



PEPtalk

QUARTERLY NEWS FROM EVERETT J. PRESCOTT, INC. | SPRING 2016 | Volume 38

Team EJP Annual Sales Meeting



Every year Team EJP holds a Corporate Sales Meeting to bring together their multiple divisions for training, team building and idea sharing.

This year's meeting included customer service training, meetings with home office personnel and a vendor tradeshow. Team EJP would like to thank their vendor partners who

shared their time and expertise at our inside tradeshow and training: American Ductile Iron Pipe, American Flow Control, Filtrex, JD 7 Camera Systems, McElroy, QWP, Red Hed, Romac, Sensus and Trimble. The continued support of these vendors allows Team EJP to remain an industry leader in service and technology.

Team EJP also received an inspiring presentation from Retired Staff Sargent Travis Mills, a quadruple amputee and true American hero. Travis' wit, humor and amazing story of courage and can-do spirit of "never give up attitude" inspired the entire group. To stay inspired, Travis' book, *Tough as They Come*, was provided to all those in attendance.

2015 Maine Stormwater Conference

In the fall of 2015, the Northeast Chapter of the International Erosion Control Association and the Maine Stormwater Conference planned to hold their annual events in Maine. As conference Chair for the IECA event, Team EJP's Pete Hanrahan saw an opportunity to bring two great associations together to create Maine's largest stormwater industry training to date.

Pete provided opening remarks for the three-day event and welcomed participants from all parts of the Northeast region and beyond. The event, held from November 16-18, saw more than 400 industry professionals gather at the Portland Marriot at Sable Oaks.

Over the first two days of the conference three concurrent educational tracks were offered. EnviroCert provided courses for Certified Professional in Erosion and Sediment Control (CPESC) and Certified Erosion, Sediment and Stormwater Inspector (CESSWI) programs. Exams for the certification programs were offered on day three.

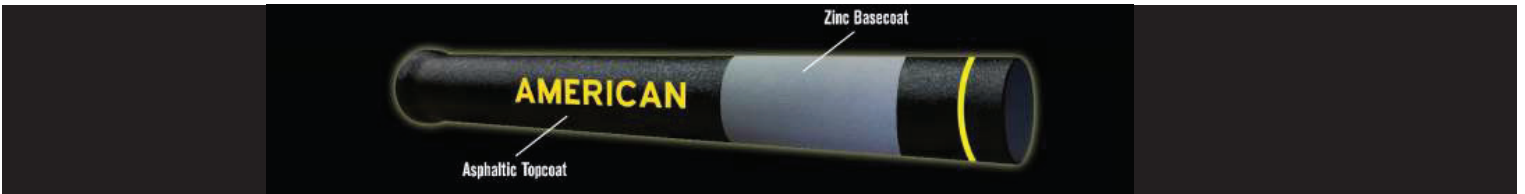
One of the conference tracks was presented by a panel of speakers from South Korea, who discussed the Low Impact Development in that country. Worldwide, the Low Impact Development (LID) movement has gained considerable momentum over the past few decades as more and more attention is focused on preserving and protecting our

vital land and water resources. The South Korean track was developed and directed by Northeast Chapter President Steve Trinkaus, the group's Connecticut representative. Steve has done extensive LID teaching, training and consulting in South Korea.

As a Gold Level Sponsor of the Maine Stormwater Conference, Team E.J. Prescott provided attendees with important technology and industry information.

Overall, a strategic partnership between two industry organizations provided Maine with much needed education and training in the very important business of stormwater management.

AMERICAN Answers Nation's Call for Water Innovation, Technology



AMERICAN

DUCTILE IRON PIPE

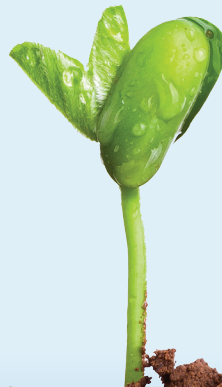
THE RIGHT WAY

As America looks to prepare our nation's water infrastructure for the next century and beyond, zinc-coated ductile iron pipe is the solution of choice.

On December 15, 2015, the White House announced an initiative to engage the private sector in advancing the nation's water infrastructure. The strategy will focus on innovation, technology and private-sector investment. Water supply, water transfers, water conservation and broader water policy will also be addressed. The AMERICAN family of companies in the water and energy markets welcomes this challenge.



It's what America was built on. Five-hundred-thirty public water supply agencies and municipalities have had the same cast iron pipe in services more than 100 years. Continuing as a leader in the waterworks industry, AMERICAN Ductile Iron Pipe recently introduced another innovation to its domestic product line – zinc coating. A metalized arc spray coating of zinc on the exterior surface of ductile iron pipe will add years of service life to an already long-lasting product. If corrosive soils are present, wrapping the zinc-coated ductile iron pipe in V-Bio polyethylene encasement is recommended to further immunize the pipe against corrosion and even further extend its life expectancy. Ductile iron pipe is made from recycled iron and steel, and is completely recyclable if it is ever retired from service. It's the only pressure pipe to be SMaRT certified as a sustainable material by an independent third-party consensus standard.



Going to Great Lengths



There cannot be a more non-traditional shipment for a logistics carrier to haul than a 107' long and 8' wide crane beam, other than the other piece of the same crane at 107' long and 11'11" wide. When Team PEP was called upon to move such a load they were ready to take on the challenge.

The special handling was endless: from custom-made braces to secure the load to the trailers, to state police escorts for the entirety of the trip along MASS I90, Team PEP provided above and beyond service every step of the way.

Drivers Lewis Hanscom and Scott Bennett used their combined 45 years of experience to ensure that the loads not only were delivered safely but on time as well.

To see video of this impressive delivery, go to: <http://www.ejprescott.com/blog/did-you-know-about-pep-transportation-and-team-ejp>.

A special thank you to Trooper Grant of the Massachusetts State Police for his assistance with the escort vehicle.



"When the well runs dry we know the worth of water" - Benjamin Franklin

This quote outlines perfectly how the delivery of fresh safe water is taken for granted on a daily basis in America. Based on estimates from the American Water Works Association (AWWA) this worth could cost nearly 1 trillion dollars over the next 20 years to remain safe and consistent. But unlike many utilities, drinking and wastewater systems are small and locally owned and customers are very sensitive to rate increases. Add to this the difficulty in evaluating the actual extent of the need and you have the potential to always be fixing breaks instead of fixing problems before they come up. Dealing with unplanned system breaches could add additional costs to already strained municipal budgets. Understanding

Water, Our Greatest Natural Asset

how to support and plan projects is imperative in being proactive.

For the fiscal year of 2016 the EPA has requested appropriations from Congress to fund its Clean Water and Drinking Water State Revolving Funds (DWSRF) for 2.3 billion dollars. Each state is allocated funding based on an assessment done every four years. The assessment of need is for twenty years from the time of the survey. That assessment is provided as a report to Congress and is the basis for allotting the grant monies to the states. The states in turn use the funds for both state and community level programs. States can offer the money as a loan, grant or matching funds program to qualified projects. These monies are typically allocated to projects based on the urgency of need.

Additional funding opportunities are available through grants offered by the Department of Agriculture. These grants include Emergency Community Water Assistance Grants, Hardship

Grants Program for Rural Communities, Water and Waste Water Systems for Rural Communities and Solid Waste Management Grants. All are geared toward smaller communities to help either maintain existing systems or create new ones. There are also a number of smaller localized programs offered through many outlets, including state-level agencies, partnership grants with colleges and universities and non-profit organizations whose missions include safe drinking water.

Understanding the needs, constraints and abilities of your current system are all part of developing the best long-term project plan and garnering funding from any of the above program. Having a plan to be proactive with your system allows you to subsidize cost when available and also control costs and limit disruption based on planned work as opposed to emergency work. Contact your local Team EJP Office to understand the tools available to evaluate your current systems and begin your proactive plan today.

Commitment to Training & Education

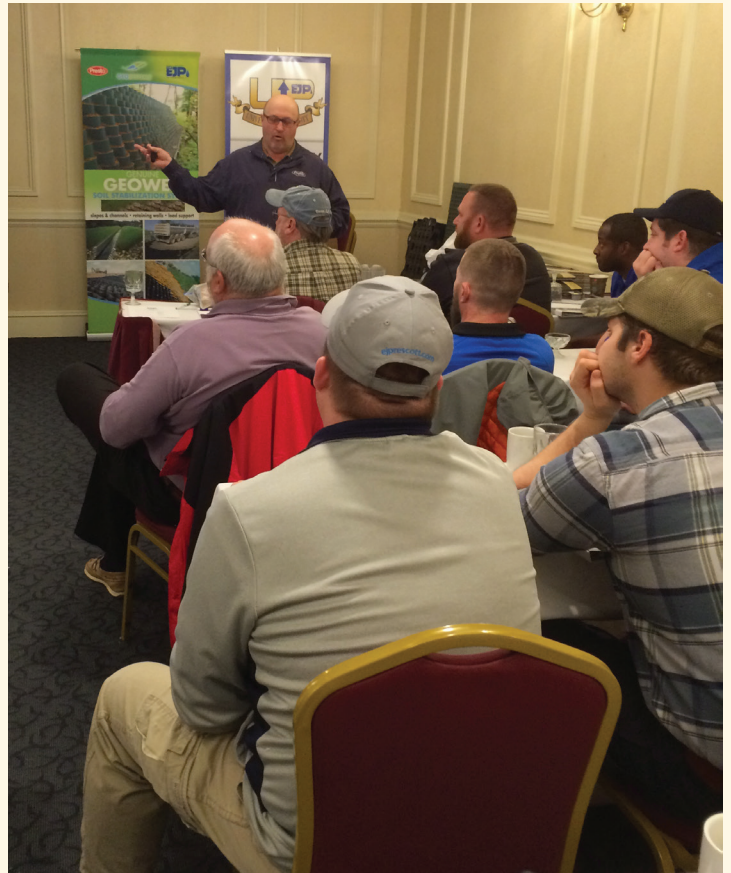
Over sixty Team EJP employees from New England and New York gathered for training in Boxboro, MA, over two days in mid-February. This group included inside and outside sales as well as University of Prescott students and branch managers. The training focused on the understanding of key benefits and expanded technical knowledge on some of Team EJP's key vendor partners. The vendors providing training included Aqua Blok, Presto Geosystems, Profile Products, and Tensar Corporation. All are leaders in their respective industries in quality, technology and innovation.

Bill Maier of Tensar Corporation gave an in-depth review of their product lines for roadway stabilization and pavement rehabilitation. Bill also presented the idea that every job site has the potential need for a cost-effective stabilization solution. Team EJP is ready to provide that immediate need with Tensar's Spectra TriAx products.

Presto Corporation shared a number of different implementations on their Geosystems product lines from roadway load support to slope stabilization. Cory Schneider and Patricia Stetler also reviewed the different application benefits of their porous pavement lines, including Geoblock, Geopave and Geoweb. Team EJP members now see how Presto Geosystems can provide not only cost-saving opportunities for their customers but also allow for on-time project completion when unexpected issues arise.

When soil loss is a concern, Team EJP has many ready-made solutions with Profile Products. Dan Fick and Steve Zwilling outlined a broad spectrum of products that allow for quick and effective erosion control while maintaining a green footprint. Dan and Steve also outlined a special project they completed using their Terra Tubes to help a customer get a high-profile job site back up and running in days instead of weeks. Profile created a custom water filtration system that was easy to maintain on site and immediately reduced contaminants to the area ground water. Team EJP stands ready with new ideas to support their customers no matter what the obstacle.

Team EJP trainees were introduced to "nature's duct tape" by Kevin Van Tuyl from Aqua Blok. Whether supporting existing structures or planned as part of a new installation, Aqua Blok's primary function is to create a



consistent, durable and impermeable bond between the rigid side walls of any water management structure and the surrounding soil. With countless potential site applications, unique project issues can be easily overcome with Aqua Blok and Team EJP.

The time spent with vendors and the ideas shared among peers is evidence of Team EJP's continued commitment to education, not only among its own team members but also that of its customers and vendors. Contact your Team EJP representative to get more information about upcoming educational events or to schedule your own team training.

Ready for Service

The entire Service Team came to the home office in Gardiner in mid-February to perform three days of training. There was a broad focus for the extended training that included Valve Insertion, Pipe Fusion, Excavation and Confined Space Safety as well as Equipment Maintenance. Taking the time to do both classroom and hands-on training with our own in-house experts allows our Team to deliver consistency in performance and safety. We hold these trainings throughout the year to make sure we're ready for: "Whatever You Need, Whenever You Need It, No Matter What."



Left to Right: Dave Fallon, Andy Holden, Chris Fournier, Joe Thompson, Tyler Wing, Bill Kershaw, Mark MacDonald, Dan Colonna, Gary Grazioso, Dave Robinson, Virginia Bragger, Mike Mass, Dalton Hurst and Chris Wehr.



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SOLUTIONS



Customer Satisfaction

It is Team EJP's number-one priority that our customers have the best experience in store and on site. When a call came in to the home office in late February from a customer about our Lincoln, Rhode Island location, asking to speak with someone about the staff, it was returned immediately. The call came from Gary Tikion with Tikion Corporation. Gary said he felt it necessary to call and make sure that the folks in the home office knew how great the team at the Lincoln location was: "There are two things I will always do - call when things aren't good and call when they are, and this group deserved a call saying they are doing a great job." Mr. Tikion went on to say, "Ian, Virginia and Paul are extremely knowledgeable, personable, polite and a true asset to the company." Team EJP welcomes feedback of any kind from its customers and are so pleased that the Lincoln Team has been recognized for their hard work and commitment to excellence.

Inside This Edition of PEPtalk

Team EJP Annual Sales Meeting	1
2015 Maine Stormwater Conference	1
AMERICAN Answers Nation's Call	2
Going to Great Lengths	3
Water, Our Greatest Natural Asset	3
Commitment to Training & Education	4
Ready for Service	5
Customer Satisfaction	6



From left to right: Paul Heslam, Virginia Bragger, Ian Yapple