

PEPtalk

TEAM EJP 60
MARKING & SPLASH FOR
WAS-2015
Aqua



American Cast Iron Pipe Company Hosts Plant Tours for Team EJP

Team EJP and American Pipe forged a distribution agreement on August 1, 2014, expanding on the relationship with American Flow Control that has existed since 1988.

Team EJP owners Peter and Steven Prescott, and American Pipe managers Skip Benton and Paul Freund are committed to working closely together to strengthen this partnership. To get to know each other better, seven different groups of Team EJP managers and salespeople spent a day at the American plant in Birmingham, Alabama. A total of 60 EJP employees toured the plant between December 2014 and February 2015.

The plant, founded in 1905, is located on a 2,000 acre site with more than 60 acres under roof. It is home to one of the world's largest cupola furnaces, and the Contiarc, the

first-of-its-kind continuous arc furnace. Team EJP's folks were awed at the scale, variety and speed of activities in the plant.

A highlight of the tour was a demonstration of American's Flex-Ring Joint Pipe, a boltless pipe and valve system. Thank you to Randy Conner and Steve DeBoalt for showing us the finer points of this system.

Alabama hospitality flowed freely during the visits, and many lasting friendships were established. A little time skeet shooting is great for getting to know each other!

Team EJP thanks American's Customer Service Team members Scott Summers, Jeremy Moore, and Hunter Bridwell; tour guides Molly Cameron and Mike Murphy; and Outside salespeople Jay Cermenaro, Greg

Krayer, Phil Marin, and Dewayne Taylor. A special thank you to Paul Freund, who devoted many hours to our groups, making sure that everyone had an informative and entertaining visit.



PEP Transportation Brings Romac Trailer to New England



Romac Industries, Inc., recently loaned a trailer to Team EJP for use in a series of training events, both at trade shows and for customers. The trailer was in Washington state until a few weeks ago. It was loaded onto a PEP truck that was in the area, and arrived in Gardiner, Maine, a few days later. Once back on its own wheels, it was quickly whisked away to start promoting Romac products. The trailer was such a hit that Romac will put another one together to be used exclusively by EJP! Thank you to Romac for the opportunity to use this great demonstration tool and to Team PEP for another timely and safe delivery!



Batavia KNOWH₂OW[®]

On January 27, 2015, Team EJP Blasdell and Team EJP Syracuse combined efforts to present their annual KNOWH₂OW event, held at the Clarion Hotel in Batavia, NY. The event attracted over 50 engineers and municipal employees from an area stretching from Buffalo to Syracuse.

Six vendors presented product updates and technical training. Team EJP played a large role in obtaining Continuing Education approval from the New York Department of Health and the Practicing Institute of Engineering. The seminar was approved for 5.25 Professional Development Hours and 5 PIE credits. KNOWH₂OW had two separate tracks, one for Water and another for Erosion Control. Guests were asked to choose which track they would like to attend.

Several people expressed gratitude to Team EJP for inviting them and commented on the excellent accommodations and the valuable information provided during the presentations.

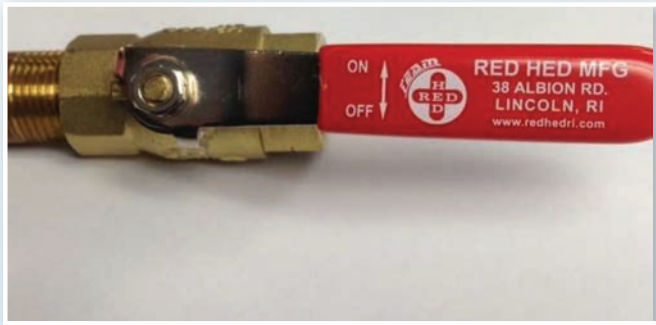
Special thanks to everyone who helped prepare for the event as well as those who presented. We would like to thank the

following people for everything they did to help this seminar become the most successful KNOWH₂OW seminar to date in the state of New York:

Mike Parrish (A.Y. McDonald), Greg Krayer (American Pipe), Brad Guillerm (American Flow Control), Josh Ordway (Sensus), Dave Lipomi (Tensar), Tiffany Duffy (Advance Drainage Systems), Bob Moody (EJP AMR & VAS Sales Manager), Ray Morang (EJP Safety Service Training Manager), John Flagg (EJP Northeast Sales Manager), Robbi Lockhart (EJP Fleet Equipment Facilities Manager), Doug McCluskey (EJP Erosion Control/Geoproducts), Joe Zippi (EJP AMR Specialist), Andy Glick (EJP AMR Specialist), Nicholas Bates (EJP University of Prescott student) Jim Desimone (EJP Syracuse Division Manager), Jeff Ranger (EJP Inside Sales-Syracuse), Andy Holden (EJP Service Technician-Syracuse), Robin Palmer (EJP Inside Sales-Blasdell), Mike Pfister (EJP Outside Sales-Blasdell), Peter DiBenedetto (EJP Outside Sales-Blasdell), Jon Summers (EJP Inside Sales-Blasdell).

Red Hed New Products

Team Red Hed is proud to announce two new products that support the increased interest in water conservation projects across this continent. Team Red Hed now stocks ¾" to 2" lead-free ball valves with lever and a custom end of the line blow-off assembly. This is the latest addition to Red Hed's meter downsizing lead free brass hardware.



Red Hed Ball Valve With Lever

The patented Space Saver Flange is Red Hed's most popular product in downsizing projects. The innovative design enables installation of a downsized meter without modifying any pipe. The adapter matches the bolt patterns for the existing pipe and new meter, and compensates for the shorter lay length of the new meter as well. This adapter also works with pump or pipe flanges, and can be a real time saver in tight spots. Distributors such as Neptune Technologies, H D Fowler, Pollard Water Distributors, and USA Bluebook are buying and distributing these products around the globe. Call your local EJP sales representative for more information on how Team Red Hed can help you with your next meter or pipe downsizing project. Additional information can be found on our website www.redhedri.com.



Red Hed space saver flange 125x250 bolt pattern

Team EJP Assists with Road Building Tool Box Workshop in New Hampshire

In October of 2014, Team EJP partnered with the New Hampshire Timberland Owners Association (NHTOA) to host a full-day Road Building Tool Box Workshop at a great logging site in Stoddard, New Hampshire.

The event attracted approximately 35 professionals from the timber industry, including land owners, property management companies, contractors, and many others. This wasn't your typical workshop. We had stations set up along the road, allowing for stopping and talking about different situations and solutions. It was a very interactive workshop, with a great group of presenters and attendees.

Team EJP's Marketing Representative, Mike Everhart, worked with NHTOA's Program Director, Eric Johnson, and New Program Director, Steve Patten, to develop the program. Three Team EJP vendor representatives were featured speakers. Jack Eaton of Certified Erosion Control of Goffstown, New Hampshire, focused on jobsite sediment control and soil containment methods. Bill Maier from Tensar Corporation spoke about road building and the different obstacles you can face. He also explained how to incorporate Tri Ax grid to reduce cost, plus build a stronger and longer lasting road. Geoff Hubbard from Advanced Drainage Systems spoke on the proper installation of culverts. He introduced ADS's new HP drain pipe, which was a big hit among the attendees. Geoff also did a demo install of the Storm Tech Chamber being used as an open bottom culvert.

Team EJP previously assisted NHTOA with a workshop in October of 2013 and looks forward to even more training in 2015.



EJP Shrewsbury Delivers Big

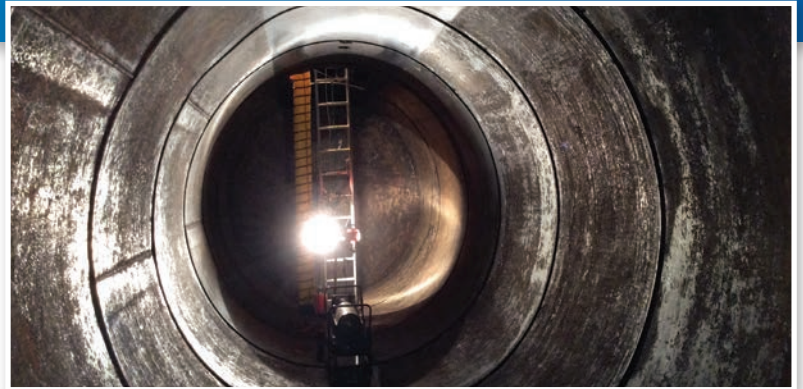
After a major break a few years ago, the city of Worcester, MA, is planning some rehab work of their low pressure service feed line which will use 30", 36", 42", and 48" ductile iron pipe. This main line provides 8-10 million gallons a day to city residents and nearby Worcester State University. Team EJP relied on its expanded relationship with American to provide full gauged, large diameter ductile iron pipe to the city for this project.

EJP is the Northeast's only distributor for American, which has opened a large storage yard in South Barre, MA, to service EJP and its customers in a very timely manner.

The city will use this pipe when doing valve replacements. While the pipe was in transit, Team EJP Shrewsbury relied on pipe from EJP's sister company, Quality Water Products, to respond to any emergency needs. QWP has full lengths of all sizes of ductile pipe in stock in nearby South Barre, MA. (See photo below.)



Team EJP was able to add additional value to this project by taking delivery of the entire order at our Shrewsbury yard. We are now working with the City's engineering department and pipe yard foreman to deliver small loads to the final destinations as they are needed.



Team EJP and Team PPF work together on an Epoxy tank lining project.

Larry Dickson of Kingsbury Companies, Waitsfield, VT, recently came to Team EJP in Barre, VT, with a challenging problem. Kingsbury was hired by Shaw's Supermarket to repair a buried water tank at the Berlin Shaw's Plaza. The tank holds about 30,000 gallons of water and is part of the fire suppression system for the Plaza. The tank is of steel construction, 10 feet in diameter and 47 feet in length, and was leaking over 10,000 gallons of water per day.

We suggested coating the interior of the tank with Warren Environmental Coatings, an industry leading, high build and structural epoxy coating system that is NSF approved. This product is supplied and applied by our sister company PPF (Plastic Pipe Fabrication). After inspecting the tank and providing a quote, PPF was hired to apply the epoxy.

Larry and his men helped to speed up the process by cleaning the inside of the tank prior to PPF arriving on-site. When PPF arrived, they did some additional cleaning, applied a non-shrink grout to all the tank joints, and then applied a one-eighth inch thick coating of epoxy. Conditions were challenging. The epoxy is sprayed at roughly 140 degrees F and sets in seconds, and the outside temp was hovering just over zero. Team PPF did a great job adjusting for these conditions, and everyone is pleased with the finished product.

To see how we may be able to help you, please visit us at www.ejprescott.com or www.plasticpipefab.com.

Thank you to everyone involved, and to Kingsbury Companies for the opportunity to work with them, making this a successful project.



Advanced Drainage Systems Solves Stormwater Problem for Indiana Car Dealer



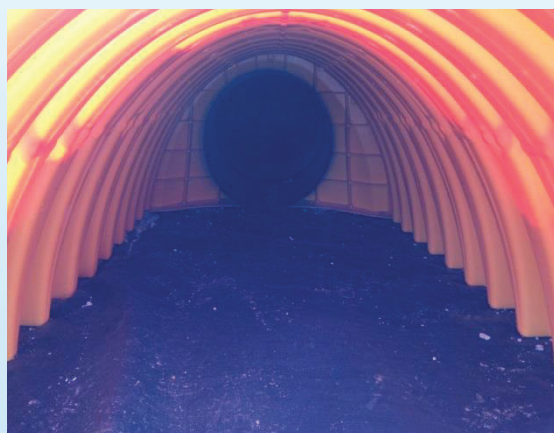
Near the end of 2014, the Ed Martin Automotive group decided that something needed to be done about flooding issues at their dealership in Anderson, Indiana.

They contacted KRM Architecture in Anderson for suggestions, asking for a solution that would result in minimal impact on dealership operations, and hopefully with a cost savings built in as well.

The KRM engineer spoke with Advanced Drainage Systems (ADS) to see what products are offered that might answer this challenge. ADS suggested the Stormtech SC 740 stormwater detention system as a perfect way to eliminate the flooding issues.

Armed with this knowledge, the Ed Martin Group contacted Oles Engineering, a local contracting firm that has done great work for the Ed Martin Group in the past.

Andy Armstrong from Oles got in touch with Lou Townsend, his marketing rep from Team EJP's West Indianapolis office, to see about getting the product for them. Lou got the material to the site and the job was a total success. The owner, contractor, manufacturer and distributor were all quite pleased with the result.



Team EJP Helps Keep Kids in School

Snow days have been easy to come by this Winter; no need to place spoons under your pillow or wear your pajamas inside out. On the morning of Wednesday, February 4, the students of Gardiner Area High School gained another ally in getting a day off from school, a water main break.

The water main break occurred in the courtyard, an area enclosed on all sides by buildings. An excavator was needed to make the repair, but there was no way to get the machine to the break.

Enter the services of McGee Construction and Cote Crane Services, both local companies with decades of experience. McGee has broad abilities in earthwork, commercial & residential carpentry, forestry, heavy hauling, demolition, and much more. Jeff Cobb, Seth McGee, and Scott McGee decided to use a crane to lower an excavator over the school building and into the courtyard area so they could uncover the pipe and find the break on the 6" water main.

Team EJP provided a repair clamp from their warehouse in town around 10:00 a.m. and the work was wrapped up, with the excavator back on the lowbed, around 3:30 p.m. Everyone involved did a great job with this challenging situation. Sorry, kids. Looks like you'll still have school tomorrow, unless it snows.



Chadwick Inspires at NAPF Annual Meeting in Bonita Springs, FL

Robbie Chadwick, the National Sales Manager for E.J. Prescott, was one of two featured speakers at the annual meeting of the National Association of Pipe Fabricators held during February 2015. The theme of the meeting was recruitment and retention of employees in the water and sewer marketplace. Attendees from all over the country face the daunting task of attracting good young talent into the water and sewer industry, and the NAPF dedicated this meeting to addressing that concern. Mr. Chadwick was chosen because of his involvement in E.J. Prescott programs that are successfully addressing this problem. Robbie opened his talk by presenting Tom Brakefield, the Executive Director of the association, with a deflated football and a Patriots Super Bowl jersey. He explained that although the state of Alabama has some very good football teams, New England has a pretty good team as well.

Chadwick spoke of many larger companies across America and how they are attempting to handle employee recruitment and retention. He provided detailed information on industry demographics, and a workforce that is facing a mass exodus due to heavy retirement over the next 5 to 10 years. Solutions and programs were discussed as

Robbie touched on many ideas including: The University of Prescott, Floater programs, military recruitment, attracting women to the industry, OSHA training, and KNOW₂OW seminars. Recruitment and education stirred good conversation and questions from the audience. Questions from the crowd continued long after Chadwick's presentation time lapsed. Clearly, he followed the old adage "Always leave them wanting more." The NAPF is grateful to Robbie Chadwick for his time and effort that helped make for an interesting and informative meeting.

Mr. Chadwick was followed by Lou Musante of Echo Strategies who held an interactive workshop providing ways to retain employees once you bring them in to the fold. Much was discussed about embracing the "Millenniums" and their unique set of talents. An interactive session was used to grade and compare the workplace, gauging whether your work environment is conducive to retaining good help. This session also sparked much conversation and forced everyone to take a fresh look at employees and the work environment of our respective companies.

Mike Everhart Named to All Pro Team



Team EJP's Mike Everhart was honored recently at the International Erosion Control Association's Annual Conference in Portland, Oregon. Mike was named to this very select group of sales professionals by Profile Products, a world-leading manufacturer of erosion control and turf-related products based in Buffalo Grove, Illinois.

Just ten sales representatives were named to this team, with eight

representing the United States, one from Belgium and one from Australia. The awards banquet was held in Portland on February 25 of this year. Profile Products described this All Pro group as "sales representatives who exemplified outstanding promotion and sales of Profile Engineered and Specified Products."

"This is a tremendous honor for both Mike and Team EJP," said Team EJP Erosion Control and Geoproduct Manager Pete Hanrahan. "Mike's hard work has now achieved recognition internationally, and that is really something we can all be proud of."

Tim Brown Recognized With Water Wheel Award



Tim Brown has been working with Team EJP Ft. Wayne, Indiana, since February 8, 1993. He has been a longtime supporter of AWWA, and was recently recognized for his untiring service to that organization and to the waterworks industry. Team EJP congratulates Tim Brown for this recognition! Above, Tim receives the award from Dawn Keyler, Executive Administrator for the Indiana section of AWWA.

Team EJP provides free erosion and sediment control seminar for the city of Bangor

On February 11, 2015, the city of Bangor hosted a free erosion and sedimentation control seminar for more than 50 contractors, developers, and earth-moving firms currently working, or planning to work, in Bangor. This training was designed to support continued compliance with the City's Municipal Separate Storm Sewer System permit (otherwise known as MS4 under the Clean Water Act). This permit requires, in part, that inspections of construction sites are conducted throughout the project's duration.

A few years ago, the city of Bangor became the second stormwater utility in the state of Maine. Stormwater utilities are springing up all over the United States. In fact, there are now more than 1,000 such utilities nationwide. Traditionally, municipalities have managed stormwater-related costs through other funding sources, including wastewater, highway, and public works budgets.

In Bangor, Wynne Guglielmo is Environmental Coordinator for the utility, and her responsibilities include job site compliance with The Clean Water Act, federal legislation that protects our precious water resources from harmful pollution and sedimentation. Recognizing that education is an important part of the success of any stormwater utility's compliance efforts, Ms. Guglielmo invited Team EJP to provide this important training.

The events underscore Team EJP's commitment to education. In many cases these efforts are in conjunction with our vendor partners. As changes continue to impact our industry, the company remains even more firm in its focus on continuous training for its clients and employees.

Team EJP Assists With Soils Properties Workshop in New Hampshire



In December of 2014, Team EJP partnered with the Coos County Conservation District of New Hampshire to produce a full-day Soils Properties Workshop at the Mountain View Grand Hotel in Whitefield, New Hampshire.

The event attracted 92 stormwater industry professionals, including civil engineers, contractors, government officials, and many others. The group was treated to a program that focused on soil fertility, sediment control, and soil amendments.

Team EJP's Marketing Representative, Mike Everhart, worked with Coos County Conservation District's Administrator Julie Larrabee to develop the program, and two Team EJP Prescott vendor representatives were featured speakers. Jack Eaton, of Certified Erosion Control of Goffstown, New Hampshire, focused on job site sediment control and soil containment methods. Tom Bowman, of Bowman Supply of Denver, Colorado, discussed organic fertilizers.

Team EJP Prescott previously assisted the Coos County group with seminars in 2013 and again in June of 2014. Plans are already under way to produce a fourth workshop in June of 2015.

It's been
 a long
 winter!



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Upcoming Education



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MAINE COASTAL EROSION CONTROL WORKSHOP

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