

PEPtalk

Winter 2007
Vol. 16, No. 4

Happy Holidays!

**To All our Valued Customers,
Vendors and Friends**

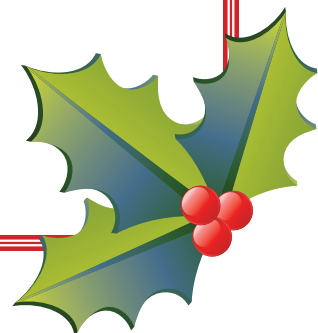
We hope you'll take a moment to look back at the year 2007 and its many accomplishments. It was a very successful year for our companies, and we sincerely thank all of you for making it happen. As always, the folks here at TEAM EJP are thankful to live in the greatest country on earth. We continue to pledge our full support to our military and we extend our very best wishes for their prompt and safe return.

On behalf of all TEAM EJP employees, have a safe and happy holiday season! We hope to serve you again in the 2008 construction season.

All TEAM EJP locations will be closed on December 24th, December 25th, and January 1. We will be open for business on December 26 and 31. Of course, in case of emergency, we'll always be here for you 24/7. Just call 1-800-EJP-24HR.



*Sculpture at EJP headquarters
gets a holiday touch...*



Todd Bridge and Sensus Save the Day in Butler County, Ohio

In March 2007, Todd Bridge, Marketing/AMR specialist for West Carrollton, received an order for 15,000 MXUs from Butler County. Todd contacted our Sensus representative, Jeff Cunningham, and explained that Butler needed the first shipment of 7,500 in late April to facilitate installation and to have subsequent deliveries of 3,500 every two weeks to complete the project. Everyone was satisfied with the delivery time table. However, in April, Sensus alerted us to a factory delay in manufacturing the new circuit boards. We assured Elden Ward at Butler County that we would do everything we could to keep the schedule in place. Jeff Cunningham worked the Sensus side of things and was able to obtain some other shipments headed for West Carrollton, and our Jeffersonville Branch loaned us 596 MXU's, which enabled Butler to start the job. Soon, we began receiving 1,500 units daily from Sensus until delivery was complete and the customer was able to ramp up their project on time. During a follow-up visit on May 18, Elden presented Todd with a "Preferred Salesman" Award for his tremendous follow up, outstanding effort and for making the Butler County project a priority. Todd was later advised by other Butler employees that Elden had never given the award to anyone else. *Many thanks to Todd, Jeff Cunningham, Sensus Meters, and our other team members in West Carrollton and Jeffersonville. This was an opportunity to recover from a difficult situation and demonstrate the dedication of TEAM EJP and Sensus. Hopefully, we've created a customer for life. Congratulations!*

EJP Syracuse Hosted New York Drivers Meeting



In September, John Miller and TEAMEJP Syracuse held a New York drivers meeting and appreciation luncheon for Gary Anderson, Matt Kenyon and Craig Ludwig. The purpose of this meeting was to review the importance of our drivers and how often

they're the face of EJP to our customers in the field. These folks serve as EJP ambassadors, promoting our value to customers each day, and John felt it was time for the drivers to have the spotlight. From that point of view, the meeting covered our drivers' job descriptions, sales and marketing roles, and customer relations skills, and ended with a crane operation demonstration by Craig Ludwig, our senior New York driver.



TEAM EJP Brockton Salutes an Outstanding Group Effort



The communities surrounding Dighton and Brockton, Massachusetts have been talking about a Taunton River Desalinization Plant for over 10 years. The purpose of the plant is to take water from the Taunton River in Dighton, treat it by removing the salt, and pumping it to Brockton, some 16 miles away—all for Aquaria Water, a Spanish company, which has a contract to supply the City of Brockton

with water for some 20-25 years.

Finally, in late 2006 the plant job broke ground. TEAM EJP's Brockton Division was awarded the yard piping on this job from R. Zoppo Corporation. Working closely with Sigma Corp. and Ipex Inc, EJP Brockton supplied all the MJ fittings and Restraints, as well as all the PVC Pipes ranging in size from 8" through 48". On a job of this size, there were many challenges to overcome in meeting the schedule. Sigma responded by manufacturing 48" Tees and epoxy coating them in less than 12 weeks—far exceeding the normal lead time. We're pleased to say that the project was completed to everyone's satisfaction.



Pictured are some of the epoxy coated 48" fittings at the intake structure. During high tide, river water flows through the 48" and 36" pipelines so it can be treated.



TEAM EJP's Water Engineering & Education Seminars Continue



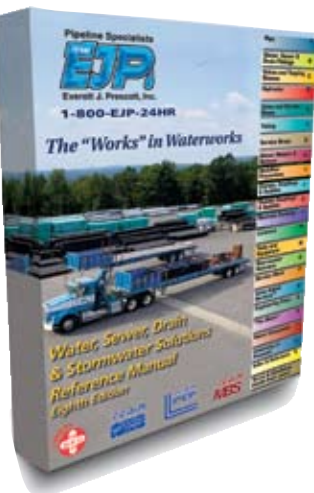
Register Now for a Seminar Coming to Your Region!

TEAM E. J. Prescott's six Winter Education Seminars were very well-attended in November and December, each drawing a strong combination of design professionals, public officials and contractors. Nine additional dates have been scheduled in five states.

Two concurrent workshops and a trade show are being offered at each location. **Session I: The Problem-Solving Pipeline**, addresses the proper use, installation and specification of meters, hydrants, pipes and other water and sewer related technology. **Session II: Stormwater Solutions**, covers jobsite erosion and sediment control, along with site drainage and ground stabilization. Each session is presented by an outstanding group of speakers, with carefully selected topics aimed at providing the latest problem-solving innovations and strategies that you can begin using immediately in your job.

At just \$30.00 per person for the entire day, this investment is well worth it for the insights and up to 5 professional development hours you'll gain. Each program runs from 8:00 a.m. to 4 p.m., with mid-morning and mid-afternoon breaks and a lunch break in the Exhibit area. Please note that the same topics will be covered at each seminar, but presenters will vary by region.

To register online, visit www.ejprescott.com. To register in person, simply contact any E. J. Prescott team member or location.



EJP Reference Manual 8th Edition Available in January

We're taking orders now for the latest edition of our reference manual.

Winter '08 Schedule for

KNOW H₂O:

The Measurement, Treatment & Control of Water

- January 8** South Bend, Indiana (Holiday Inn)
- January 9** Fort Wayne, Indiana (Marriott)
- January 10** Indianapolis, Indiana (Hilton Indianapolis North)
- January 22** Perrysburg, Ohio (Holiday Inn)
- January 23** Sidney, Ohio (Holiday Inn)
- January 24** Cincinnati, Ohio (Sheraton Cincinnati North)
- February 5** Hartford, Connecticut (Marriott Hartford Downtown)
- February 6** Pittsfield, Massachusetts (Crowne Plaza)
- February 7** Warwick, Rhode Island (Crowne Plaza)





TEAM EJP CT Brings in Contractors to Hear Guest Presenter

On July 11, TEAM EJP CT decided to give their staff's traditional monthly training session a twist by inviting several local site contractors to hear from a special guest presenter. Gene Ambroziak, of Maccaferri Industries, discussed the design and application of gabions and reno mattresses with our employees and the contractors who typically construct and install these products. TEAM EJP is now an exclusive stocking distributor for these systems, and since they're new to TEAM EJP, Gene's detailed yet succinct overview was timely and appropriate.

TEAM EJP Pittsfield Celebrates New Location with First Open House

October 25, 2007 was a crisp, clear autumn day in the stunning Berkshire Mountains where TEAM EJP Pittsfield, MA held its first open house. We'd only been open for five weeks, so the staff was very pleased with a turnout of 80 customers, 14 vendors and 14 EJP employees, including a few people from the home office. The Pittsfield office borrowed Concord's "color dot" technique to ensure traffic at ALL vendor booths, and it was a huge success. Many compliments were handed out about how well the place looked. Even our landlord, Skip Virgilio said, "This place has NEVER looked so good, and I even had my own construction business here!" *Congratulations TEAM Pittsfield! Good luck in your new home.*



Let us Test your Water Meter

Ethan Clapp, TEAM MBS, Division Manager, recently reported that MBS has received an order from TEAM EJP Sales rep Jamie Dumas for 132 meters to be bench tested on behalf of Rob Merchant from Westfield Utilities. MBS and Jamie worked together to arrange the bulk meter testing and calibration services. We'd like to take this opportunity to mention that full bench tests take more time than single tests, but it's a much more efficient way to go. We also offer water meter surveys to ensure proper sizing for accurate billing and use. In addition, our full-service meter shop repairs and upgrades thousands of water meters annually and warrants them for twenty years.

If you're interested in any of these cost-effective water meter services, please contact your TEAM EJP salesman for pricing.



TEAM EJP Concord Laughed at Rain, Hosted an "Interactive" Open House

On Thursday, October 27, 2007, heavy rain couldn't keep EJP's Concord Division from hosting an open house for its customers and friends. The staff emptied its large Rubb tent building and filled it with tables and chairs. As part of the festivities, nine vendors (including sister companies MBS, QWP, and PEP) were invited to attend and display their wares. Manager Jim Ripley requested that each vendor set up their products so customers could actually touch, feel, and work with them. Each attendee was also given a 3x5 card to be used for collecting five different colored dots from the vendor displays. The trick was, not every vendor had dots, and no-one knew who did have them. Therefore, attendees had to visit every vendor to find all the dots! The vendors really liked this because it created a steady flow of visitors at each booth throughout the day. "Uncle Don" Sherwood supplied the food, which was both a big draw and a huge hit with the crowd. Even though some folks did not make it due to the weather, around 200 people did manage to show up, ate plenty, and had a great time!



TEAM EJP Gardiner, ME and Middleton, MA Head South for the Winter

Talk about your teamwork! Gardiner's service department recently teamed up with Middleton's service department and headed south to Sandy Hook, NJ, to fuse 18,000 LF of 10", 12" and 18" polyethylene pipe. This is a joint venture between Lumus Construction, Inc. and Site Improvement, Inc., both Massachusetts contractors. The project involves an ambitious site improvement program; namely to excavate and install a beach rejuvenating Sand Slurry Pipeline in the Sandy Hook Unit of The Gateway National Recreation Area. A 100' boom crane will be set up on the north end of the Sandy Hook peninsula to support an eductor pump, which is a water jet/vacuum device used to excavate sand and pump it back to a sand slurry control tank. A proportionally mixed sand slurry will then be pumped from the control tank through three booster pump stations, approximately 4,000 ft. apart, for about 3.5 miles where it will finally be deposited on South Beach at a rate of 250 CY/hour. *Wow!*



Meet Alex Doherty: University of Prescott Student

JMG (Jobs for Maine's Graduates) was the springboard for a bright and promising TEAM EJP individual, Alex Doherty. Alex told us that he joined JMG at the beginning of his senior year because he didn't know what he wanted to do after graduation. Using all the skills and knowledge he gained through JMG, he successfully joined TEAM EJP in South Burlington, VT as an estimator. Bob Moody, Safety Manager for TEAM EJP, selected Alex for our program explaining: "Alex is the type of employee that any employer would want to have. He has been extremely self-motivated to learn and accept any challenge we've given him, with a great attitude and a can-do spirit. He's the youngest estimator at EJP, and it's well-deserved."

Congratulations to Alex! He's a wonderful example of the talent we're looking for in our University of Prescott program. If you'd like to submit an application for this career-boosting program, please contact your local EJP office.



A Barrier-Breaking Triple-Threat!

What do TEAM E. J. Prescott members Mike Gorman (Brockton), Dave Appleton (Wabash) and John Mapel (Warwick) have in common? The answer is that each of them sold large projects with little prior product knowledge.

Triple Threat #1: This past summer, Mike Gorman received an inquiry regarding straw wattles. With absolutely no idea of what this product was, Mike quickly discovered that straw wattles are rolled-up straw sediment control devices, and with the assistance of Earth Saver representative Rachel Tilton, sold three truckloads of the product.

Triple Threat #2: Around the same time, John Mapel was asked to quote a mechanically stabilized earth wall. He worked with TC Mirafi representative Bob Martino to learn about this technology that involves geotextile fabrics applied in lifts. Not only that, but he broke a competitive specification, made the sale, and sold a group of related products in the process!

Triple Threat #3: Very shortly after joining TEAM E. J. Prescott's Wabash branch as a sales representative, Dave Appleton was asked to assist a customer in determining how to protect a shoreline from sediment runoff during construction activity. Dave was directed toward turbidity curtain technology, and quickly learned that these curtains are custom-made to float in bodies of water while containing sediment along shorelines. With able assistance from Tim Provost of Brockton Equipment, our supplier of turbidity curtains and related products, Dave made the sale and solved a major problem for his customer.

Three cheers for the accomplishments of this dynamic E. J. Prescott team trio! In all three cases, any uncertainty they had about the new technology was easily overcome by a strong commitment to find solutions for our customers! Well done!



INSIDE EJP

TEAM EJP Honors Two Friends That We've Lost

It is with great respect that we acknowledge the passing of two individuals who were beloved members of the TEAM EJP family for many years, and who left us much too soon.



Jimmy Grotton

Jimmy was an employee of TEAM EJP from 1964-1995—a long and dedicated stretch of 31 years. During that time, he was one of the owners of our company and a key member of the Senior Management Staff. For those who knew him, Jimmy was a friend and colleague who worked tirelessly to help promote TEAM EJP. *God bless you Jimmy. You are in our thoughts and prayers.*



Greg Prescott

To all who knew him, Greg was a great friend and colleague, and an astute business partner. Those of us who worked with Greg knew quite well of his unique ability to describe difficult and complex issues in a friendly and understanding manner. More than anything else, that was probably the key to his long and successful 23 year career at EJP. We'll never forget his quiet demeanor, firm resolve and flashing smile. *God bless you Greg. You will forever remain in our thoughts and prayers.*