC 2"-16" Resilient Wedge valves and hydrants are assembled with impressive automation that ensures quality and safety for plant personnel. In addition, the product engineering lab includes modern inspection equipment that allows AFC engineers to develop new designs and manage the quality of incoming material.

Our tour was conducted by several knowledgeable and experienced employees who are directly involved with the manufacturing and assembly operations. Many thanks to AFC for taking the time to make our visit most enjoyable and informative!