

PEPtalk

QUARTERLY NEWS FROM EVERETT J. PRESCOTT, INC. | Fall 2017 | Volume 44

Team EJP is Committed to Providing the Best Service Possible



Team EJP has recently added a new Kenworth tractor to their fleet of delivery trucks. Cranes on Team EJP delivery trucks have long been used, but this tractor provides significantly improved delivery performance that makes delivering and offloading pipe easier than ever.

The truck is equipped with a crane that allows for extended reach from the front of the trailer to the back, providing ease of offloading and ability to offload in tighter spaces. It can reach further and it can pick up

more. Now that products have increased in size due to demand, these dynamics become even more important when factoring in an increase of trailer size from 48 to 50 feet. With new automated technologies that minimize manual procedures, crane operation is more safe and efficient for everyone involved.

Team EJP's dedication to offering the best service possible remains a top priority. With the addition of the new truck and crane, the company intends to continually improve service now and into the future.

MWWA Summer Expo and Clambake Draws Huge Crowd

The MWWA's (Massachusetts Water Works Association) Annual Summer Expo and Clambake was held on August 24, 2017, at the Wachusett Mountain Ski Resort in Princeton, MA. This year's event was packed full with participants, well on par with last year's 2016 event that drew in an estimated 1,400 people. Attendees included public works and water supply directors, engineers, superintendents, as well as other waterworks supply professionals. Team EJP was honored to be a part of this terrific event and support the Massachusetts Water Works Association.



University of Prescott Student Profile



I'm Devyn Hogan, a recent graduate of the University of Prescott program. I have just accepted the position of Inside Marketing Rep at our Montpelier, VT, location, working alongside my mentor Katrina McCurdy.

I learned about the program through my father, Greg, who works for the Town of Carroll, N.H. as well as from Bob Moody, our VAS Program Manager. Bob got the idea spinning in my head and by the time I had graduated from high school, I knew I wanted to apply for the UP program.

While in the program, I learned a lot about the waterworks industry, from helping a contractor adapt to obsolete piping that was laid many years ago to assisting homeowners reading plans and getting the materials for their new septic system. One of my favorite parts would have to be working with our service techs in Maine. I think if you ask any UP Student, they will tell you the same thing!

Now that I'm through the two-year program, I know that all the skills learned through my travels will help me be a strong asset to the Montpelier store and all of the customers we serve.

Let's all Think Safety: Gotta Dig? When you Need to Know What's Below, Call 811!

Did you know there are many energized power and utility lines buried just a few feet below earth's surface? This means your safety is at risk with even the simplest digging project, like planting a tree. If you or your organization digs, trenches or excavates without knowing where utility lines are buried you could be making a costly and potentially fatal mistake. Dialing this 3-digit number could potentially save a life.

How it works:

When you call, a representative gathers information about the caller's intended dig site. The information is then communicated to the appropriate utility companies, who send professional utility locating technicians to mark the approximate location of lines within

a few days of the phone call. Once lines have been marked, the caller may then proceed to dig safely around the marks.

Remember the 811 Process:

- Notify your local call center by calling 811 or making an online request 2-3 days before work begins.
- Wait the required amount of time for affected utility operators to respond to your request.
- Confirm that all affected utility operators have responded to your request and marked underground utilities.
- Respect the marks and dig carefully around them.

Fairfield, CT, Vegetated Parking Lot: Team EJP Provides a Solution to a Flooding Nightmare

The town of Fairfield, Connecticut, is a coastal community and is often prone to flooding. This has caused significant damage to a few gravel parking lots in the town and has increased maintenance costs. In addition, the local neighbors hoped to improve the aesthetics of the parking lot.

Doug McCluskey and Dustin Dwyer met with the Town Engineer to work toward finding a solution. After a few different proposals, a combination of Geoweb and Triax Geogrid was accepted. The town self-performed the work to stay within a specific budget. The engineer chose to use Geoweb to reinforce the parking aisles and Triax Geogrid in the travel lanes. Due to the confinement characteristics of Geoweb, open graded stone was selected as the infill material and gravel was selected for use over the Triax Geogrid. The entire area was covered

with topsoil and seeded. The finished product is much more resistant to erosion, less dusty and more attractive.

Fairfield, Connecticut, has another parking lot ready to use this design when funds become available.



Customers & Race Fans Join Team EJP West Indy for a Special Event

On July 20, 2017, Team EJP West Indy invited local municipalities and contractors to join them for an Open House headlined by ARCA Racing Series Competitor and Team EJP-sponsored athlete Austin Theriault. The standout Maine native, who finished 4th the following evening, stuck around to pose for pictures, sign autographs and tickets, and enjoy the festivities with all who attended. This special event was supported by a number of vendors including ADS, AMERICAN, AFC, ROMAC and Sigma. Keep an eye out for more team EJP Open House events at a location near you!



Austin Theriault with retired Team EJP Sales Rep. Charlie Barker

Erosion Control Field Days Held In NH

For the eighth consecutive year, Team EJP helped plan and execute Erosion Control Field Days in New Hampshire during the summer of 2017. The events were held in Brentwood, Tilton, North Haverhill and Keene. The Soil and Water Conservation Districts of New Hampshire organized the event with support from the Northeast Chapter of the International Erosion Control Association.

Field Day participants included contractors, regulators, civil engineers, town and city highway officials and many others. Total attendance at the three events topped 170. Each day began with a classroom session, followed by field stations featuring hands-on demonstrations in the late morning and afternoon. The field stations focused on a combination of emerging technology and best management practices.

The presenters represented both the public and private sectors, providing a broad perspective to all who attended. Two of the presenters are employed by Team EJP: Mike Everhart and Pete Hanrahan. Mike is an Outside Marketing Representative for the company and is based in Concord, NH. Pete Hanrahan is the company's Erosion Control & Geoproduct Manager, based in Gardiner, ME.

Team EJP vendor partners participating included Aaron Cheever and Ben Ewald of Advanced Drainage Systems, Steve Zwilling of Profile Products, Rob Lawson of North American Green, Tom Bowman of Bowman Supply, Cory Schneider of Presto Geosystems, Kevin Van Tuyl of Aqua Blok and Jack Eaton of Certified Erosion Control of New Hampshire.

The events were very well received. An official with the Watershed Management Program of the Vermont Department of Environmental Protection who attended the North Haverhill event wrote, "I wanted to write and commend you and all the presenters on a great training yesterday. Our staff found it concise, targeted, and very pertinent to what we do on a daily basis. Please pass my gratitude on to the presenters and do keep me posted on any future trainings."

Event organizers are already looking ahead to a ninth set of summer workshops in 2018. Since the first event in Concord, New Hampshire in 2010, this model has been successfully duplicated with Team EJP participation in events in Indiana, New York, Connecticut, Massachusetts and Maine. Events for Rhode Island, Maine and New York are planned for the fall of 2017.



Team EJP Shrewsbury Recognized for it's Commitment to Safety

The health and safety of all workers are a top priority for Team EJP. On September 8, 2017 our Shrewsbury, MA, division was recognized for proving its commitment to this philosophy. Massachusetts State Representative, Hannah E. Kane, sent the following letter to Team EJP President, Steve Prescott, in recognition of Shrewsbury becoming one of only 15 OSHA SHARP certified companies in the State of Massachusetts. SHARP is the "Safety and Health Achievement Recognition Program which recognizes small business employers who have used On-site Consultation Program services and operate an exemplary injury and illness prevention program."

*Dear Steve,
Congratulations on Everett J. Prescott's membership in the Massachusetts Safety and Health Achievement Recognition Program! Earning the title of a Department of Labor Standards and OSHA certified SHARP company*

is a noteworthy accomplishment, and speaks to Everett Prescott's respected stature and successful business operations. As President, you certainly held a chief role in achieving this elite status, and have served as a model for exceptional business leadership.

Everett J. Prescott's demonstrated commitment to employee health and safety, as well as premium working conditions is most appreciated and honorable. I applaud the Everett Prescott Team for their considerable effort in becoming one of only fifteen SHARP certified companies in Massachusetts. I am certain that the positive work environment and high employee morale at Everett Prescott's many locations will continue to drive the company's success, and make employment and business opportunities with Everett J. Prescott highly sought after for years to come.

It is a pleasure to count Everett J. Prescott as one of Shrewsbury's businesses. Thank you for your leadership in the business community and for your contribution to Shrewsbury residents' success and wellbeing.

Sincerely,
HANNAH KANE | State Representative, 11th Worcester District

Pipe Tapping Competition Returns, Adding Excitement to the MWUA Clambake

On August 10, 2017, the MWUA (Maine Water Utilities Association) held its Annual Clambake at Thomas Point Beach in Brunswick, Maine. This year's event delivered extra excitement with the long-awaited return of the Pipe Tapping Competition, a high-energy race against time to drill into a cement-lined, ductile iron pipe that is under pressure and install a corporation.

EJP was pleased to provide the materials needed to conduct the competition. The items donated were a piece of 6" zinc-coated ductile iron pipe class 52 from AMERICAN, 6" Alpha caps from Romac, 3/4" corps and curbs from A.Y. McDonald, and 3/4" copper tubing. The teams entering in the event were Augusta Water District, Boothbay Region Water District, Kennebec Water District and Lewiston Water District. This year's top three finishers were:

1. Lewiston Water District, with a time of 2:37
2. Boothbay Region Water District, with a time of 3:07
3. Kennebec Water District, with a time of 3:27

It is clear that the annual MWUA Clambake and Pipe Tapping Competition were a great success. We would like to recognize the following people for



their generosity in volunteering as judges for the competition: Chris Curtis from Auburn Water District, Bruce Berger from the MWUA, Justin Richardson and Ed Thyng from KKW (Kennebunk, Kennebunkport and Wells Water District), and EJP's own William Terry. Without you all, we couldn't have made this happen. Team EJP would like to thank the MWUA and all who attended this year's competition. Congratulations to Lewiston Water District on their excellent performance! We look forward to seeing everyone at next year's event.



ALPHA Restrained Joint Technology Improves Efficiency In Pittsfield, Maine

The Town of Pittsfield Water Department was recently tasked with changing out seven fire hydrants. On June 26, 2017, Assistant Superintendent for Pittsfield Water, Scott Noble, and EJP Salesman, Dylan Ross, were on-site to address the situation. In order to improve on installation time and efficiency, they decided to install five of the hydrants equipped with Alpha restrained joints.

Pittsfield Water was able to replace all seven of their hydrants in a single day. By installing an AFC hydrant with the Alpha restrained joint, the job got done faster and easier. The connection easily slipped on the pipe and was then restrained by a single top-mounted stainless steel bolt. The bolt only required 20 pounds of torque, then the installation was complete, creating an extremely strong connection.

By choosing the hydrants with Alpha connections they shortened installation time, created a strong connection, and made the transition easy. Workers were able to move in and out of the trench quickly, allowing the crew to safely continue on to the next hydrant needing to be installed.

“By using the AFC hydrant and Alpha connection, it saved us a lot



This ALPHA restrained joint easily slips on a pipe in Pittsfield, ME

of time. They’ve been good to work with, they are easy to use, and are saving us time and money. They make the job fun. Just give it a push, and it’s on.” – Scott Noble, Assistant Superintendent

DiGregorio Corporation, Team EJP & Sister Companies Unite for Citizens Bank Project

DiGregorio Corporation of Smithfield, RI, was recently contracted to perform the site work for the new Citizens Bank corporate campus in Johnston, R.I. This project consists of three separate office buildings totaling 420,000 square feet and a 1,300 car parking garage. When complete, the facilities will house over 3,200 Citizens Bank employees.

Site work included clearing and grubbing 42 acres of land, the remediation of an on-site three-acre landfill, construction of a three-acre retention pond, construction of retaining walls, and installation of new water and sewer lines to service the site.

Team EJP of Lincoln, RI, was awarded the materials contract for the site work, and a related contract with Providence Water to supply 10,000 feet of 16” diameter AMERICAN ductile iron water main and AFC hydrants and valves to supply the new corporate campus. Team EJP worked closely with four of DiGregorio’s project managers, Ryan Brouillette, Rob DiGregorio, Dave Carnevale, and Steve Andrus, to coordinate deliveries for this complex project.

Team EJP also provided site sediment and erosion controls, including over 100,000 feet of 12” diameter Filtrexx Siltsoxx that was used throughout the site and along the route of the water

main extension as sediment control and inlet protection.

Team EJP drew upon Kevin McCurdy of McCurdy Services of Bowdoin, Maine, to custom perforate over 4,000’ of PVC pipe for drainage in and around the parking structures. Team EJP’s sister companies Plastic Pipe Fabrication, Red Hed Manufacturing, Quality Water Products, and PEP Transportation also contributed in this project.

Team PPF (Plastic Pipe Fabrication) provided their signature custom catch basin hoods for the drainage structures.

Team RED HED provided the water service brass components for the project, which involved dozens of upgraded water services along the water main extension project. Team RED HED also provided custom fabrication of fittings and adapters to help make DiGregorio’s job as easy as possible.

Team QWP (Quality Water Products) fabricated flanged ductile iron pipes for use in the site water system. Team QWP provided specialty tools, as well as fitting each valve of 6” and larger with their Box Seat to prevent the valve boxes from shifting while backfilling, per Providence Water’s specifications.

And let’s not forget Team PEP (PEP Transportation) who delivered the ductile iron pipe for the project direct from the AMERICAN South Barre, MA, railyard.



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Team EJP Recognizes Stan Hudson

Stan Hudson will soon retire after nearly 28 years of service with Team EJP at our Northern Indiana Divisions. Stan is extremely knowledgeable and has worked diligently over the years to always take care of his customers to the best of his abilities. When Stan retires he will do more of the things he enjoys, such as golfing, watching NASCAR and woodworking. His experience and knowledge will be dearly missed in Fort Wayne and throughout the company. We at Team EJP wish Stan the best in his next phase of life!

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