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# CONSTRUCTION OUTLOOK

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Team EJP Celebrates Six Decades of  
Innovation and Three Generations of  
Commitment to the Waterworks Industry!



## ASSOCIATE MEMBER OF THE MONTH



## Team EJP Celebrates Six Decades of Innovation and Three Generations of Commitment to the Waterworks Industry!



*In 1955, Everett J. Prescott gave his name to the first waterworks distributor north of Boston.*





# More Than A PIPE DREAM

**IN** 1955, the first fax was sent, school kids received the first shots for polio vaccine, Scrabble was invented, Johnny Carson debuted, and the first sea-going oil rig was placed in service. So not many people noticed when, that August, Everett J. Prescott moved to Gardiner, ME with his wife, Barbara, and gave his name to the first waterworks distributor north of Boston.

*Some colleagues said Everett J. Prescott, Inc. would not survive in the hinterlands of northern New England, but they didn't count on Everett's drive to innovate and succeed.*

*Everett J. Prescott was already an established expert and prolific inventor in the industry. Born in Spencer, MA, in 1914, Everett joined the business of his father, H. R. Prescott & Sons, in 1933 and spent the next five years traveling Northern New England selling hydrants, valves, mineral lead and other waterworks products.*

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## The Original “Team EJP”

In 1938, Everett married Barbara Hagerstrom in Worcester, MA. He also started his own company in Auburn, MA, selling the revolutionary Flexible Sewer-Rod and serving sewer departments and instructing crews in large cities throughout New England.

After a brief stint in concrete block production, Everett founded Municipal Services with John Hamilton, establishing the true direction of his career in water and sewer products distribution. Over the next few years, he invented numerous products and equipment for water and sewer utilities.

The success of Team EJP today makes it clear that Everett’s vision was no pipe dream. The company he founded is one of the largest privately owned distributors of waterworks products in the U.S., serving a territory from its headquarters in Gardiner, ME all the way to Indiana. This is the story of the people, the products and the values that have made this all possible.

## A History of Waterworks “Firsts”

In the early 1950s, Everett left the company he had founded and hit the road as a sales and service man in northern New England. He quickly realized that there was untapped potential for large-scale waterworks distribution north of Massachusetts. So in 1955, Everett and Barbara moved their family (including 15-year-old Peter) to Gardiner, ME and he founded Everett J. Prescott, Inc.

Everett’s new company distributed waterworks and sewerage supplies, ranging from valves and hydrants to water main tapping and installation, sewer cleaning and underground boring.

Year after year, the firm established notable industry and company “firsts”:

- **First gasoline-powered ditch pump, the Powermite (1952)**
- **First provider of service work (1957)**
- **First truck with a crane (1959)**
- **First company unloading and stringing pipe (1959)**
- **First to promise (and deliver) 24-Hour Emergency Service (1960)**
- **First top-flange valve box (1962)**
- **First waterworks retainer gland (1963)**
- **First EZ Out plug covers (1964)**
- **First factory-direct distribution of cast iron pipe (1965)**
- **First time grossing over \$1 million (1965)**
- **First flared valve box base (1966)**
- **First spun valve box (1968)**
- **First branch offices: Concord, NH (1970) and Montpelier, VT (1976)**

Relentless innovation continues to drive the company’s success, as it has expanded many times in geography, sales volume and the range of products and services it offers.







**Four generations of Prescotts. (L-R) Everett, founder; his son, Peter, currently CEO; Peter's son, Steven, the current President; and Steven's son.**

## EJP Family Ties

Another thread that ties the firm securely to its past is the Prescott family line. There have been only three company Presidents in these 60 years: Everett J. Prescott, founder; his son, Peter E. Prescott, currently CEO; and Peter's son, Steven E. Prescott, the current President.

Born in 1940, Peter E. Prescott joined his father's company on December 19, 1959. In 1978, Everett sold the company he had founded to Peter and two sons-in-law, Stanley G. McCurdy and James Grotton.

While Everett founded yet another company, **Quality Water Products (QWP)** in South Barre, MA, the new owners quickly took the reins of Everett J. Prescott, Inc. Peter rebranded the firm as "Team EJP"—a reflection of his unselfish, team-oriented approach.

Peter led the company through a period of unprecedented growth to its current position as one of the largest privately owned distributors of waterworks products in the U.S., from three offices in New England to 30 locations throughout the Northeast, Ohio and Indiana, with more than 300 employees.

From his preferred position in the background, Stan McCurdy has been a vital Team EJP member for a remarkable 54 of the company's first 60 years. Stan started in the trenches (literally) doing service taps with Everett, and has since filled every conceivable role the company has asked him to take on, from driving a pipe delivery truck, to leading the Montpelier, VT, division, to training new employees. He currently serves the company as COO.

## Enlarging the "Team" of Companies

Under Peter Prescott, the firm also started or acquired several "teammate" companies to broaden the range of services the firm could offer, including:

- **Team QWP (Quality Water Products)** founded in 1978 in South Barre, MA, one of only a few facilities in the entire country that can flange pipe all the way up to 60" in diameter.
- **Team P.E.P. Transportation**, founded in 1980, which today carries goods of every kind coast to coast and in parts of Canada.
- **Team Red Hed Supply & Manufacturing** which manufactures a complete line of brass products and space-saver flanges in Lincoln, RI, joined EJP in 2000.

In 2004, the expanding company built its signature 58,000 square-foot headquarters building in Libby Hill Business Park in Gardiner, just minutes from the vital interstate highway link to its growing service area.

Despite his prodigious efforts at the company, Peter Prescott has also found time to devote many hours leading efforts that benefit his community, state and country. One of the best examples is his leadership in rebuilding the Bank of Maine Ice Vault on the footprint of the Kennebec Ice Arena he co-founded in 1973, which collapsed in 2011 under a heavy snow burden.

Peter Prescott has received numerous public service awards, including the 2012 Lifetime Achievement Award from the Kennebec Valley Chamber of Commerce, and the 6<sup>th</sup> Annual John Bridge Award from the Kennebec Valley YMCA in 2014. As he nears retirement age, Peter Prescott is regarded nationally as an icon, a visionary with a commitment to his industry second to none.

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**Team P.E.P. Transportation, founded in 1980, which today carries goods of every kind coast to coast and in parts of Canada.**



*The EJP Reference Manual is a comprehensive source of specifications and engineering information for the vast array of products the company distributes.*

## The Technology Generation

The transition of leadership to the next generation began long ago, when Peter's son, Steven, began helping out at Team EJP as early as age 12. Steven worked summers during his college years at St. Lawrence, and went full-time in 1990. Over the past 25 years, he has gained hands-on experience in every facet of the business, from yard maintenance to driving and sales to management, culminating in his becoming President in 2003.

Working closely with his father over the first decade, and with increasing autonomy since, Steven has led his company to a strong rebound from the Great Recession, despite many ongoing challenges, such as budget cuts among the municipalities that are EJP's major customers.

Steven has spearheaded the following initiatives:

- Created and published the **EJP Reference Manual**, a comprehensive source of product and engineering information for EJP's product lines.
- Opened three store locations in New York state and another three in New England.
- Added a fourth sister company, **Plastic Pipe Fabrication (PPF)** in 2008.
- Expanded the scope of the Team EJP Service Department.
- Added erosion control product lines.

Throughout his tenure, Steven Prescott has championed the company's continuing dedication to innovation and exceptional service, especially through the use of cost-effective information technology.

## Going Beyond to Meet the Demands of the Future

As huge conglomerates enter the waterworks industry, E.J. Prescott has continued to thrive as a family-owned business by staying close to the end user and helping its customers prepare for the challenges of the future in these key ways:

### "Got Product?"

- The **EJP Reference Manual** is a comprehensive source of specifications and engineering information for the vast array of products the company distributes. Originally a printed piece, it was later offered on a CD and is now available online.
- To strengthen the partnership between its vendors and customers, Team EJP started **Value Added Services™ (V.A.S.)** in 1994. This innovative inventory management system is designed to save utilities investment dollars by maximizing EJP's distribution inventory and minimizing the utility's inventory.

### Growing Expertise

- To address the aging workforce among water and wastewater utilities, Team EJP has created the only waterworks apprenticeship of its kind in the industry, known as the **University of Prescott**.
- In recognition of the increasing complexity of advanced waterworks systems today, Team EJP started its unique **KNOW H2OW**



*Team EJP has created the only waterworks apprenticeship of its kind in the industry, known as the University of Prescott.*



engineering seminars in 2007. Attendees range from engineers to government officials, from contractors to water operators, and from developers to wastewater operators. KNOW H2OW provides a valuable link between industry professionals and some of the top technology providers in the world.

## Service... And “Beyond”

- In response to extremely cold recent winters, Team EJP developed an inventory program to help utilities with repairs in order to prevent interruptions of service to their water and wastewater customers.
- In 2014, Team EJP introduced a revolutionary new approach to specifying waterworks, **Beyond SPECS**. This program gives municipalities and other major customers, for the first time, a set of guidelines for vendor partners that go beyond simple measurements and quantities of pipe, valves and hydrants. The **Beyond SPECS** criteria include such qualities as safety training, 24/7/365 service, expertise in water management/conservation, technical training and more.

## Back to the Future

- In 2014, Team EJP partnered with one of the world’s leading manufacturers to open the **first ductile iron pipe stockyard** in New England, from which the company serves customers throughout its territory.



## Making A Splash...

- In 2014, chartered buses brought Team EJP customers from all over New York and New England to the national American Waterworks Association meeting in Boston. Team EJP distinguished themselves on a national stage, in their backyard, by winning first prize for an exciting interactive booth – selected over larger competitors from across the U.S.

## ...For the Next 60 Years!

Despite all the advances in technology, Team EJP’s ability to expertly deliver water, wastewater, stormwater and gas products remains essential to providing America’s cities and towns with clean water. The company owners, Peter E. Prescott, Steven E. Prescott and Stanley G. McCurdy, pledge, *“We’re committed to maintaining our leadership position in product quality, expertise and service. Above all, we’ll continue to embrace the values that have helped us grow over the past 60 years, as summed up by our long-term mantra: **Whatever you need, whenever you need it, no matter what!**”*

**UCANE is proud to count E. J. Prescott, Inc. as a longtime member of our Association. Our officers, board, and staff would like to congratulate the Prescott family on celebrating 60 years in business and wish them continued growth and success in the future. ■**



**WE'VE GONE FROM**

**D-60**



**IN THREE GENERATIONS!**

**THAT'S WHY NO ONE IN THE WATERWORKS INDUSTRY CAN KEEP UP WITH TEAM EJP.**



**Everett J. Prescott, Founder**  
President 1955-1978

After founding the first waterworks distributor north of Massachusetts in 1955, he expanded the company's presence on the road and in the trenches, while bringing New England such "firsts" as factory-direct trucking of cast iron pipe.



**Peter E. Prescott, CEO**  
President 1978-2003

Peter expanded the company all the way to Indiana; added sister companies Quality Water Products (QWP), PEP Transportation, and Red Hed Supply & Manufacturing; and started 24-hour emergency service, Value-Added Services, the KNOW H<sub>2</sub>O Engineering Seminars, and the University of Prescott training program.



**Steven E. Prescott, President**  
2003-Present

Steve created the Reference Manual, a comprehensive source of product and engineering information for EJP's product lines; opened three locations in New York and three in New England; added a fourth sister company, Plastic Pipe Fabrication (PPF); expanded the scope of the Service Department; and added erosion control product lines.



**Team EJP celebrates  
60 years of leadership  
and innovation under  
three generations of the  
Prescott family.**



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was born to race at [EJP Racing.com](http://EJP Racing.com).**

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