

PEPtalk

Summer 2014
Volume 31



The EJP Booth is a Big Hit at AWWA's 100th Anniversary Show!

Each year since 1914, AWWA holds the ACE around Father's Day. This annual conference was held in Boston, Massachusetts, on June 8-11. Having not been held in Boston for over 40 years and with the likelihood of it not being there again, TEAM EJP set a goal to participate in the trade show and take full advantage of this opportunity for our customers and vendors. Being a family business, Father's day and ACE have always been special to us. This year, rather than walking the trade show floor, we decided to do it up right.

We designed a 40'x40' booth space, created videos and interactive ipad apps, brought more than 40 of our employees and bused in nearly 150 customers to experience not only TEAM EJP's booth but the entire trade show. We had EJP's own Robbi Lockhart running all the behind-the-scenes work for the tapping contest. Pete Hanrahan delivered a white paper, and several

other EJP employees worked not only our booth but those of our vendors as well.

We had four great days of attendance and interaction on the trade show floor, a wonderful dinner cruise with several customers and vendors, and everyone had a great experience. When all was said and done, we couldn't have been more proud or more honored to have received **BEST IN SHOW** for our booth. This is the top award given on the trade show floor.

On behalf of the three of us, we would like to thank all of our dedicated employees, our vendor partners, our loyal customers, as well as the AWWA staff for this great honor:

2014 BEST OF SHOW.

Sincerely,
Peter, Steve, and Stan

We came...

“The EJP team certainly knows how to do it right. I just have to let you know that all of the water suppliers across New England really appreciated your great hospitality on this event.”

John Sasur, Jr.



Team New York and Massachusetts Bus

Team Maine Bus



Team Vermont Bus

Team New Hampshire Bus





We saw 😊



We had
FUN!

Meet Don LeBlanc

This quarter E.J. Prescott would like to recognize Don LeBlanc. Mr. LeBlanc graduated from the University of Maine in 2007 with a bachelor's degree in civil engineering. He spent the first five years of his professional career as a design engineer for Contech Engineered Solutions, LLC, a manufacturer of stormwater products. Don joined EJP back in the summer of 2012. He came on board as an engineer with the specific task of writing specifications, presenting at "Lunch and Learns", and helping municipalities hold to specification. Don worked with American Flow Control (AFC) to specify ductile iron valves and hydrants in New York and Connecticut.



In June of 2013, Don joined Team PPF (a sister company of EJP) as a sales engineer. He still works closely with the engineering community but also took on tasks as a sales representative with select products. Those products include Blue Earth Lab chemistries, Pearpoint-SPX sewer inspection cameras, Warren Epoxy Systems (used for repair of degrading structures), SnapTite pipe for culvert rehabilitation, fabricated HDPE items, etc.

Recently appointed as Division Manager of Team PPF, Don visits with EJP sales representatives and managers to develop relationships and generate new opportunities. He also has been working diligently with governing agencies to obtain several state approvals of Blue Earth Labs' NSF60 approved products.

Last month, Don received his State of Maine Professional Engineering (P.E.) license. He is also an active member of the Education & Operations Committee Maine Water Utilities Association.

Feel free to contact him anytime via email at don.leblanc@ejprescott.com or on his cell at 716-207-9739.



Dave Gardner Fitness Trail Dedicated



On May 16 of this year, the newly developed *Dave Gardner Fitness Trail* was dedicated at company headquarters in Gardiner, Maine. Dave Gardner worked for Team E.J. Prescott in many capacities during his more than 23 years with the company. Although he retired in 2007, Mr. Gardner still continues to serve the company in a consulting role.

The Dave Gardner Fitness Trail was started by volunteers in the fall of 2013. It was completed on May 16 of this year by University of Prescott students and dedicated that day. The fitness loop is just the beginning of a more ambitious plan that will extend all the way around the company's headquarters. The idea is a result of the company's emphasis on fitness and healthier lifestyles. Mr. Gardner was on hand for the trailhead dedication, and was very touched by it. "It was a complete surprise to me and I am humbled to have been chosen for this great honor," he remarked.

Dave Gardner's tenure with Team E.J. Prescott was the second phase of a distinguished career. That career began in professional engineering, and Dave brought that experience to Team EJP when he joined the company in 1984. Not surprisingly, his engineering experience was put to good use at Team EJP. Dave's tenure was marked by a rapid expansion of company operations and facilities over a nine state area, and Dave's background served the company extremely well during that period.

Dave's responsibilities, however, grew far beyond engineering. During his career he was a company leader in many important areas, including, but not limited to human resources, marketing, education, and public relations.

Dave was presented with a Boston Red Sox cap and a copy of *Hitter*, Ed Linn's biography of Red Sox great Ted Williams. On September 28, 1960, Dave took a day off from engineering classes to see Ted's final game with the Boston Red Sox. An entire chapter of *Hitter* is devoted to that historic game. Dave was one of 10,454 Red Sox fans who saw Ted hit a home run in his final at bat as a major leaguer on that unforgettable day. All told, Ted Williams hit 511 home runs over a career that spanned four decades. His .344 career batting average is the third highest in the history of major league baseball.

In dedicating its new fitness trail to Dave Gardner, the University of Prescott students and employees have worked hard to do their part to leave behind a legacy and a trail for current and future employees to enjoy for many years to come.

Porous Pave Project in New Hampshire

There's a growing need for alternatives to asphalt driveways and parking lots. Space is becoming limited, and complying with drainage regulations is getting more difficult. Too much impervious surface causes stormwater runoff. Having more pervious area allows for proper storm drainage. A lot of cities and towns require a percentage of pervious space to the amount of impervious. This can create a situation where parking is compromised.

The best solution we have found is Presto Geosystems' GeoPave. Other systems exist, but none compare to the durability and dependability of GeoPave. It is very affordable and easy to install. It aids with drainage, and if you have a high-water table, GeoPave can store a large amount of water. Plowing is not an issue.

Working with De Niro Construction in New Hampshire on an indoor basketball facility proved a great use of the GeoPave system. The travel lanes were asphalt, and the GeoPave system was used for the main parking areas, fulfilling the requirements for the pervious area in three different parking areas, the largest being 50'x100'.



We hope to look at your next project because we know that GeoPave would be a great fit. Please call us for more details on GeoPave or visit their website for more great products like the grass paver system called GeoBlock at prestogeo.com.



EJP Participated in the Alliance NorthernExpo

Held at Pike Memorial Park in Akron, IN, the Expo was made up of several vendors and manufacturers who spoke about different concerns and problems that utilities might encounter in normal day-to-day operations. E.J. Prescott Service Tech Branden Carey spoke about the "Concerns of Cutting and Handling Asbestos Cement Pipe" and "Steps You Should Take To Ensure You Get a Good Fusion Weld on HDPE Pipe." The interest and interaction from this show was tremendous.

The park was busy with over 150 participants. The Expo was run with 30- or 60-minute presentations, which the presenter repeated to small groups as they moved to each station.

Lunch was something to look forward to: the pulled pork was wonderful as well as the fixings and roasted chicken provided by the local grocery, Viking Foods.

The Alliance put on quite a show in a very nice setting. Thank you to the Alliance and the town of Akron for hosting this training opportunity in a well-maintained and relaxing atmosphere. Also, thank you to IDEM for their participation as well as approving the training hours for CEUs.

Androscoggin Trail Project

St. Laurent & Sons, Inc., from Lewiston, ME, is installing presto geoweb along the new walking trail in Lisbon, ME. Presto Engineers along with EJP helped design the wall, with final approval from the Maine DOT. The job called for about 450 geoweb units. The date of completion is expected to be July 2014.



MA DOT Erosion Control Project

Fillion Landscaping Inc., of Granby, MA, working as a subcontractor for the general contractor, Palmer Paving of Palmer, MA, installs various means of erosion control products along Rte. 91, Rte. 5 and Rte. 90 ramps on the Holyoke/West Springfield, MA DOT project.

Owners Angela and Scott Fillion contacted Jeremy Hague and Chad Martin of the Springfield office to coordinate the use of DOT Silt fence, Straw Wattles, and P300 permanent blanket by North American Green for use in the swails and high flow areas.

The 1.5 million dollar project is slated for completion at the end of July. This project is turning out fantastically, and both Palmer Paving and Fillion Landscaping, Inc., deserve a round of applause for a great looking job.



Road Building Workshops Held in Massachusetts

Team E.J. Prescott took a leading role in the execution of a pair of road building workshops in Massachusetts, held on May 28 and May 29 of this year. The May 28 event was held in Fitchburg, while the next day's session was held in Plainfield.

The training events were sponsored by the Massachusetts Forest Alliance and co-sponsored by the Northeast Chapter of the International Erosion Control Association. The course content was developed to assist timber harvesters with common problems related to the construction and maintenance of forestry access roads.

Both sessions featured a keynote address by Jeff Hutchins, Executive Director of the Massachusetts Forest Alliance. Jeff's remarks were followed by a regulatory update delivered by representatives of the Massachusetts Department of Environmental Protection. The morning sessions concluded with a presentation on jobsite sediment control technology by Team E.J. Prescott's Pete Hanrahan.

After a lunch break, workshop attendees rotated through field stations that featured live technological demonstrations. Station leaders included vendor partner Geoff Hubbard of Advanced Drainage Systems, who demonstrated drainage products and their applications. Vendor partners Bill Maier of Tensar and Jack Eaton of Certified Erosion Control participated also. Bill Maier discussed roadway construction technology, while Jack Eaton's presentation focused on controlling sediment discharge. Team E.J. Prescott's Mike Everhart and Pete Hanrahan also served as instructors. Mike demonstrated three-dimensional soil reinforcement and load support products while Pete discussed erosion control blanket and turf reinforcement mat technology.

While the attendees were primarily timber owners and forestry professionals, municipal officials and contractors also participated. Combined attendance at the two workshops totaled approximately 80 participants.

Teamwork brings it all together in Poughkeepsie!



The city of Poughkeepsie, NY, found a team to update its outmoded water metering system. Along the way, this team is improving revenue for the city, improving customer service for the city's water users, and improving water conservation measures.

This lovely college town is located on the Hudson River, halfway between New York City and Albany. Many water meters were quite old; some were even buried in concrete! The city knew that water and revenue losses were high from the worn-out meter system: they needed to update their metering system. Now they have progressed from a nearly obsolete system to a new state-of-the-art system from Sensus.

Today, Poughkeepsie's new system consists of Sensus iPERL residential meters that work with no moving parts, providing accuracy that doesn't fade over time. Commercial meters, larger than 1", are reliable Sensus OMNI meters, which work with only one moving part.

To gather the meter information, Poughkeepsie adopted a new Sensus FlexNet Fixed Base Meter Reading system. All of Poughkeepsie's water meters send hourly readings to just two collectors located on city properties. Now, the city has hourly readings from every meter in town without the expense and safety hazards of sending people out to collect readings. Poughkeepsie's FlexNet system, with "Logic Software," is among the first E.J. Prescott supplied systems that are provided on a "Software as a Service" basis. This is a cloud-based system, provided by Sensus, which frees the city from obligations and restrictions that come from owning your own computer system.

According to City Mayor, John Tkazyik, "The goal from the beginning was to provide an equitable way of reading and billing for the water users in the city. By replacing 25-year-old meters, the city has taken away the disparity among meters, and we are providing more accuracy."

The city knew that old meters were costing the city dearly in revenue. City Supervisor, Milo Bunyi, stated that "the meter project will help pay for water infrastructure improvements. It has already captured revenue that the city hadn't been able to realize from old, inaccurate meters."

According to Billing Supervisor Dayna Weiss: "FlexNet provides better customer service because we can see real-time meter readings. We can know right away if there is a leak or a running toilet, and we can alert a customer. By getting hourly readings, I can verify any abnormalities."

Water and Sewer Supervisor Jesse Purcell is enthusiastic about this project, too. "This will definitely improve our high water loss situation; in fact, it already has! And recovering water revenue losses will help fund other necessary water projects."



"The goal from the beginning was to provide an equitable way of reading and billing for the water users in the city."

And the team that brought this together? There are many important members of this team: the City's Public Works and Engineering departments got this project in motion and kept it moving. The mayor, city supervisor, and common

council have supported this project at every step. The Poughkeepsie IT department has worked energetically to keep data flowing and the water billing department has been at the center of activity.

Wendel Energy Services, LLC, of Amherst, NY, provides engineering and project management services as a performance contract with Poughkeepsie. According to Supervisor Bunyi, "The performance contract will guarantee that this project will be cash positive from day one!" Poughkeepsie is one of three projects that E.J. Prescott has supplied with Sensus, Wendel, and In Line Services in New York state this year.

In Line Services of Flemington, NJ, was the installation contractor for this project. As well as installing the 6500 meters, In Line provided communication with the building owners. In cooperation with the city water billing department, In Line contacted building owners and provided telephone and internet services to arrange appointments and dispatch meter installers.

Water Supervisor Purcell says he is happy with the decision to go with a professional meter installation company of In Line's caliber.

E.J. Prescott is proud to have played a central role in this project. Marketing Representative Mark Grady and AMI Specialist Chris Goodrich have worked with the city for nine years, moving toward and through this project. Prescott's AMI manager, Bob Moody, has helped smooth some of the bumps in the road.

Regarding the teamwork of all of the players, Supervisor Bunyi stated: "Any project of this magnitude requires synergy and collaboration. This team was very efficient; everybody worked together. There was a high level of cooperation which provided the highest level of customer service. The cooperative energy was very good."

The city committed to this project in the fall of 2013. The FlexNet system was operational by January of 2014. Meter installation began in late October. The last of the meters were installed in late May. The city is installing new billing software from elsewhere and the system will be 100% operational for the water billing at the end of August.

ACE 14 Recap
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In the news!



Town of Mexico, ME, and Team PPF with a 400-foot Pearpoint push camera inspecting 286 feet of 8-inch sanitary sewer pipe.

E.J. Prescott was honored to host the Worcester County Highway Association meeting on April 8, 2014. Jack Eaton is depicted speaking about Filtrexx sock and straw wattle.



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E.J. Prescott Represented In China!

Craig Walters, from the Water Utility in North Manchester, IN, recently visited China. On his visits to the ancient ruins of "Terracotta Warriors" and the "Great Wall," Craig proudly displayed his EJP hat for this photo.

顶漂亮的帽子

