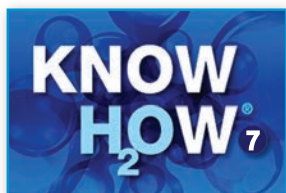


PEPtalk

Spring 2014 - Volume 30



Seminars are a huge success!

Team E. J. Prescott launched its 7th year of **Know H₂OW**® Seminars in January 2014. With stops in Columbus, Indiana; Fort Wayne, Indiana; and Lima, Ohio, the full-day seminars drew approximately 250 utilities, contractors and engineers.

The conference program presented emerging technology and best management practices for the drinking water, wastewater, and stormwater industries. The courses were taught by both Team EJP members and vendor partners. Additionally, attendees were afforded networking opportunities and access to manufacturers via a trade show.

Team EJP's Peter Hanrahan, CPESC, opened each seminar with a keynote address focusing on the vision of the company's founder, Everett J. Prescott. As early as 1968, Mr. Prescott was calling for conservation of drinking water supplies and predicting the reuse of wastewater. During that time period, such predictions were unheard of. Today we know that they are for real. During those remarks Mr. Hanrahan described the development of the company's Quality, Conservation, Revenue (QCR) program, which was introduced in 1970. That program, which really focused primarily on the conservation of our precious water resources, was initiated two years before the Congress of the United States passed the Clean Water Act into law. The keynote message concluded by underlining the

company's commitment to the education of both its clients and its employees. The **Know H₂OW**® Seminar Series is an extension of that vision.

The 2014 series concludes with seven more seminars in New England, four in March and three in April. For more information, visit the **Know H₂OW**® tab on the Team EJP website, www.ejprescott.com



Your seminar opened my eyes to the waterworks industry. It was geared towards all types of professions, and that's a feat in itself."

City Engineer, Ohio

"The atmosphere was low stress and informal. All speakers were willing to talk with us and not at us. From the moment I walked in, I felt encouraged to feel welcome and comfortable with the education received."

Water Operator, Indiana

This seminar showed a wide range of products that will help us replace or improve our infrastructure."

Wastewater Operator, Ohio

"I think this was one of the best classes I have been to."

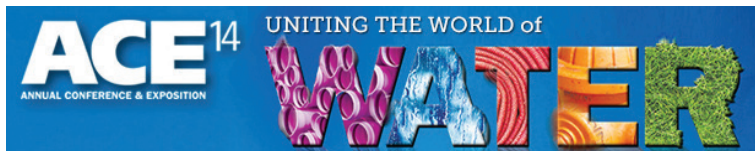
Water Operator, Indiana

"Everyone should attend one of these and return at least every other year."

Water Operator, Indiana



Pete Hanrahan addressing the 120 attendees at our Lima, OH Know H₂OW® Seminar.



**ACE Exposition: June 8 - 11
Boston Convention & Exhibition Center, Boston, MA**

University of Prescott Student

Written by University of Prescott Student Mike Leimbach

The University of Prescott Program was a clear choice for me. After attending state college followed by a focused trade school, and a job history ranging from cooking food to warehouse level distribution to cell tower maintenance, the only thing I hadn't done was find success. Once the program had been outlined to me, it was obvious that this was the place to earn that success.

My experience has been exactly what I thought it would be. A busy schedule traveling between divisions across the Northeast and Midwest of the U.S.

As promised, I spend more time away than at home. More importantly, each day has been filled with new opportunities to learn, and new obstacles have been placed ahead to overcome. With the right mind-set, the two-year course is a learning experience with limitless opportunity to better oneself and become a successful part of the team.

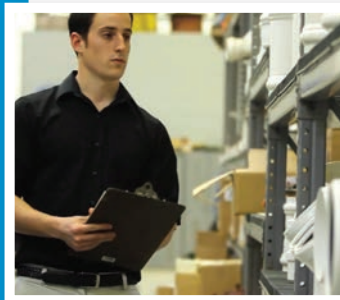
Coming up on the last few months of my two years, I can look back at some of the good times that I've experienced in my travels. Maybe a month after I started, I was on a job with one of our Maine service professionals: we had two 8x8 water main taps that went flawlessly, followed by sixteen 1-inch dry taps on ductile iron pipe yet to be put in the ground. On tap number six I noticed smoke coming out of the power head we were using, and upon further inspection it was revealed to us that the motor was in fact on fire. This left us with ten service taps to do by hand. Needless to say it wasn't quite so funny while we were dragging our arms home, but looking back it was a fun experience. The first lesson is that the job needs to get done no matter what.

I see this program for the opportunity that it is due in part to my experience in life, starting my career here just over 4 years out of high school. If you are about to graduate and are on the fence about furthering your education or joining the workforce, I invite you to do both. The University of Prescott is both an education and a career, two years of fully paid for, highly focused education in a company that will continue to thrive regardless of challenges. In the end, everybody needs water. The next two years are going to pass. It's up to you what you make of them.

This program has introduced me to the idea of a career. For the first time I can actually answer that interview question, "Where do you see yourself in 5 years?". I see myself financially stable, working with a company that rewards hard work and innovative thinking. I see myself enjoying my work and the company of those with whom I work.

"This program will provide the foundation required for a long, prosperous career with one of the most respected companies in the industry."

*Mike Leimbach,
University of Prescott Student*



*University of Prescott student
Mike Leimbach checking inventory*



*Mike Leimbach
going over
papers with
his teacher*

Inside Sales Training

Recently the inside sales force from New England was brought together for product training, sales training, networking and fellowship in northeastern Massachusetts. The event lasted three days and was a prime example of the dedication in superior training and networking that the Everett J. Prescott company believes in.

The power of a team cannot be measured and is a priceless tool when providing excellent customer service that Team EJP strives for from every phone call to every delivery. There's no better opportunity to meet members of your team and to discuss industry news than a company meeting. Team EJP discussed the improvements in water meter systems, hydrants and valves, erosion control, service work, customer service, and many other changes within the industry.





It's been an exciting few months for the University, most recently with Pete Hanrahan being named as the leader of the program. One major change is that all students will now have the opportunity to become certified professionals in erosion and sediment control, adding to a growing background of experience and learning across the board. With five total students, three out of Maine, one from New Hampshire, and one from Massachusetts, the University is growing both in strength and notoriety.

When asked "Why commit to this program?" the word that comes up is "opportunity." The opportunity to learn a strong trade as well as grow with a successful company, coupled with the opportunity to create a secure future in a quality environment creates a positive learning experience.

After a few months of picking products for shipping and delivery, along with time spent with service techs, we build a solid knowledge of our product line and move into dealing with customers directly. This grows our understanding of the waterworks process and gives us a look into the different language used by different customers to describe the same thing. Once our comprehension of AS-400 and the water-and sewer-works process has settled in, we can move to working on takeoffs and presenting bids, shadowing managers and how our business works from the home office to divisions and sister companies.

The more experience we gain and knowledge we grow, the one constant is that there is always more to learn—each member of the team has a lesson to teach.

Midwest/NY Inside Sales Training in Blasdell, NY



Team EJP Blasdell, NY, recently hosted a Midwest/NY inside sales training at their facility. Our host team members have long awaited the opportunity to show off the facility they have so much pride in. This is the first large size in-house training since the opening of Blasdell in September 2011.

The Blasdell team has played host to many customer events. However, to welcome fellow team members from Indiana, Ohio, and branches in New York brought a whole new perspective on the many ways to utilize this facility.

The event started out with a meet and greet at a local restaurant on Monday evening, where our team could get to know one another and network. This sets the tone for the meeting. Bright and early Tuesday morning they gathered in the "training room" for the classroom-style portion of the event headed by National Sales Manager Robbie Chadwick. After the open forum discussion, the team members broke into small groups and headed to the "stations," which consisted of multiple vendors with various products for in-depth training, as well as a question and answer session. Once again our team members were able to capitalize on their time together with dinner that evening.

Wednesday morning it was back to the classroom for all of our members. This day was dedicated to their opinions on the meeting and their ideas moving forward. A lot has been accomplished in our new facility. Friendships have been made, a network has been created, and goals have been set. We feel strongly that the sum of all parts is greater than any one part. We look forward to continuing with Team EJP, and look forward to this meeting every year!!

2013 EJP Project Highlights

Strange Creek Bank Stabilization Design Project

During the summer of 2013, the Dept. of Public Works (DPW) for the city of Indianapolis contacted Wessler Engineering to design the Strange Creek Bank Stabilization project. The design consisted of installing a new green infrastructure best management practice (BMP) called a hybrid ditch system which was awarded to Morphey Construction based out of Indianapolis. The design itself was to keep the ditch from eroding the roadway which was becoming a safety hazard for motorists.

Morphey Construction got in touch with Lou Townsend from Team EJP's West Indy branch to see if they could get the various erosion control products needed such as sack gabions, silt fence, turf reinforcement mat and coir (coconut) logs. Team EJP was able to get what the contractor needed, and the job was completed ahead of schedule which left everyone involved very satisfied.



Zaluzny Excavating Corp. of Vernon, VT



In the summer of 2013, Zaluzny Excavating Corp. of Vernon, VT, was contracted by the town of Readsboro, VT, for Waste System Improvements designed by Green Mountain Engineering from Williston, VT, along with installing over 2000 ft of 12" C900 water main, hydrants, valves, fittings and over 2 dozen services. They also had a bridge crossing consisting of 342 ft of 12" ductile iron pipe with pipe supports every 10 ft. The engineer also wanted the pipe to follow the contour of the bridge by using made-to-order lengths to meet this requirement. Our Team EJP Barre, VT, office worked with Griffin Pipe to supply 13 and 15 ft lengths of Snap-Loc pipe for this project, Zaluzny Excavating subcontracted the bridge crossing work to Renaud Brothers also from Vernon, VT, who installed the 12" pipe, hangers and 3" aluminum jacketed insulation.

A big thank you to those involved in this project. I enjoyed working with you all. Chris Rogers, Everett J. Prescott Inc., Barre, VT.

Merchant Ave. Hyannis Port, Hyannis, MA, Installation

Engineer: A M Wilson Associates Inc.

Contractor: Joyce Landscaping

Project Manager: Michah Field

This project is located on the Hyannis Port coast on Nantucket Sound off the south side of Cape Cod. The purpose of the installation is to stabilize the toe of the coastal bank along an existing rock revetment wall as well as a section of coastal bank that has no revetment at all. The products used are 12" coir fiber logs that are buried below the existing beach height in hopes that as the height of the beach fluctuates due to wind and wave energy that the revetment will keep waves from undermining the rock revetment wall and prevent it from falling into the ocean which would potentially cause long-term damage and erosion of the existing slope, leaving the property unprotected from the harsh waves and weather that this property is susceptible to on Nantucket Sound. This is one of many solutions for soft solution coastal bank restoration and preservation.



Left to right: Mike Bruce, Bob Dutra, Paul Annicelli, Jed Milardo, Dave Negris, and Eugene Sorkin

Narragansett Bay Commission

Team EJP helped out when the Narragansett Bay Commission was looking for a safer and easier way to operate their large diameter storm gates throughout the city of Providence, Rhode Island. NBC's Dave Negris searched the internet for a solution and found a valve exerciser manufactured by Rex Wheeler Mfg. Jed Milardo who represents Rex Wheeler, contacted Jack Blade, a distributor of Rex Wheeler products for Team EJP's Rhode Island division. Jack set up a demonstration of the Valve exerciser with employees and engineer Eugene Sorkin of the NBC at one of their gate locations. After the demonstration, the NBC saw that the valve exerciser solved their issue and purchased the product from Team EJP.

We would like to thank the Narragansett Bay Commission for the opportunity to be a part of the solution, and all of us at Team EJP appreciate the business.

New York Civil Applications Design Workshops

Three full-day "Civil Applications Design" workshops were held in NY during the week of February 23rd. A course approval through The Practicing Institute of Engineering allowed E.J. Prescott to offer 5 PDH credits to engineers and landscape architects.

The workshops focused on Tensar products and applications. Speakers included Dave Lipomi, who discussed the use of geogrid in paved and unpaved applications, and Joe Koziell covered North American Green's erosion control products with a presentation titled "Erosion Prevention." The Geopier SRT System, a slope stabilization technique, was introduced by Shana Carroll, followed by "MSE Walls and Steepened Slopes/Grade Separation Solutions" by Aaron Smith. The last topic covered was "Coastal & Waterway Systems for Infrastructure, Lakeshore, & Sediment Remediation Applications" presented by Jeff Fiske who is the Triton Coastal & Waterway manager.

The three-day event kicked off in Cheektowaga (Buffalo), followed by Webster (Rochester), and ended in Liverpool (Syracuse). The design community appreciates the fact that E.J. Prescott understands how important education is and the role it plays in the specification process.

The workshops were very successful, and with 251 individuals attending, E.J. Prescott will enjoy positive results with product specifications.



In Memory of Gerald Bruce Goucher



Team EJP says goodbye to our friend, known as Bruce, who lost his battle with cancer on Friday, January 24th. Bruce worked for the Greater Augusta Utility District for more than 33 years, working his way up to operations supervisor. During those years, Team EJP and Bruce shared a great working relationship.

He leaves behind his wife, Patricia, three children, grandchildren, as well as brothers and sisters.

We extend our deepest sympathy to the entire Goucher family.

We will miss his permanent smile and fluffy mustache.

Welcome



Milo, Maine



Lubec, Maine

Team EJP signs four new V.A.S. Customers

Team EJP's Maine Division is very pleased to announce the signing of four new V.A.S. customers. Recently, Mike Gaudette of North Berwick Water District, sought a way to better organize and manage his inventory. Team EJP's Southern Maine marketing representative Joe Hersom, presented to Mike the option of Value-Added Services and how it can assist in managing his inventory.

Kevin Aceto, president of Aceto Construction and valued EJP customer, also made the decision to join the Value-Added Service program for 2014. The locked-in yearly and monthly pricing, 2-hour Guaranteed Delivery on "A" items as well as 24 Hour Emergency Service, provide Kevin with the ability to service his clients day or night in ways his competitors cannot.

Timmy Gormley, superintendent of Milo Water and Sewer, recently decided to become a VAS customer. Organizing and maintaining his inventory as well as all the other benefits that come with VAS helped make his and the boards decision.

The Lubec Water District also made the decision to go VAS. Acting Manager, Mike Morley and his board liked the Inventory feature as well as the leak locating benefit.

Putting the TEAM in Team PEP



Early on February 25th, PEP transportation driver Mark Bailey arrived in Gardiner, Maine, to pick up a stretch trailer. Mark needed to drive down to the central New York town of Sidney. His task in Sidney was to load two 71 foot steel beams and transport the oversized load all the way back up to Rockland, Maine.

A job this big takes weeks to pull together. Permits need to be ordered, pilot cars arranged for, and a keen eye focused on weather conditions which could delay the trip.

By mid-morning, the trailer was hooked and Mark was getting ready to depart for New York State. But during a routine safety check, he discovered an issue with his truck. Upon having the truck's problems diagnosed by 2:00 pm, it was discovered that if Mark had driven off with the truck as it was, he would have broken down within minutes.

With hundreds of dollars worth of permits in hand, and the pilot car on standby to escort the load the following morning, there was no time to lose.

Already several hours behind schedule, the chances of getting to New York on time were becoming a long-shot. A delay would add hundreds of dollars to the cost to the trip.

PEP needed to act quickly. With another driver in the area available - Mark's own brother Jeremy - there was a glimmer of hope. With the extra efforts of Eva French, the permit agency was reached before closing time and the permits reassigned to Jeremy Bailey's truck. Another person who quickly helped sort out the snafu was Leslie Dyer.

Leslie was instrumental in the process by supplying added information very quickly. With the huge efforts of both Bailey brothers, Eva French, Leslie Dyer and others at PEP, the steel beams were picked up on time in New York and delivered to Rockland at the promised hour. This accomplishment was nothing short of a true team effort.

Congrats!

Congratulations to Ronald Nunes, owner of RT Nunes and EJP's Value-Added Service customer



Congratulations to Ronald Nunes, owner of RT Nunes and EJP's Value-Added Service customer located in West Warwick, Rhode Island, for being elected President of N.U.C.A. during a ceremony in Las Vegas, Nevada.



Ron Nunes being sworn in as N.U.C.A President



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**See you at the ACE Exposition: June 8 - 11
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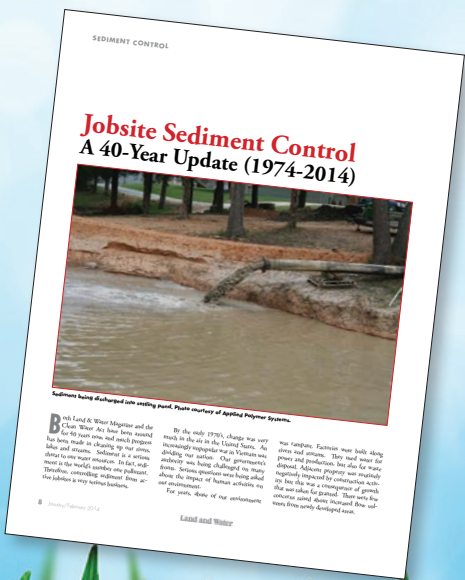
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In the news! Job Site Sediment Control

Pete Hanrahan, CPESC,
 Team EJP's Erosion Control
 & Geoproducts Manager,
 authors an article in the
 January-February issue of
Land & Water magazine.

Visit ejpprescott.com to
 review this informative article.



From Our Team to Yours... **Happy Spring!**