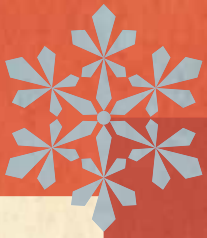


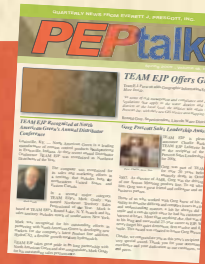
EJP



TEAM EJP



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Happy Holidays from TEAM Prescott

Happy Holidays from TEAM Prescott



To all our valued customers, vendors and friends,

Thank you for working with us during all the turmoil and unrest of 2010.

We would like to assure you that all of our dedicated employees are working harder than ever to help you in any way they can.

We are all working together to reduce costs, improve efficiencies, maximize productivity and revenues while continuing to work to earn your business. We are extending our educational seminars to help everyone stay on the leading edge as our industry goes through some dramatic changes.

Special thanks from all of us to our military troops as we wish them a safe and swift return home to be with their families and friends.

In celebration of the holidays, we will be closed Thursday, December 23rd and Friday, December 24th - reopening Monday, December 27th. We will also be closed Friday, December 31st - reopening Monday, January 3rd, 2011.

On behalf of all of us at TEAM Prescott, have a Safe and Joyous Holiday Season.



PEPtalk

Winter 2010 - Volume 22



Mechanic Falls Water Dept. River Crossing

Dear Team EJP,

At the Mechanic Falls Water Department we had a dilemma on our hands. We had a river crossing that was installed in 1894 that had developed a leak so it had to be shut off. We had applied for SRF money, but opted not to borrow the needed \$228,180 (plus interest) to replace the pipe with new ball and socket river crossing pipe. To compound the problem the existing pipe went under the old fire station addition and the service to the building was now in the garage.

After a few conversations with Don Alexander from EJP, and some input from Ray Morang, Team EJP Service Tech, it was decided that it would be possible to slip a new 8"HDPE pipe through the old cast iron. A team from EJP fused the pipe together, over 500' in all.

Longchamps and Son from Lisbon were hired to perform the work. In no time they were ready to pull the new line through. Both ends were connected to piping that was less than 12 years old. Even though we ended up with 8" pipe instead of 12" pipe we feel that the loss was minimal because of the smooth bore plastic versus the rough interior of the old unlined pit cast iron.

There were some tense moments while we were pulling the pipe through. But in the end it came off without a hitch. At present we are still waiting for all the bills to come in, but all indications are that we will be in the \$40,000 range. Thanks to the "can do" attitude of Team EJP our dilemma was solved with a substantial saving to the town.

Respectfully,
Stephen French, Superintendent
Mechanic Falls Water Department



Happy Holidays



1-800-357-2447
1-800-EJP-24HR

Pittsford, Vermont Embraces State of the Art Technology

Pittsford, located in west-central Vermont, is home to rolling pastures, picturesque covered bridges, and an annual October Sheep Festival. Now, this bucolic community is also home to the latest technological breakthrough in water meter reading: Sensus Migratable FlexNet Radios! During the past year, Pittsford upgraded their existing water meter reading system. Team EJP provided the new meters and meter reading equipment, and Team MBS provided the professional installation services. Pittsford's new system is one of the first to include the most powerful radios in the industry operating on radio channels exclusive to Sensus systems.

John Haverstock, Pittsford Town Manager, said: "I found the folks from E. J. Prescott and MBS to be very professional, courteous, and well organized.

Their interactions with homeowners in town were always polite and respectful...in fact, we have had numerous compliments. Whether speaking of the project manager, Rod Dubois; AMR Meter Specialist, Chris Goodrich; or the plumbers in the field; it has truly been a pleasure to work with these dedicated professionals and I would recommend them without hesitation to others in need of metering services." Engineering for this project was provided by Otter Creek Engineering in Rutland, VT. Project engineer Mark Youngstrom reported that: "MBS did an excellent job installing over 500 meters in Pittsford. The coordination, management, and workmanship were impressive."

Congratulations to the town of Pittsford, VT. and thank you from all of us!



left to right: Mark Youngstrom, Principle Engineer, Otter Creek Engineering, Inc.; Carl Crawford, Vice President, Otter Creek Engineering, Inc.; James Ploufle, USDA Rural Development; Linda Drummond, Assistant to the Manager; John Haverstock, Town Manager

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Team EJP Open House Events...

Team McElroy and Team EJP together in Concord, NH:

Comments from a Team McElroy Manufacturing Road Show Roadie...

When we pulled up to the Team EJP yard at a few minutes after 8 a.m. and saw what was happening I knew right away that this group had come to play and by the end of the show it really hit home!

- Close to 100 attendees...
- Hamburgers and hot dogs cooked on-site by Dana Pelletier and his crew...
- Multiple tents for the McElroy equipment and tables for the lunch guests...
- Additional HDPE product booths set up to assist in industry education...

And the attendee group was a very diverse crowd – from new people who knew little about HDPE and McElroy equipment to savvy engineers and contractors who were very familiar with both. It made for a great mix!

Needless to say it was a VERY pleasant surprise for me personally and for the Road Show crew too! Big kudos to Rod Dubois, Steve Marcucio, and to all the Team EJP people who are responsible for the great customer turnout!



Team EJP Lafayette, IN also held an Open House - 250 attendees on 10-16-10:



Waterfront Properties Protected From Wind and Wave Erosion

The scope of this environmental project consisted of repairing three water front properties on East Harbor Drive in East Falmouth, MA. These properties abut the salt water inlet of the Dexter River off Great Pond Harbor. They were all affected by severe scouring of the slope toe with significant loss of trees and vegetation. This resulted in extensive erosion of each property.

To overcome the erosion problems, a combination of 12" and 20" - 9lb knotless net coir fiber logs (totaling approximately 1500 feet of product) was stacked up the slope up to a height of six feet. This barrier protects the slope from wave and wind action. Coir matt was laid down on the upper slope which was revegetated with various plantings to protect it from further rain and wind erosion. To create a seamless install, the coir fiber logs were all stitched together with a high strength nylon string.

*Engineering: Falmouth Engineering
Installation: Cape Marine Contracting
Materials and Consulting: Team EJP*



Hillsboro Hydrant Change

Tom Fishero with the Town of Hillsboro, Indiana, has been changing out all his old fire hydrants and replacing them with new AFC Pacer and Trend fire hydrants. With nearly 95% completion, Tom used AFC valves to insure the best products for the task.

Tom has said that due to all the great features of AFC hydrants and valves, it was apparent that he made the right choice. Team EJP Lafayette kept Tom informed on the correct locking fittings to enforce the design to prevent blow-off. Hillsboro residents may rest assured that they have been protected for future fires and should thank Tom for making the right choices.



Brian Rudd joins OCA Executive Committee

Brian Rudd, Division Manager of Team EJP in West Carrollton, OH, has been asked to serve on the Dayton Chapter of the Ohio Contractors Association (OCA) Executive Committee. EJP has been a supporter of OCA since 2000. Brian has volunteered to take part in multiple OCA events and is currently involved in the PAC (Political Action Committee) which is funded by OCA member's contributions. PAC funds are contributed to selected statewide candidates (i.e. Governor and Auditor) and candidates for state senator and state representative. Funds are contributed to those candidates that support our goals, such as adequate infrastructure funding, workers compensation reform, tort reform, and improved work zone safety.

City of Westfield, IN - Family Fall Festival

There was spooky fun again this year at the City of Westfield's Fall Festival. The festivities began with a welcome from Mayor Andy Cook and a word of prayer from Deputy Mayor Bruce Halk. Jamie Dumas and his family attended for the first time this year, and "a great time was had by all". There were hay mazes, a scary hay wagon through the dark woods, jump houses, and good home cooking. Lydia, Jamie's 4 year old daughter, had fun taking funny pictures with the many cutouts found at Stoney Creak farms.



Jamie said: "It was great to meet the families of people I so often see. My six year old son Jackson met a new friend, Rob Lambert's son. Rob is the local head of Instrumentation and Control and someone with whom I frequently work." Westfield has been a loyal Waterous user and Sensus drive by radio read customer for many years and is looking forward to exploring the possibility of FlexNet in the near future. Team EJP has been a proud sponsor of this annual community event for many years.



St. Leon, IN-Installs Galvanized Gabions

In Chad Edward's territory there is a small town off SR 1 called St. Leon, Indiana. St. Leon is very hilly and this has historically caused severe erosion control problems due to run-off. The Indiana D.O.T. decided that the best way to tackle this problem was to install Galvanized Gabions with an 8oz. Non-Woven filter fabric underneath.

Where Gobblers Knob and Wewe Hill Rd. (it's true) meet, they decided to install the Gabions that feed into a 96" elliptical pipe. Steve Bischoff from Paul H. Rohe Inc. contacted Team EJP W. Indianapolis Branch to purchase the products needed for this job. Mr. Bishcoff had never installed Gabions and Team EJP W. Indianapolis had the answers to all of his questions.

In March of this year they had hired Lou Townsend who has 19 years experience in the erosion control - geosynthetics industry and has completed numerous Gabion jobs throughout his career.

To make a long story short, with the assistance of Team EJP West Indy, Paul H. Rohe Inc. was able to complete a 24' wide x 120' long channel that was finished 10 days ahead of schedule.



Hudson Valley Waterworks Fall Conference

Harriman, NY—On November 18, for the second year in a row, the Hudson Valley Waterworks Association partnered with Team E. J. Prescott to host its annual fall seminar. The event drew in excess of 100 participants, including professional engineers, waste water operators and water operators. While the event was hosted by the Hudson Valley Waterworks Association, the entire educational program was planned and executed by Team E. J. Prescott and its vendor partners.

The full day conference offered a wide variety of educational opportunities, including classroom instruction, hands-on opportunities, and networking. Introductory remarks were delivered by Hudson Valley Waterworks Chairman Lou Ingrassia. Following these remarks, two of Team EJP's key vendor partners were introduced. Tom Carroll, representing American Flow Control, and Walter O'Leary, representing Griffin Pipe welcomed all the participants to the day's events.

The educational component of the program began with a keynote address, titled *Harnessing the Power of Water*, delivered by Team E. J. Prescott's Pete Hanrahan. This program presented an overview of the business of water, and also laid the foundation for the eight 30-minute small group sessions to follow.

The program's eight small group sessions introduced participants to the latest technology and best management practices in the water, waste water and storm water industries. Two stations were manned by vendor partners Griffin Pipe and American Flow Control, while the other six stations were led by Team EJP members. Breakout participants were broken into small groups and circulated through each of the eight stations. Topics ranged from storm water treatment to metering to jobsite dewatering to safety in the workplace. Waterworks and fire protection, conveyance systems and emergent technology were also discussed in detail. All participants received certificates of completion, and water operators, waste water operators and professional engineers all earned professional development hours toward recertification.

The entire event would not have been possible without the organizational efforts and vision of Team E. J. Prescott's Marketing Representative Mark Grady. Mark's relationships with association leaders Lou Ingrassia, Lee Bergus, P. E., and Brian Smith started the dialogue that helped create this unique partnership. A total team effort by E. J. Prescott's crew and the involvement of two important vendor partners assured the professional execution of the conference. Team EJP would like to thank all the participants, its vendor partners, and the Hudson Valley Waterworks Association for helping make this event a tremendous success.



WE SALUTE THE MILITARY!
*Merry Christmas and Happy New Year
to our Troops!*



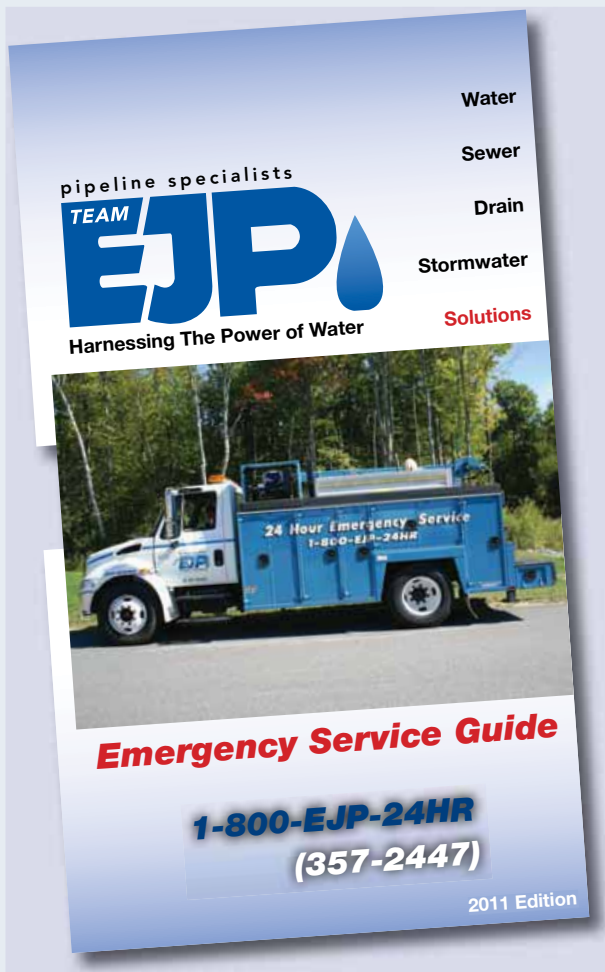
2011 Emergency Service Guide

Contact your local Team EJP Representative

Guide Contains:

- ▶ 2011 Appointment Calendar
- ▶ Vehicle Service Record
- ▶ Basic First Aid Instructions
- ▶ Team EJP Emergency Service Numbers
- ▶ Team EJP Home Office Contact Information
- ▶ Team EJP Location(s) Contact Information
- ▶ Pipe Dimension Charts
- ▶ FL & MJ Torque Recommendations
- ▶ Conversion Factors
- ▶ Pressure Conversion Table
- ▶ Water Main Flushing
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Team EJP Maine Wilderness Mural Puzzle Contest

Sponsored by Peter Prescott

All customers and family members are invited to participate — Include the kids! Starting with the First PEptalk Edition in 2011 — **AWARDS! AWARDS! AWARDS!**

Awards for entering and completing the contest over time!
Awards for accuracy in identifying all the animals, birds, insects, flora and fauna embedded in each puzzle piece!

TOP TEN GRAND PRIZE WINNERS!

Look for full entry and contest details to be published in the next PEptalk.



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