

PEPtalk

QUARTERLY NEWS FROM EVERETT J. PRESCOTT, INC.
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Brunswick & Topsham Water District and Team EJP Leading the Nation in Innovation

AMERICAN Ductile Iron Pipe Company has supplied zinc-coated ductile iron pipe to European markets for over 30 years. However, zinc-coated ductile iron pipe has never been available in the U.S. market – until now. In the spring of 2015, AMERICAN provided a unique opportunity for Team EJP to become the first distributor in the United States to provide this advanced coating system.

Zinc coating on ductile iron pipe is the most effective way to further extend the life span of an already rugged and durable product.

Team EJP approached the long-time Value Added Service customer, Brunswick & Topsham Water District, with this opportunity. The Brunswick & Topsham Water District has consistently been on the forefront with technology and industry innovations. They decided

to use the zinc-coated pipe on two of their projects consisting of 16", 12", 8", & 6" CL52 ductile pipe. The pipe will be installed throughout this summer.

Brunswick & Topsham Water District has also implemented Trimble Unity. Trimble is a cloud-based GIS/asset management product that gives municipalities the ability to locate and manage existing and newly installed assets. Trimble provides hardware that allows you to locate your assets with survey-grade accuracy. The bar code on each length of pipe will be scanned into the Trimble, and the Trimble will record the installed location using GPS. This information, along with the pipe's specifications, will be readily available through the Trimble online system and the District's GIS system.



Social Media Assists Product Launch



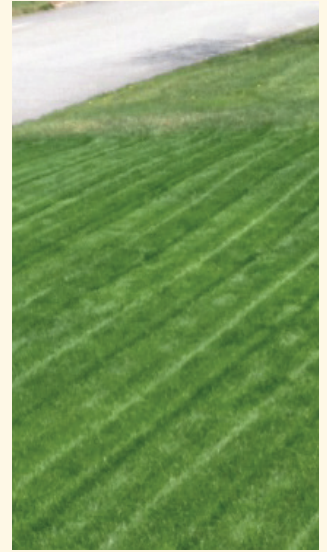
BEFORE

Jack Blade, Manager of Team EJP's Lincoln, Rhode Island Division, used Facebook to promote one of the company's newest product lines, Biosol[®] organic fertilizer. The product is produced by Rocky Mountain Bio-Products of Denver, Colorado.

Jack applied the product to his lawn early this spring, and then documented the progress of his turf on a weekly basis on his Facebook page. The results were astounding. Side-by-side photographs, produced at seven-day intervals, told this remarkable story.

Jack's innovative approach, combined with the astounding success of the product, has had his phone ringing, resulting in many sales.

In Jack's own words, "My lawn has never looked this good, and the product is 100% organic. Call your local E.J. Prescott representative for pricing on this superior product."



AFTER

Indiana: Dots in Blue Water

Tim Brown & Dave Emerick, outside salesmen for Team EJP Fort Wayne, recently attended the Indiana AWWA Northeast District Spring Meeting. This meeting was held at the Air National Guard base in Fort Wayne, in cooperation with the Indiana Department of Environmental Management (IDEM).

The day included a facility tour of 122nd Fighter Wing, IDEM business & special speakers. One of the most compelling presentations was by a high school science teacher. His presentation reminds us all that clean drinking water is a luxury that much of the world does not enjoy. This is their story:

"Lots and lots of dots, in blue water" a seven-year-old described the drowning victims to her mother. When consecutive hurricanes struck Haiti in 2009, a small village school lost over thirty schoolchildren, and the subsequent contamination of its wells produced a serious shortage of drinking water. In hearing of the account, my high school science students suggested: Since we do all sorts of science labs, why can't we learn the same information by developing a way to help them purify their water? Thus began Dots in Blue Water—substituting for their science labs a project that would develop and test sustainable units that

could purify local water to drinkability. As a result of the students' efforts, their prototype—developed with the help of several engineers, chemists, and experts in water purification—can filter and purify over fifty gallons of contaminated water to drinkability in sixty seconds. In the summer of 2011, sixteen students and teachers from a rural Indiana school made an initial trip to Haiti, where they delivered, assembled, and taught locals to use the purification system, and this session will share their story as well as present how other schools are now "Making a World of Difference". Since that time, Dots in Blue Water has grown into a corporation-wide project, whereby students K-12 learn across-the-curriculum issues regarding poverty, hygiene, and sanitation—and especially—clean water. Students design and participate in various fund-raisers, raising enough money each year to finance their purifier materials as well as their travel expenses.

Congratulations and thank you to this program for teaching our youth the importance of clean drinking water, and for doing their part to make the world a better place!

For more information, go to <http://www.dotsinbluewater.com/about.html>





EJP celebrates a milestone with its 60th Anniversary

Everett J. Prescott, Inc., was founded in 1955 in Gardiner, Maine. As the first waterworks distributor north of Massachusetts, we offered watermain tapping and installation, and underground boring. This year, in 2015, we have reached our 60th anniversary. As Team EJP continues to grow and expand, we pledge to continue providing the industry's finest water, wastewater, stormwater, and erosion control products for the next 60 years and beyond. We couldn't have achieved this milestone, or look forward to the future, without the dedicated efforts from our top-notch employees. EJP thanks each and every one of you for your drive and allegiance and looks forward to many more years together at EJP.

Notable Employee Anniversaries

5 - 10 Years

John Orszulak	Wade Kingsbury
Christopher Rogers	Steven Griffith
Russell Kularski	Jeremy Bailey
Michael Mills	Todd Vanson
Robert Simard	Mark Bailey
William Terry	Joshua Cote
Joshua Scherer	Arthur Beeler
William Harmon	Denise Raymond
Henry Brown, Jr.	Michael Everhart
Peter Hanrahan	Kirk Aikens
Sean Haskell	Robert Gerasia, Jr.
David Doucet	Dave York
Richard Barrett	Louis Townsend
Nicholas Force	Jason Brown
David Hamilton III	Stephen Sullivan
Joshua Eby	Katrina McCurdy
Jaye Trimm	Michael Burdin
Mark Dipalazzo	Kevin Gaskill
Rebecca Boutell	Corey Lee
Donald Cooper	Richard Beauregard
Molly Gibler	Larry Wing
Rick Witzigreuter	

10 - 15 Years

Tina Kellner	David Marc
Raymond Morang	Daniel Burdin
Les Tait	Herman Morgan
James Wright	Craig Paquette
Keith Pomerleau	Craig Lavin
Paul Dolan	John Flagg
Adam Ross	Robert Lockhart
Shannon Rice	Christopher Holman
Marty Plasse	Ian Yaple
Dennis Regan	Jeremy Golec
Lionel Hartley	Roy Lord, Jr.
Steven Goldsmith III	Jason Normandin
Joseph Frederickson	Kevin Marston
Matthew Bailey	Joseph Hersom
Alexander Doherty	Chad Martin
Dennis Farnham	Michael Gorman
Katherine Iron Necklace	Roger Pollock
Deborah Porter	Kristian Arsenault
Calvin Hummel	Michael Metcalf
Martin Zutter	Larry Meyer
Roberta Couture	Rien Canham
Mark Grady	Stephen Moore
David Emerick	Christopher Goodrich

15 - 20 Years

Jeffrey Carlos
 Rodney Taylor
 Donald Proulx
 Christopher Boyd
 Dan Willette
 Corey London
 Joseph Poplawski
 Thomas Pearl
 Linda Towle
 Richard Stone
 Joseph Boudreau
 Lawrence Greene
 Robert Maheux
 Dana Pelletier
 Jerry Singleton
 Tina Blais
 Dennis Lake, Sr.
 Robert Moody
 John Blade, Jr.
 William Miller, Jr.
 Jason Chadwick

20 to 25 Years

Steven Prescott	Timothy Brown
Jeffrey Bricker	Todd Arsenault
Carla Elkins	Michael Vinesett
Elizabeth Cooley	Joseph Palombo
Lester Quinn	David Wheeler
Robert Chadwick	Holly Dunson

25 to 30 Years

Lori Edwards
 Andrew Gidney
 Paul Heslam
 Steven Zanni
 Gail Sabino
 Michael Force
 Stanley Hudson

30 to 40 Years

William Frantz, Jr.
 Michael Pelkey
 Robert Pelletier, Jr.
 Reginald Cooley
 Edward Boudreau
 Leo Lavin, III

Over 40 Years

Peter Prescott
 Stanley McCurdy
 Donald Alexander

Coastal Erosion Control Seminars Held in Maine and on Martha's Vineyard

A pair of Coastal Erosion Control workshops was produced by Team EJP in April of 2015. The events have now been hosted by the company for eight consecutive years.

The full-day workshops confront the challenges faced by coastal property owners both in the public and private sectors. Rising sea levels combined with the high population of coastal areas have put nature and property development on a collision course. Both short-term and long-term solutions are urgently needed.

Team EJP's coastal erosion control events have been successful in bringing government officials, regulators, coastal engineers, coastal property owners, technology innovators, educators, and contractors together to discuss lessons learned, current developments, and future challenges.



NETCO, a coastal erosion control contractor from Lexington, Massachusetts, utilizes high-density coir fiber matting to fabricate sand-filled coir envelopes to protect coastal property. One of their Rhode Island projects was featured on the PBS television series, "This Old House".

The first 2015 coastal training event was held in Portland, Maine. The workshop was co-sponsored by the Maine Department of Environmental Protection and Maine Sea Grant.

The Maine Department of Environmental Protection is charged with protecting Maine's nearly 5,000 miles of coastal property, and Commissioner Patricia Aho delivered the keynote address. Ms. Aho's remarks focused on Maine's efforts to update and improve infrastructure in coastal areas, and also on her agency's efforts to facilitate better communication at all levels.

Team EJP's Pete Hanrahan, CPESC, the company's Erosion Control & Geoproducts Manager, discussed the technology and practices that are being used worldwide to provide erosion protection to coastal areas. Kristen Grant, representing Maine Sea Grant, provided a preview of the Maine Beaches Conference. That event, held every other year, is scheduled for July 17, 2015, in South Portland, Maine.

Other speakers included Stephen Dickson of the Maine Geological Survey, Doug Gaffney of Tensar Corporation, coastal contractors Dave Lager and Robert Anderson, and coastal consultant Barney Baker.

A week following the Portland seminar, a second coastal training event was held in Edgartown, Massachusetts, on Martha's Vineyard. Cape Cod and the islands of Nantucket and Martha's Vineyard are confronting serious coastal erosion control issues. Among the speakers at the workshop were Massachusetts consultants Tara Marden and Les Smith, Massachusetts attorney Glenn Wood, and Dave Lager, a Lexington, Massachusetts-based coastal erosion control contractor.

Team EJP's Pete Hanrahan repeated his presentation on coastal erosion control technology.

A highlight of the event was a presentation by Scott Bartkowski, President of Living Shoreline Solutions of Dade City, Florida. Mr. Bartkowski's company produces modules that are set in the surf to serve as artificial reefs, break up wave energy, and to build up sand on the beach. The technology has met with tremendous success, and acceptance is growing rapidly.

With sea levels in the United States predicted to rise one to four feet by the year 2100, coupled with the high population of vulnerable coastal areas, Team EJP is working hard to help provide short- and long-term answers for vulnerable coastal areas, which offer some of nature's most serious challenges.

Are you interested in learning more about coastal erosion and sea level rise? Here are two highly recommended books:

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High Tide on Main Street: Rising Sea Level and the Coming Coastal Crisis by John Englander

.....
Design With Nature by Ian McHarg

No Water in Blandford, MA

The morning of February 16, 2015, President's Day, the Town of Blandford, MA, Water Department received multiple phone calls from residents living along Chester Rd. and North St. complaining of having no water. After some exploring, Water Department personnel realized that insulation was missing on a length of the 8" cast iron water main suspended underneath the bridge crossing the Massachusetts Turnpike on North St., and the aged main had frozen. After trying unsuccessfully to thaw the frozen line, Mark Boomsma and Bill Levakis of the Blandford Water Department called upon Jeremy Golec of Team E.J. Prescott for help. Together, they determined that the quickest and most economical solution to restore water to the 20 homes was to run a new, permanent high-density polyethylene line across the bridge.



Belco Construction from Westfield, MA, and L.B. Corporation from Lee, MA, were called in to help with the installation of the new water main. The following morning, in ten degrees below zero weather, with winds gusting to 30 miles per hour, crews from the water department, Belco, and L.B. Corp. arrived onsite to begin preparation for the new main. The materials and fusion equipment supplied by EJP arrived shortly after the construction began.

In addition to the frigid air, the construction crews were hampered by 6 feet of frost and slow digging. While the construction crews worked to prepare the interconnected sites, Jeremy Golec from EJP fused the pipe together. The pipe was installed, tested, and water was restored to the residents of Blandford in a day and a half from the start of the project, despite the adverse weather.

A Different Kind of “Two Hour Delivery”

Mention two hour delivery to one of Team EJP’s Value Added Service (VAS) customers, and you’ll see a smile. Participants in the VAS program know that they can count on Team EJP to deliver any “A” item they need within two hours.

Recently, Team EJP had an opportunity to provide a different kind of two hour delivery. R&D Site Development, working on the Water Main Replacement - Phase 2A in Scituate, MA., had a very demanding delivery request. They asked EJP to deliver eight full trailer loads of 12" Class 52 ductile iron pipe within a two hour window of time, 7 a.m. – 9 a.m. The time frame allowed for the pipe to be unloaded and staged at the project location while limiting disruption of traffic and downtime once production had begun. TEAM EJP had only a few days to organize this delivery. Todd Arsenault of PEP Transportation (a sister company of EJP) was able to redirect a number of PEP tractor trailers from as far as Virginia and upstate New York to fill this need. The trucks were loaded at the American Pipe Yard in South Barre, MA., and convoyed to the project location in Scituate. There, they lined up on the side of the road and were unloaded using R&D’s new Komatsu loader with extended forks.



The extensive inventory of American Ductile Iron Pipe at the South Barre, MA, Pipe Yard, along with the flexible resources of PEP Transportation, make large ductile iron pipe projects especially easy for EJP.

Careful coordination by David Hamilton of Team EJP in Middleton brought together all of the aforementioned resources to meet the special needs of this project.

We would like to thank both R&D Site Development for the opportunity to work with them on this 20,000LF water main replacement, and our partners at American Ductile Iron Pipe and PEP Transportation for making this two hour delivery look easy.



A Piece of American History in Need of Repair

The *USS Constitution* is the oldest commissioned warship in the world. It will soon enter Dry Dock #1 at the Boston Naval Shipyard for repairs, expected to take three years.

Dry Dock #1 was built in the 1800s. One hundred thirty-three navy war vessels were built using Dry Dock #1 over the years, including wood hulled 90 gunships, steam gunboats, and Korean War era steel hulled destroyers. Dry Dock #1 has not been used since 1975.

In order to accommodate the repairs required to the *Constitution*, Dry Dock #1 needed some repairs of its own. NAVFEC (Naval Facilities Engineering Command) put out a contract to do just that.

N&T Mechanical Contractors, Inc., was chosen as the mechanical subcontractor for restoring Dry Dock #1. N&T is a veteran-owned, ORCA certified business based in Clinton, MA. Their scope for this project included upgrading pumps, suction, intake, and discharge lines, as well as a variety of repairs to the aged systems at Dry Dock #1.

The piping for this project included fusible HDPE as well as flexible flanged components. Tim Nickerson, President at N&T Mechanical, reached out to EJP Middleton, MA, to source and fabricate the required materials. CADD drawings were generated with specific dimensions and little room for error. These new components had to fit with existing conditions at the dry dock. Based on the drawings provided, EJP pre-fabricated much of the required piping off-site at their Middleton facility and transported those sections to the job site. The sections that could not be prefabricated were fused in the field by EJP Service Technicians, trained and qualified in HDPE Fusion.

EJP is proud to have played a role in this important project and would like to thank N&T Mechanical for the opportunity to work with them at Dry Dock #1.



Great Race

On June 20th over 130 Teams driving cars ranging from 43 to 100 years old will leave Kirkwood, Missouri on the Great Race for a 9-day, 2,500 mile Time/Speed/Endurance Rally. This grueling competition will take the "Racers" and their support teams on and near Historic Route 66 through Missouri, Oklahoma, Texas, New Mexico, Arizona and California, ending on June 28th on the Santa Monica Pier.

Ed Chapman, Frank Crooker, Jim Hill, and Peter Prescott (TEAM MAINE BOYZ - #78) will be driving their 1948 Ford on the Great Race. They will be supported by Frank

Landry and John Myrick in a chase vehicle. The Great Race is a fundraiser for the Vintage Car Rally Association (VCRA). Since 2006, the "VCRA Race for Autism" has donated over \$550,000 directly to Autism Programs in Schools and Centers across the United States.

Every dollar raised will help make a difference in the lives of kids and their families living with Autism. If you would like to make a donation, which would be greatly appreciated, go to the following website, select TEAM #78 and make your donation. Thank you!! <https://vcra.ejoinme.org/2015VCRADirectory>



Governor LePage visited the Maine Boyz to wish them well, and took a quick spin in the car!

Caesar's Meter Changeout



The City of Elizabeth, Indiana, is a small southern Indiana town with approximately 1,500 meters. While they are a relatively small water district, they have one very large customer: Caesar's Horseshoe Casino.

Since opening in 1998, the casino has expanded at a steady rate. This growth has increased the water needs of the facility substantially. Elizabeth Water Department has long suspected that the 8-inch water meter currently serving the casino has been inadequate, with an estimated inaccuracy of at least 20 percent.

Changeout scenarios for this water meter have been presented to casino managers on several occasions by the Elizabeth water officials. Because of the huge problems caused by the interruption in water service, proposals have always died on the vine. With 500 rooms and seven restaurants, no one was willing to roll the dice on any meter changeout proposals.

After a presentation by Team EJP salesmen, the casino and water department decided to move forward. The city of Elizabeth

purchased an 8-inch OMNI T2 meter, and informed casino officials that a water meter changeout would occur in the month of May 2015. Site-specific conditions and surrounding infrastructures require two hours for the changeout procedure. Elizabeth water employees entered the meter vault within the hotel complex and performed this changeout during a 2 a.m. to 4 a.m. window.

Elizabeth Water department officials can only estimate how much water revenue they have been losing. In any case, they expect the new water meter to pay for itself very quickly and provide long-term accuracy as the casino continues to expand in this small Indiana town.



Ramps Expand Offerings Provided by PEP

PEP recently purchased a set of ramps that allow loading of vehicles onto our step deck trailers. These ramps are rated at 20 tons and store neatly on the trailer. They are light enough to set up by hand in about five minutes, and can be spaced to accommodate any vehicle width.

This is yet another example of how Team EJP is constantly looking for ways to improve and expand the services we offer to our customers.





When Stainless and Aluminum DO Mix

We all know that joining aluminum and stainless steel will cause a galvanic reaction over time. However, using one of Team PEP's new aluminum trailers to haul stainless steel piping is a great combination!

This load of pipe, fabricated by Douglas Brothers in Portland, Maine, was recently transported to the midwest using one of these new trailers.

The aluminum trailers are lighter than steel and pull a lot easier. These trailers also have spread tandems, so the wheelbase can be adjusted to best accommodate the load.



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S.H.A.R.P.

The S.H.A.R.P. (safety and health achievement recognition program) recognizes small business employers who operate an exemplary injury and illness program. Acceptance of your workplace into S.H.A.R.P. from OSHA is an achievement of status that singles you out among your business peers as a model for worksite safety and health. The Vermont E.J. Prescott locations have been approved by the Vermont Department of Labor to receive such an award. All the credit for the high standard of safety at these locations goes to all the Team members of Montpelier and Burlington. Thank you, and a job well done.