

PEPtalk

Winter 2012 - Volume 27

Happy Holidays From TEAM PRESCOTT

To all our valued customers, vendors, and friends:

As we come to the end of 2012 filled with more unknown, turmoil, and unrest, we are proud of the dedication our employees have shown in continuing to find ways to improve Service to our Customers.

Our TEAM EJP employees have helped us accomplish another successful year.

We continue to invest in TEAM EJP with new locations, new products, new services, and training to help keep our customers on the leading edge. Through our University of Prescott Apprenticeship Program, students are continuing to provide TEAM EJP with their talents to assist us in serving you and our industry.

A very special thanks to the men and women in our military for their continued service. We wish them all a safe and speedy return.

In celebration of the holiday season, we will be closed Monday, December 24th, and Tuesday the 25th. We will reopen for business on Wednesday the 26th. We will also be closed Tuesday, January 1st, and reopen Wednesday the 2nd ready to serve you in the new year. We can always be reached at 1-800-EJP-24HR.

On behalf of all the TEAM Prescott Companies, we wish you a **Safe and Happy Holiday Season.**

"Whatever you need, whenever you need it, no matter what."



Peter E. Prescott, CEO



Steven E. Prescott, President



Stanley G. McCurdy, COO

T.E.A.M. Health Impacts TEAM EJP in 2012

It takes personal effort by each individual to yield the kind of changes that are being noticed across the company. This year 84% of TEAM EJP employees took the Health Assessment. This is well above the national standard of participation. Our goal was to shift 70% of the company population into the low risk category, with zero to two risk factors. We have met this goal!

The risk factors that are most prevalent across the company are obesity, being overweight, and lack of physical activity. We continue to base our programming around these areas of need.

This year our mantra was "Small Steps Lead to Big Changes." Lifestyle changes are not easy, but if goals are set that are simple enough to attain, change is put in motion. The following is an overview of the campaigns offered this year and our excellent participation rates:

- Every Step Counts pedometer campaign
- Eat Well, Step Light healthy eating-based, weight-management challenge
- T.E.A.M. Health encourages preventative visits to the doctor and dentist
- Know Your Numbers campaign
- Health Coaching



We want to thank the employees of TEAM EJP for accepting T.E.A.M. Health into their culture and taking personal strides to manage their own health. We are moving forward together to embrace a culture of healthy living.

EJP AND SENSUS TEAM UP FOR OHIO SECTION AWWA

TEAM EJP and Sensus teamed up during the 2012 Ohio Section AWWA Conference in Dayton, OH. At the AWWA conference, we displayed new metering technology and other waterworks items distributed by TEAM EJP. Later that night, we hosted our first Customer Appreciation Night in Ohio.

Each year at the conference, local municipalities compete against one another in contests like the Tapping Contest, Meter Madness, and Top Ops. This year the city of Lima, OH, swept the competition in all three categories. We would like to congratulate the following members of the Tap TEAM: Larry Huber

(coach), Ed Scarberry (tapper), Tim Stidham (cranker), and Andy Rieman (copper). Congratulations to Paul Tucker, winner of Meter Madness, and Som Pandya, for Top Ops. Best of luck to competitors at

the National AWWA Conference in Denver!

After the conference wrapped up for the day, EJP and Sensus customers gathered at the Dublin Pub in Dayton, OH, for dinner, drinks, and live entertainment provided by Nick Mitchell. Throughout the evening, attendees discussed many topics, such as OSHA training, lead-free brass, and metering technology. On behalf of TEAM EJP and Sensus, thank you to all employees and customers for your participation and attendance, and for continuing to be a loyal EJP and Sensus Metering customer.



Clockwise from bottom left: Andy Rieman (copper), Tim Stidham (cranker), timekeeper, Larry Huber (coach), Ed Scarberry (tapper)



From Our TEAM to Yours...

Merry Christmas and Happy New Year!



Gardiner Community Supports a New Playground for Kids

Tookie Amosun remembers the old metal slide and free-standing monkey bars behind the Boys & Girls Club of Greater Gardiner. Amosun spent much of his youth at the club, first as a child and then as a program assistant working with teens during his high school and college years.

The 23-year-old National Guardsman is thrilled to hear that the monkey bars would be replaced with a \$33,000 playground that has age-appropriate sections for toddlers, preschoolers, and school-age children.

Ingrid Stanchfield, the Club's chief professional officer, said the club raised \$16,000 since fundraising began in 2008 with Greg and Debra Couture of West Gardiner, and Roger and Dawna Gregoire, of Gardiner, contributing leadership gifts.

Stanchfield said that Kennebec Savings gave a \$10,000 matching grant and Bangor Savings Bank gave a \$1,000 grant to the project. Peter Prescott, owner of TEAM EJP, and John Fallona, owner of On Target, both gave \$5,000 and volunteered the use of their equipment and manpower.

Amosun volunteered this week to help build the new playground. He spent Tuesday morning setting up playground sections, bolting the metal and plastic pieces together, and backfilling the holes with dirt.

Amosun, a recent graduate of St. Joseph's College, said he believes that the new playground will give the kids an opportunity to get outside and get some physical exercise. "After working with the children for many years, I know they will definitely like something like this, to have more to play on and not be so confined to a small playground," said Amosun.

Stanchfield said that Eric Welzel, from Miracle Playground



Equipment in Brunswick, was very helpful in the design of the playground and was very easy to work with.

She said the fundraising took four years because the organization wanted to raise as much as it could before asking for donations. The staff raised \$16,000 and then this year asked for help from Kennebec Savings Bank, Peter Prescott, and John Fallona.

McGee Construction was hired to do the groundwork.

Kody Peckham, 23, of West Gardiner, attended college with Amosun and also serves in the National Guard. Peckham said he was glad to help with the construction of the playground. "It's a good cause, and I knew the kids would have fun on it; we have had a good time working together on it."

Stanchfield said the children were excited about the new playground equipment. Every time they come in they ask, "Is it done yet? Is it done yet?"

Steven, 5, one of the children playing water games in a makeshift playground in front of the building, said he was looking forward to playing on the playground's bridge with the steering wheels. Six-year-old Brynn and 5-year-old Alyssa want to slide down the fire poles and hang from the new monkey bars.

A group of Kennebec Savings Bank employees helped the Boys & Girls Club to celebrate the grand opening of their new playground by organizing a day of play complete with food, face painting, and lots of community spirit.

Stanchfield said the new playground will be open to the public after 5:30 pm on weekdays until dusk and from dawn to dusk on the weekends.



Bangor Waterfront Project

TEAM EJP Bangor has been working with various contractors on the revitalization of the Bangor Waterfront area. The latest project is with Gardner Construction Enterprises (GCE) from Bangor/Hermon, ME, to upgrade the concert area of "The Waterfront." GCE was the low bidder on the project but the cost of the project was still over budget for the City of Bangor. Randy Gardner worked with the city and TEAM EJP to provide value engineering and was able to make this project happen. The waterfront concerts have become an important boost to Bangor's summer economy.



Wayne County Water and Sewer Authority Continues to Grow

The Wayne County Water Authority was created by special state legislation in 1987. The legislation was later amended to provide for a sewer designation for the Authority. This amendment brought about the Wayne County Water and Sewer Authority. Since that time, the WCWSA has grown to provide service to more than ten neighboring towns and villages as well as wholesale water services to several other municipalities.

The WCWSA is responsible for the operation and maintenance of over 380 miles of transmission and distribution mains, seven water storage tanks, and six pumping stations within the service area. They currently provide service to 9,600 accounts, serving approximately 30,000 people. Along with their continued dedication to their customers with quality services, the WCWSA has continued to maintain its long-standing relationship with TEAM EJP. Over the past years, the WCWSA has been

tirelessly working toward the addition of new metered accounts as well as maintaining and upgrading their existing services.

With the help of TEAM EJP Blasdell, TEAM EJP's New York AMR specialists, and Sensus USA, the WCWSA has begun transitioning to the new lead-free accuSTREAM meters. In addition to the new residential meters, the WCWSA has continued to use the Omni meter for their high-flow accounts. With all of this new metrology in place, they have begun the transition to the new M-style MXU as well as a new drive-by reading system, creating quite an advanced infrastructure.

With a project of this magnitude, TEAM EJP would like to thank the WCWSA and all of its employees for the continued dedication, hard work, and time that they all put into their jobs each day.



From Our TEAM to Yours...

Merry Christmas and Happy New Year!



Culvert Slip Lining in Steuben, ME

TEAM Plastic Pipe Fabrication (PPF), a sister company of EJP, has diversified immensely over its short lifetime of three years. A large part of its business has become a unique trenchless technology for rehabilitating failing culverts, commonly known as culvert slip lining. Recently, TEAM PPF worked with the Maine DOT and Bowman Constructors to rehabilitate a failing culvert under Route 1 in Steuben, ME. The partnership of PPF, Bowman, and Snap-Tite was an ideal solution.

The project included some unique challenges that our team had to overcome. The job site had a large watershed, which required pumps and coffer dams, and the pipe had significant deterioration and irregularity. We proposed using a 140' 72" Profile HDPE pipe. This pipe possesses characteristics that will yield a 100 year life. Our crews worked beside Bowman Constructors to properly dewater the site and place all the necessary crib work for anti-flotation. We then placed a network of grout tubes

and started pushing the pipe. As the pipe was placed, our experienced extrusion welders sealed and restrained each joint with a solid plastic weld. The full 140' of pipe was held in place by our cribbing network and restrained by a 100% watertight joint. We then proceeded to bulkhead the pipe to seal the void that was created between the new pipe and deteriorated culvert. After the pipe was secure, our crews pumped a specially designed lightweight cellular fill into the annular space to fill the void between the new and old pipe and between the old pipe and the surrounding earth.

A great relationship with Maine DOT and Bowman Constructors as well as a trusted partnership with Snap-Tite allowed PPF to provide a solution to the challenges specific to this project.

For more information visit www.plasticpipefab.com.



ICE IS NICE Back on the Ice at Family Skating Facility in Hallowell, ME

The Bank of Maine Ice Vault opened July 7, 2012, with an official ribbon cutting ceremony on July 27th to commemorate the \$5 million facility.

"This is not an ice arena," owner Peter Prescott told the crowd. "This is a family skating facility. We've tried to put everything in." Everything in the new arena is state of the art and designed to be family- and community-focused. The arena not only includes the familiar ice surface but includes a new skate shop, two state-of-the-art conference rooms, expanded locker rooms for hockey and figure skating, arcade, concessions area, and a fitness area that is still under development.

Other features of the facility are free Wi-Fi for guests throughout and cell phone boosters to increase wireless phone access anywhere in the facility. These special

features will allow the skating community to stay connected without needing to leave the facility.

One familiar feature is the newly designed fireplace in the warm room on the lower level. The fireplace is named "Rosy's Rink of Dreams" after Rosy Santerre, 91, one of the original founders of the Kennebec Ice Arena, which was built in 1973 and collapsed on March 2, 2011. The fireplace creates the feeling of home and community in the gathering area for family and friends.

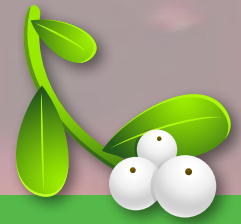
The Bank of Maine Ice Vault grew only because we found some great friends who gave us loyal support along the way. Special thanks to the Prescott family, the city of Hallowell, the skating community, and the many friends who made this community facility possible. We look forward to continued success for many years.



ROBARGE VALVE NUT EXTRACTION TOOL

This tool has a 99% success rate. If you can see the middle of the operating nut in your valve box, you can replace it. This tool will pay for itself in one use. United Water Environmental in Gardner, MA, recently purchased one. Six operating nuts were removed in less than 8 hours while training their water department how to use the tool. This was an April day consisting of snow, sleet, freezing rain, and ending with sun. Even with the weather conditions, the crews were still able to complete the six operating nut replacements with no digging. This kit comes with stainless steel replacement operating nuts.





Jason Normandin, Sr., Elected to Board of Directors



Jason Normandin, Sr., Marketing Representative from TEAM EJP Lincoln, RI, has been elected to a three-year term to the Board of Directors of the Northeast Chapter of the International Erosion Control Association. Jason will represent Rhode Island on the board. The Northeast

Chapter's territory includes all six New England states and New York.

Jason has been active in chapter activities in recent years, helping plan and produce chapter events in both 2011 and 2012.

The election results were announced at the organization's annual conference, which was held at the Ramada Inn Hotel & Conference Center November 7-9, and attracted more than 250 attendees and 40 vendors.

Also at the event, TEAM EJP's Pete Hanrahan was elected to a fourth consecutive term as President of the Northeast Chapter. Pete was elected to the Board of Directors of the organization in 2007, and has served as President since 2009.

Under Pete's leadership the chapter's annual conference participation has grown from a then-record 140 in Concord, NH, in 2010, to 200 last year in Natick, MA, to this year's total of 250. During 2012, the Chapter, which is about 20 years old, also had its most active educational year, producing a total of eight regional training events, including three in New Hampshire, two in New York, and one each in Vermont, Massachusetts, and Rhode Island.

A SOLDIER'S CHRISTMAS

'Twas the night before Christmas, he lived all alone,
in a one bedroom house made of plaster and stone.

I had come down the chimney with presents to give,
and to see just who in this little house lived.

As I looked all about, a strange sight I did see,
No tinsel, no presents, not even a tree.

No Stockings by mantle, just boots filled with sand,
On the wall hung pictures of far distant lands.

With medals and badges, awards of all kinds,
A sobering thought came through my mind.

For this house was different, it was dark and dreary,
The home of a soldier, I could now see clearly.

The soldier lay sleeping, silent, alone,
Curled up on the floor in this one bedroom home.

The face was so gentle, the room in such disorder,
Not how I picture a United States Soldier.

Was this the hero of whom I'd just read?
Curled up on a poncho, the floor for a bed?

I realized the families that I saw this night,
owed their lives to these soldiers who were willing to fight.

Soon round the world, the children would play,
and grownups would celebrate a bright Christmas day.

They all enjoyed freedom each month of the year,
because of the soldiers, like the one lying here.

I couldn't help wondering how many lay alone,
on a cold Christmas Eve in a land far from home.

The very thought brought a tear to my eye,
I dropped to one knee and started to cry.

The soldier awakened and I heard a rough voice,
"Santa don't cry, for this life is my choice".

I fight for freedom, I don't ask for more,
My life is my God, my country, my corps."

The soldier rolled over and drifted to sleep,
I couldn't control it, I continued to weep.

I kept watch for hours, so silent and still,
as we both shivered from the cold night's chill.

I didn't want to leave, on that cold, dark night,
this guardian of honor, so willing to fight.

Then the soldier rolled over, with a voice soft and pure,
whispered, "Carry on Santa. It's Christmas Day. All is secure.

One look at my watch, and I knew he was right,
Merry Christmas my friend... and to all a Good Night.

—Author Unknown

This poem is dedicated with thanks to all of the men, women and veterans of our country's armed forces, as well as their mothers, fathers, spouses, children, and other family members who are all sacrificing for us.



From Our Team to Yours...



Merry Christmas and Happy New Year!



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TEAM EJP SHREWSBURY, MA!

TEAM EJP is pleased to announce the opening of our newest location in Shrewsbury, MA. The current temporary location, 239A Cherry Street, was opened in mid-July and will be moving into the permanent address at 615 Hartford Turnpike, Route 20, and will be open for business January 2, 2013. The new building will have 7,200 sq. ft. of space to serve all of our customer needs. There is a separate building for our erosion control products such as straw wattles and woven fabrics.



TEAM EJP would like to introduce Adam Drake, the Division Manager at Shrewsbury, and welcome back Danielle Brewster who previously worked in our TEAM EJP Springfield location. We will be in Shrewsbury to assist you. Give us a call or stop in for a visit.

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