



Certificate of Authenticity



Anyone who has ever purchased sports memorabilia, art, or any item of value knows that many of those items are accompanied by a letter of authenticity as verification that they are original and of value. Authenticity and value are important to consumers, and they are important to Team EJP.

Since 1955, Team EJP's philosophy and guiding principle have always been to bring value to the products that our customers purchase. Below are some of the authentic products and services we have provided over the years:

- Family owned since 1955
- First water, wastewater, and drain distributor north of Massachusetts
- 24-hour emergency service
- Sensus water meter distributor - 1956
- Service Department - 1957
- Truck-mounted cranes for stringing and unloading pipe - 1959
- Griffin ductile iron pipe distributor - 1962
- First distributor of compact ductile iron fittings c153Spec
- First water, wastewater, and drain distributor in NH - 1970
- First water, wastewater, and drain distributor in VT - 1976
- QWP - Castings - 1978
- New Concept Tools - 1978
- First complete Reference Manual - 1980, currently on 8th Ed.
- PEP Transportation serving 48 states - 1980
- Facilities in Connecticut and Massachusetts - 1986
- MBS - Meter & Backflow Services - 1987
- Facilities in Midwest - 1988
- QWP - manufacturer of flange and victaulic groove products - 1989
- One person dedicated to metering solutions - 1991, currently 10
- Engineering education seminars - 1992
- PEPtalk industry newsletter - 1993
- VAS - first Value Added Services customer - 1994, currently over 65
- Facilities in New York - 1995
- Reference Manual on CD-ROM - 1996
- Red Hed Manufacturing - 2001
- Know H₂O Seminars - 2005
- Authorized OSHA outreach trainers - 2005
- University of Prescott training and nationally approved apprentice program - 2006
- Plastic Pipe Fabrication - 2008
- SHARP (safety health achievement recognition program) - 2010
- Adding new facilities - 2012

A family owned business providing you quality and service along with innovative technology for the last 57 years, EJP further extends the service and value you deserve with our Certificate of Authenticity.

We Believe In and Support the Water, Wastewater, and Drain Industry.

Appreciation from Concord

Concord, Massachusetts
Public Works

April 17, 2012

Mr. Peter Prescott

Team EJP
32 Prescott Street
Gardiner, ME 04345

Dear Mr. Prescott,

I just wanted to pass along to you that the crew in Middleton has been great through the years—from Paul on the service truck to the service I had last week from your salesperson, Rich Stone.

I ran out of grip rings and called Rich, who at the time was in a meeting. He said he would call back in 10 minutes, which he did. We had the parts in hand after lunch to complete the project and restore fire protection for the night.

I just wanted to pass along my thanks.

Thank you,

Todd Manchuso

Water/Sewer Operations Supervisor
Concord, MA, Public Works

Team EJP's Holly Dunson Wins Service Award

SERVICE NEWS

On April 11, 2012, Holly Dunson and the Ohio Contractors were nominated by Missy Makely to receive the "Friend of Children" award. This award is given to those who go above and beyond in helping children.

Each holiday season, the Ohio Contractors Association works with the Allen County Children's Services in providing a Christmas for those in need. Spearheaded by Holly Dunson, the organization provides clothing, food, and presents for needy families. Families are helped through the generous donations of local area contractors throughout the year.



Missy Makely (left) and Holly Dunson

Rob Chadwick Honored for Volunteerism

The Jim Doherty Excellence in Volunteerism Award is given to a past or present employee of an Associate Member of the Maine Water Utilities Association who has demonstrated that he or she has provided the following:

While volunteering time, materials, labor, equipment, or expertise, this person provided outstanding service, contribution, or assistance to a Maine water utility, to the utility's employees or staff, or to the waterworks profession, going above and beyond his or her normal job requirements to simply provide a helping hand.

Robbie is Co-Chair of the Education and Operations Committee, working closely with committee members and industry leaders to establish training agendas and programs that will best suit the water utilities.



EMPLOYEE NEWS

Team EJP's Rob Chadwick was recently honored by the Maine Water Utilities Association with the Jim Doherty Excellence in Volunteerism Award.

York, ME, Water Main Replacement

PROJECT NEWS

When Maine DOT's bridge consulting engineer determined that Sewall's Bridge, located on Route 103 in York, ME, was in need of major rehabilitation and maintenance, the York Water District was faced with having to relocate its existing 8" water main that was attached to the bridge. York Water District consulted with Wright-Pierce Engineering, and a hydraulic model determined that the 8" main was not sufficient in meeting the needs for that area of the system in terms of fire protection.

The model recommended that the 8" main be increased to a minimum of a 12" diameter. Due to space limitations and aesthetics, the pipe would not be able to be insulated and strung along the side of the bridge. To solve these issues, York Water District Superintendent Don Neumann decided to increase the pipe to a 14" polyethylene (PE) pipe, which would be bedded in the York River.

With the assistance of E.J. Prescott, Inc. (Gardiner, ME), Prock Marine (Rockland, ME), and Roger Pratt, owner of Pratt Excavating (York, ME), the 640' of 14" PE pipe was butt-fusion welded and then carried across the York River by a 40'x120' barge owned by Prock Marine. While on the barge, Prock excavated along the bottom of the York River and placed crushed stone in the bottom of the

trench. Concrete anchors were put on the pipe and the pipe was positioned above the trench. The pipe was filled with water and sunk into the trench, and the trench was backfilled.

Once each end of the main was reconnected and properly flushed and chlorinated, York Water District had a main that was sufficient enough to provide both safe drinking water and adequate fire protection. A great job well done by all involved and a very special "Thank You" to the York Water District from E.J. Prescott for the opportunity to help provide a solution for their needs.



Team EJP helps to rebuild & reopen the Kennebec Ice Arena! Look for article in the next PEptalk!

"Hometown" Projects

DIVISION NEWS

North Vernon, IN, is the hometown of both Mark Huelson (Team EJP Division Manager) and Dennis Wilhelm (Team EJP Sales Representative). North Vernon is also one of two towns in the state of Indiana to be awarded the Stellar Community Grant. The grant will fund \$13.2 million of infrastructure improvements over the next 3 years. One project allows for the replacement of cast iron waterlines with 45,000 feet of new 8" C900 pipe on 12 city streets. Dave O'Mara Contracting, an E.J. Prescott long-term customer based in North Vernon, was awarded this job. Team EJP Jeffersonville would just like to express our gratitude to Dave O'Mara Contracting and to the City of North Vernon for their continued confidence in us.



Bigger Is Better



QWP NEWS

Team QWP (Quality Water Products) has acquired a Morando/Torino Tuf-1 heavy-duty engine lathe. The Morando lathe increases Team QWP's capacity to flange up to 60" diameter pipe while our new process improves consistency and high-quality results for our customers. The new lathe has a 90" swing and is 20' long between centers. It is also equipped with a 50hp soft-start motor, rapid traverse, a 55" four jaw chuck, and a motorized tailstock.

All of this great hardware also came with a challenge: there is no standard control package on the market to automate a lathe of this size! After intensive research and many trials, Team QWP designed and developed their own automated control solution that curtails 80% of the manual work of the flanging process. Their new process also eliminates guesswork. We are proud of Team QWP's ingenuity and expertise as they continue to ensure the best results in the industry no matter what the challenge may be!

REGISTER TODAY!

Webinar

Offered by Plastic Pipe Fabrication (PPF), A Prescott Company

Thursday, July 26 2-3:30 p.m. EST

The webinar will provide lining technology options offered by Snap-Tite through Plastic Pipe Fabrication with a practical and cost effective approach to permanently repairing failing culvert and drainage structures. Along with case studies and installation practices, the webinar will also include options for highway personnel and transportation agencies to use their own crews to fix more of these structures.

SnapTite

Installation & Design Consideration for Culvert Rehabilitation

Reserve your spot: Contact Brian Zagrodny at: brian.zagrodny@isco-pipe.com or 860-424-6778

Team Effort to Help Kris White

Recently, Kris White, of Team EJP's Keene, NH, Division, underwent a cornea transplant. Team EJP supported Kris by helping to raise the funds to pay for his surgeries and ongoing care.

Kris's mom, Sherrilynn, reached out with the following update on Kris's condition and with her gratitude.



Kristopher had his cornea transplant yesterday, and I can't begin to tell you the mixed feelings we had with him going into surgery, feelings of excitement and also being very scared.

We have seen him struggle with his vision and this horrible eye disease since he was 13 years old and wanted nothing but the best results to come from this transplant.

When the bandages came off, his first words were, "Oh my God, I can see!" As his mom, my tears started rolling because that was the first time in 13 years my son could actually see!

Kristopher's vision today was 20/25, which is better than most of us with glasses! There aren't enough words to be able to thank everyone at EJP for their generosity. Because of everyone's support, Kristopher was able to receive the cornea transplant and can actually see once again! From the bottom of my heart, I want to thank you for caring so much and giving as you did.

One Happy and Grateful Mom, Sherrilynn

TEAMWORK NEWS

Cincinnati Sewer District Workshop

TRAINING NEWS

Earlier this year Team EJP conducted a 2-hour training event at the Metropolitan Sewer District of Greater Cincinnati (MSDGC). The workshop focused on stormwater storage and treatment, erosion, and sediment control.

MSDGC is the publicly operated wastewater utility serving 43 out of 49 Hamilton County political subdivisions and parts of the three adjacent counties. It has approximately 230,000 residential and commercial users.

The workshop was organized through the combined efforts of Ralph Johnstone, Sewers Chief Engineer, and Patrick Arnette, Principal Engineer, both of MSDGC. The session attracted 60 attendees from the department.

The training was led by Team EJP's Pete Hanrahan, CPESC. Pete discussed technology that has been developed to deal with the problems associated with stormwater discharge, including volume control, sedimentation, and pollutant removal.

Parkview Health Storm Tech Solution

PROJECT NEWS

Parkview Health is expanding the local physicians group to Liberty Mills Road on the west side of Ft. Wayne, IN. Parkview Health has several facilities in Ft. Wayne and the surrounding areas that E.J. Prescott has had the privilege of supplying material for over the last few years.

With little area onsite to build a retention area for stormwater runoff, Bill Butz of American Structure Point designed and specified the ADS Storm Tech Units that will collect the stormwater runoff under the newly constructed building and will disperse it in a controlled discharge to the stormwater collection system. See your nearest E.J. Prescott store for additional information on more ADS Storm Tech solutions.



Earth Construction of Ft. Wayne, IN, is shown preparing the site for the installation of the ADS MC4500 Storm Tech Unit along with a 60" Water Quality Unit (6040).

Health Risks Becoming Less Risky for EJP

WELLNESS NEWS

About 18 months ago, we decided to implement a comprehensive wellness program at EJP.



The key aspects of our program are managed through a personalized and confidential online health portal called Advantage. Employees are set up with their own accounts, enabling them to complete a yearly health assessment, participate in health campaigns and team challenges, and stay educated through wellness workshops and health and wellness-related blogs. In addition, Melissa sits face-to-face with all employees to guide them in setting personalized health and wellness goals. They are learning the art of breaking down their goals to make them easily attainable. This year, our theme is "Small steps lead to big changes."

Our participation rate this year is well above the national standard. The target participation rate for a comprehensive wellness program should be 50% or more in any one year and 80% over 4 years. After the inception of T.E.A.M. Health 18 months ago, we have an 84% participation rate.

Analysis of the health assessments taken early this year in relation to those done last year reveals impressive changes:

- In 2011, 4% of EJP employees were in the high-risk category with 5 or more health risk factors; currently that is reduced to 2% of EJP employees.
- In 2011, 32% of EJP employees ranked in the moderate-risk category with 3-4 risk factors; currently we are at 28%.
- In 2011, 63% of EJP employees fell in the low-risk category with 0-2 risk factors; currently we are proud to report that 70% of the company falls in this category.

Coastal Erosion Control Workshops

TRAINING NEWS

For the fifth consecutive year, Team EJP hosted Coastal Erosion Control Workshops in April. The events were held on consecutive days in Providence, RI, and in Hyannis, MA.

As sea levels continue to rise, coastal erosion is a serious issue along highly developed coastlines. Cape Cod in Massachusetts and the southern Rhode Island coast have been particularly hard hit in recent years, with many homes being lost or threatened.

For this year's events, Team EJP brought together designers, consultants, contractors, and public officials to examine solutions to some of nature's most challenging erosion control issues.

David C. Lager, President of NETCO, a contractor from Lexington, Massachusetts, spoke at both the Providence and Hyannis events. Dave presented case studies describing his company's coastal erosion control projects in both Rhode Island and Massachusetts.

New technology was at the forefront of the event. Scott Bartkowski, President of Living Shoreline Solutions of Dade City, FL, described his company's wave attenuation devices. These structures, placed in the water, create artificial reefs and also help replenish lost sand on previously eroding beaches. Jeff Fiske, Coastal and Waterway Manager for Tensar International Corporation of Alpharetta, GA, discussed marine mattresses and their applications in coastal erosion mitigation.

Overall, these conferences have created a forum for discussion and education regarding practices, legal issues, and solutions for some of nature's toughest problems.



THANK YOU for having confidence in **Value Added Services (VAS)**



We are CELEBRATING 18 years and counting.
TEAM EJP has dedicated personnel, inventory, and equipment to
SERVICE our **VAS Customers**.

Here are a few reasons why you should consider VAS:

1. Automated Inventory System that we manage together.
2. You manage your inventory through daily updates, keeping your inventory accurate.
3. Return of overstocked inventory can be applied for credit to your account.
4. We will take back product left over from a job or project without restocking fees.
5. We will string and unload ductile-iron pipe for your projects.
6. We will provide consistent pricing for the year.
7. We will provide immediate **EMERGENCY SERVICE 24/7** and you only pay for the service work and mileage.
8. We will provide 2-Hour Emergency Delivery on any "A" item in your inventory.
9. We will provide a **10-Year Warranty at full replacement cost**.
10. We will provide one week's use of leak auditing equipment **at no charge**.
11. We will provide one 10-Hour OSHA Construction Course a year or one day of product training free of charge.
12. We will provide a Rebate Program Credit that you can use at anytime.
13. We will provide inventory year-end data to assist you with your audit or PUC reporting.
14. We will provide yearly updates to your GIS Mapping as long as we initiate the project.
15. We will ease the burdens of inventory, service, and pricing which will allow you to concentrate on your customers and employees.

You get all the above, and we will give you guaranteed savings every year!
Who said there was no free lunch?

We have recently added seven **NEW VAS CUSTOMERS**.

If this program interests you and you would like to know more or talk to VAS customers, please contact your local **Team EJP Marketing Representative**.

VAS is a Program for Customers designed by Customers.

Biggest Space Saver Yet!

This year, RED HED MANUFACTURING in Lincoln, RI, has made its largest SPACE SAVER FLANGES to date. Two 24"x16" Space Savers were sold by Quality Water Products to be used at the Hartford WWTP in Hartford, CT. Just two weeks after completing and shipping these first two Space Savers, a waterworks distributor from New Jersey called and needed two themselves! "After tooling for the first order, we had everything we needed to make the second order in a timely fashion," says

Richard Beauregard, Machine Shop Foreman. The waterworks distributor used the Space Savers in a 16" Flow-Meter install on a 24" DI force main. With no room to dig outside the new meter pit, the Space Savers allowed new 16" butterfly valves and the 16" McCrometer Flow-Meter to be installed within the pit quickly, saving time, labor, and cost. Need help finding solutions to your downsizing project? Just call Rich @ RED HED.

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