

# PEPtalk

Spring 2009 - Volume 18, Number 1



## TEAM EJP Offers GIS

Team E.J. Prescott adds Geographic Information Systems...  
*More Inside.*

*"In terms of risk management and compliance and all other regulations that apply to the water districts and sanitary districts at the local level, the utilities win again with EJP Prescott, Inc. with their new GIS service area mapping system"*

Ronald Gray, Superintendent, Lincoln Water District

## TEAM EJP Recognized at North American Green's Annual Distributor Conference

Louisville, KY. — North American Green is a leading manufacturer of erosion control products headquartered in Evansville, Indiana. At their recent annual Distributor Conference TEAM EJP was recognized as Northeast Distributor of the Year.



Mark Grady

The company was recognized for its sales and marketing efforts in a territory that includes both the northeastern United States and Eastern Canada.

In a second major category, TEAM EJP's Mark Grady was named Northeast Territory Sales Professional of the Year. Mark is

based at TEAM EJP's Round Lake, N. Y. branch and his sales territory includes much of southeastern New York.

Mark was recognized for his outstanding efforts in partnering with North American Green in developing new markets for the company's latest product line addition, HydraCX2, a flexible growth medium hydromulch.

TEAM EJP takes great pride in its long partnership with North American Green and also congratulates Mark Grady for his outstanding sales performance.

## Greg Prescott Sales Leadership Award



Peter, Charlie, Steve, Stan

TEAM EJP is pleased to announce Charlie Barker, of TEAM EJP Lafayette Indiana, as the recipient of the Greg Prescott Sales Leadership Award for 2008.

Greg was part of TEAM EJP for over 20 years before his untimely death in October of 2007. As director of AMR, Greg was the driving force of our Sensus Metering product line. 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 of his unique ability to describe difficult and complex issues in a friendly and understanding manner, a job he always did with a smile and a can-do spirit since he had his customer's best interest at heart. More than anything else, that was the key to his long and successful 23-year career at EJP. We will never forget his quiet demeanor, firm resolve and flashing smile. This award was created to honor Greg Prescott.

Charlie, we congratulate you as this year's recipient of this very special award. Thank you for your commitment to excellence and your dedication to our customers, vendors and peers.

### TEAM EJP Adds GIS Services



*A transitional map of Lincoln, ME 1950 to 2008 with G.I.S.*

The Geographic Information System (GIS) is an innovative method of tracking underground infrastructure utilizing new technology now available from TEAM EJP. GIS is a system designed to retrieve, analyze, store and display geographic data

The primary advantage of GIS implementation is that it establishes an interactive digital base map from a utility's existing maps. This allows the utility to display any data necessary to identify and pinpoint the working of the infrastructure.

### ***A Relationship That Is Worth A Lifetime***

As a leader in the pipeline industry, TEAM EJP is pleased to announce we have expanded to offer the Geographic Information System. GIS is a program that enhances TEAM EJP's commitment to our customers through advanced technologies designed to optimize their ability to maintain and service their individual and unique infrastructures.



*Detailed Lincoln Street Map with G.I.S.*

### ***A word from our friends at the Deerfield Fire District***

To: TEAM EJP  
From: Brian Nartowicz, Deerfield Fire District  
Date: February 17th, 2009

Dear Team Members: I want You to know about a recent experience that happened on the 14th of February involving a member of your team. On the way home from my usual Saturday rounds of the Districts pump stations, I noticed that water was flowing out the side of a building which contains an abandoned main. This was kept warm by a utility light, which had apparently gone out causing a freezing situation, and as a result a cracked shut off valve causing the cascading water to go into the street. It was 10:30 in the morning, and I needed a 4" full face flange with a 2" Tap, short nipple and cap; where could I come up with that? I was never so pleased at the answer I got when calling Dennis from the Hatfield Mass store at his Home, "I'll be there in 20 minutes - is that O.K.?"

I mean come on! Where else but E.J. Prescott could you get such dedicated service? I got the main shut down, removed the parts, drove to Hatfield from Deerfield, and Dennis was waiting for me with a smile on his face as always. The parts were in stock, I got them and returned back, installed and leak checked, and by 12:30 I was picking up my tools.

My hat goes off to Dennis in Hatfield, and the entire E.J. Prescott team for inspiring such dedication and commitment in their Employees.

Thanks Again!



Brian Nartowicz, Superintendent - Deerfield Fire District

P.S. - That abandoned building now has a small box heater to keep the stubbed off main warm. I just Love Winter.

### Know H<sub>2</sub>O™ Seminars Kick Off 2009 Season in Mid West

TEAM EJP's second round of Know H<sub>2</sub>O Seminars got under way in Louisville, Kentucky on January 6. With stops in West Lafayette, Indiana and Dayton, Ohio over the next two days, over 275 industry professionals were treated to a full day of educational opportunities, networking and direct contact with technology innovators and representatives.



In the morning, attendees chose between two concurrent tracks, titled *Water Infrastructure Reaches a Crossroads* and *Low Impact Development*. The courses covered the critical issues facing America as it rebuilds its critical infrastructure, and also with the environmental issues faced by land developers now and in the future.

Small group sessions were held in the afternoon, with seminar participants having an opportunity to learn about current technology and design. TEAM EJP would like to thank its Midwestern clients for their overwhelming support of our educational events and wishes all a healthy and prosperous 2009!

### Midwest Know How Seminar Attendees

- |                                    |                                     |                                    |                                |
|------------------------------------|-------------------------------------|------------------------------------|--------------------------------|
| Benton County Government           | Grand Excavating                    | Monon Water Department             | City of Springboro             |
| Attica Water Utility               | Brooks & Earl Construction          | Encap, Inc.                        | City of Oxford                 |
| Town of Reynolds                   | Dubois Water Utilities              | Patton Construction                | Miami County Sanitary          |
| Delphi Water Department            | Town of Sellersburg                 | Bell's Excavating                  | Veolia Water                   |
| Monticello Water Works             | Jackson County Water                | Tory of Corydon                    | North America, LLC             |
| Crown Point Water Department       | Goodland Water Department           | Estes Excavating                   | United Water NACO              |
| Town of Chalmers                   | Temple & Temple Excavation & Paving | Ecologistics Limited Inc.          | Western Water Company          |
| Town of Hillsboro                  | Dwenger Excavating                  | Xtreme Contractors                 | Hume Supply, Inc.              |
| Boswell Water                      | Drainage Plus Inc.                  | Ladd Engineering, Inc.             | ODJFS                          |
| RMT, Inc.                          | Fairfield Contractors               | Butler, Fairman & Seufert, Inc.    | City of Tipp                   |
| Town of Kentland                   | Milestone Contractors               | Cottongim Enterprises              | City of West Carrollton        |
| City of Rensselaer                 | Silver Creek Water Corporation      | Town of Sellersburg                | Village of Pleasant Hill       |
| City of Covington                  | Jim Overbeck Excavating             | Town of Wolcott                    | Montgomery County SWCD         |
| Danville Water Company             | Town of Waynetown                   | American Paving                    | Warren County SWCD             |
| Remington Water Department         | Kreager Brothers Excavating         | City of Angola                     | Celina Water Utilities         |
| BP Alternative Energy              | F & K Construction                  | West Lafayette Street Department   | Earth & Pipe Contracting, Inc. |
| Mulberry Water Works               | Lauramie Excavating                 | Bernardin Lochmueller & Associates | Reinke Group Inc.              |
| Rural Membership Water Corporation | Alexandria Water                    | T-Bird Design Services Corp.       | Reichert Excavating            |
| Clark Nickles, Inc.                | Culp Trucking & Excavating          | Westfield Public Works             | Village of Russia              |
| MS Consultants, Inc.               | Town of Williamsport                | Clark's Cutting Edge               | Arcanum Utilities              |
| Borden Tri County Water            | Mulberry Waste Water                | Town of Cicero                     | New Knoxville                  |
|                                    |                                     | Clark County SWCD                  | Fanning Howey Engineering      |
|                                    |                                     | Donohue Associates                 | Logan County                   |
|                                    |                                     | Monticello Waste Water Plant       | BWSC                           |
|                                    |                                     | Cheesman Inc.                      | Kleigers & Associates          |
|                                    |                                     | Precision Pump & Power             | Ted Cooley, Inc.               |
|                                    |                                     | Clark Nickles, Inc.                | Van Atta, Engineering          |
|                                    |                                     | FJF Services                       | City of Delphos                |
|                                    |                                     | Town of Oxford                     | City of Lima                   |
|                                    |                                     | Town of Otterbein                  | Bacon & Associates             |
|                                    |                                     | Fowler Water Department            | Amelia Village                 |
|                                    |                                     | Coppage Construction Company       | City of Hamilton               |
|                                    |                                     | Lose Brothers                      | Ohio American Water            |
|                                    |                                     | Smith Engineering                  | XCG Consultants                |
|                                    |                                     | Mindel, Scott & Associates         | T. R. Gear Landscaping, Inc.   |
|                                    |                                     | Herbert Fink & Associates          | CDP Engineers                  |
|                                    |                                     | Butler County SWCD                 | Barge, Waggoner, Sumner &      |
|                                    |                                     | Montgomery County Sanitary         | Cannon, Inc.                   |
|                                    |                                     | Engineering                        |                                |
|                                    |                                     | Butler County Water & Sewer        |                                |
|                                    |                                     | City of Troy                       |                                |
|                                    |                                     | Brunersburg Water District         |                                |
|                                    |                                     | Village of Covington               |                                |
|                                    |                                     | City of Vandalia                   |                                |

### Upcoming New York Seminars

#### SCHEDULE

Tuesday, March 3, 2009 /

Holiday Inn Rochester Airport, Rochester, NY

Wednesday, March 4, 2009 /

Holiday Inn Utica, New Hartford, NY

Thursday, March 5, 2009 /

Holiday Inn, Fishkill, NY



# Rhode Island .. this ones for you!

## from TEAM EJP

### Our Newest “Superstore”

TEAM EJP pledges to provide our customers and vendors with quality service and innovative technology through the creative talents and abilities of our employees. While holding to the standards of our TEAM E.J. Prescott Mission Statement, we are proud to announce the opening of our second Superstore for the sale and distribution of water, sewer, drain and stormwater products throughout Rhode Island and Southern New England. The combination of our Warwick and Lincoln distribution centers into the new Rhode Island Superstore will bring our assets and experience together at one location that will help EJP respond quickly and efficiently to all aspects of your business, including emergency service, quotations, technical assistance and deliveries. The Rhode Island Superstore combined with Red Hed Manufacturing offers a unique cross section of water works supplies and manufacturing.

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- GIS (Geographic Information System)
- Camera Inspection in color & w/DVD

#### TRAINING

- EJP 8<sup>th</sup> Edition Reference Manual
- Know H<sub>2</sub>O/W Seminars
- Brown Bag Training Sessions
- Web Site: [www.ejprescott.com](http://www.ejprescott.com)
- Plant Tours
- University of Prescott
- Q-C-R Initiative
- Safety & Wellness Programs

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**GOING GREEN**

TEAM EJP is taking proactive and diverse steps to show our strong commitment to corporate integrity and community responsibility by providing products and services that help us all to protect and preserve our environment. You will find this reflected in many of the articles within this and other editions of *PEPtalk*, and we are now printing on paper that contains recycled fiber.



**The only Must-Read book for the industry is available now!**

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Steven Prescott, President

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