

TEAM EJP PEPtalk

QUARTERLY NEWS FROM EVERETT J. PRESCOTT, INC. | Fall 2019 | Volume 52



AMERICAN ANNOUNCES PLANS TO OPEN 30,000-SQUARE-FOOT VALVE & HYDRANT RESEARCH CENTER

AMERICAN Flow Control, the valve and hydrant division of AMERICAN Cast Iron Pipe Company, headquartered in Birmingham, Alabama, has announced the formation of AMERICAN Innovation, LLC, a company dedicated to research and development. The company intends to construct a facility, the AMERICAN Flow Control Center for Innovative Excellence, in Crawfordsville, Indiana, beginning this summer.

The 30,000-square-foot facility will cost \$9 to \$12 million to build. Once completed, it will employ approximately eight research and development personnel. The facility will include the latest equipment and technologies for enhancing existing valve and hydrant products, as well as developing new infrastructure-related products. "It will expand our research and design functions, allowing us to fast-track innovations to get products to market more quickly," said John Hagelskamp, Division Sales Manager for AMERICAN Flow Control.

One-third of the facility will be offices and labs; the remainder will be a shop for building and testing product prototypes. The facility will be located on 17 acres, providing for both indoor and outdoor product testing. "Crawfordsville was chosen in part because of the variable weather conditions it experiences," Hagelskamp said. "It will be ideal for evaluating the impact of changing environmental conditions on products."

Incentives from state and local governments were a draw, and located just outside Indianapolis, the facility will be easily accessible and near several major engineering schools. "We

look forward to consistently bringing new ideas and products to our customers," Hagelskamp said.

AMERICAN manufactures the iconic American-Darling and Waterous brands of fire hydrants for municipal and industrial fire protection applications, gate valves from 2 to 66 inches in diameter, check valves, indicator posts, tapping sleeves, and more.

In recent years, AMERICAN has introduced several new products to the market including a wide range of large diameter resilient wedge gate valves, an earthquake-resistant valve and hydrant system, valves and hydrants with the ALPHA™ single-bolt restrained joint, GIS technology for mapping and asset management, the Captivater™ hydrant security system, and the IP16 indicator post.



CONTINUED ON PAGE 2

HYDRANT RESEARCH CENTER - CONTINUED FROM COVER

Other divisions of the company manufacture ductile iron and spiral-welded steel pipe for the waterworks industry and high-frequency-welded steel pipe for the oil and natural gas industries. The company's diversified product line also includes high-performance fire pumps, structural casing and piling, castings for large machinery, and specialty rubber products.

Founded in 1905, AMERICAN employs approximately 2,600 people at its headquarters and across the AMERICAN family of companies. Team EJP is proud to be a partner. ■

AMERICAN News - May 9, 2019



PARTNER, LIBERTY PUMPS IMPRESSES TEAM EJP WITH PLANT TOUR



Team EJP employees gather around for a presentation at Liberty Pumps Manufacturing Facility located in Bergen, NY.

Team EJP values manufacturers who place as much emphasis on safety, efficiency, and dependability as we do. Therefore, we choose Liberty Pumps.

From May 29 – 30, 2019, 23 EJP employees traveled to Bergen, New York, to embark on a tour of the Liberty Pumps manufacturing facility. The tour provided everyone with a full experience of the company's manufacturing process and culture.

EJP Representative Josh Austin recalls some of his initial thoughts and feelings as he and the group toured the plant.

"When you enter the Liberty Pumps facility, the first noticeable aspect is the cleanliness and organization of the facility. Housekeeping plays an important part in worker safety and efficiency. Throughout the tour,

we noticed that everything, from the raw castings and machine work to the finished boxed-up products leaving the facility, had its place. There was absolutely no clutter or waste material laying around that would potentially create an unsafe environment."

EJP employees learned that anything with a Liberty Pumps label on it has a 3-year warranty from the date of installation extended to the end user. A lab full of engineers who specialize in testing equipment help ensure their products will last, proving that the guarantee is more than just a stamp put on the box.

Team EJP would like to thank Liberty Pumps for welcoming our people to tour their production plant to learn about the company. Our partnership with Liberty Pumps further solidifies our ability to provide our customers with the best quality products and services. ■



WATER CONSERVATION CORNER

FUTURE WIDESPREAD WATER SHORTAGE LIKELY IN U.S.



By 2071, nearly half of the 204 fresh water basins in the United States may not be able to meet the monthly water demand. These model projections, recently published in the journal *Earth's Future*, are just one preliminary component of the upcoming Resources Planning Act (RPA) Assessment expected to be published next year. In 1974, congress required that this assessment of U.S. renewable resources be published every 10 years.

Conducted by the U.S. Forest Service, the research describes two causes for the projected shortages. The first is that the U.S. will simply have more people. Despite that, the average American is using less water, population growth is still expected to increase water demand across most of the country.

Second, the water supply itself is expected to decrease. Projected climate change affects both rain patterns

and temperatures. While rainfall is expected to increase in some parts of the U.S., the southern Great Plains and parts of the South won't be so lucky.

The water shortages may especially impact U.S. agriculture. Irrigated agriculture often accounts for around 75 percent of the annual consumption of water from these basins. The authors point out, though, that this also makes agriculture a clear area for reducing water use. Up to 96 fresh water basins are projected to face shortages. Reducing water use for irrigation by just 2 percent could prevent shortages in a third of these basins. For others, though, the reduction must be greater – often more than 30 percent. The authors say it's unlikely that agriculture will be the only facet of society to adapt. Still, the agricultural sector "is likely to face serious challenges." Accordingly, the findings raise concerns about both future water security and food security in the U.S. ■

Credit to: Harvard University. <http://sitn.hms.harvard.edu/flash/2019/widespread-water-shortage-likely-in-u-s-caused-by-population-growth-and-climate-change/>



EVERY DOLLAR COUNTS WITH THE UNITED WAY



us – because we all win when a child succeeds in school, when families have good health, and when workers have solid jobs.

Last year, employees at EJP raised \$81,483 to strengthen our regions through United Way. The gifts made by EJP helped over 22,000 people and including feeding the hungry, teaching children with developmental disabilities, sheltering battered women, and providing meals to the elderly.

An investment in United Way is the most effective and efficient way to help your entire community. When you make a donation, your dollars stay in your local area and support programs addressing basic needs, financial stability, education, and health. Your generosity helps make our region a better place for all of

The Team EJP 2019 campaign is a chance to improve the lives of everyone who calls our communities "home." Did you know that a \$1 per week donation provides 208 meals for our local food bank? Any gift you make plays a major role in supporting 1 in 4 local people in need.

Every dollar counts! ■

VAS

VALUE ADDED SERVICE PROGRAM REACHES A MAJOR MILESTONE



Team EJP is proud to announce that our VAS (Value Added Service) Program has now reached more than 100 customers. VAS started in 1994 with one customer and has grown over the last 25 years more than 100 customers with at least 1 in every state in which Team EJP is located.

As the number of VAS customers continues to grow, so do the number of benefits included in the program. What started as a way of tracking inventory levels has expanded to include a broad range of benefits designed to make the customers operations more effective. Beyond just tracking inventory levels, special reports and workorders can now be created based off of the customer's actual inventory and purchases. Other added benefits to VAS are specialized training, leak locating, GIS assistance, and [24-hour] Emergency Service if the customer needs assistance from EJP at any time.

Team EJP would like to recognize Mike Pelkey as a leader for the growth of the VAS program. As one of Maine's Outside Marketing Representatives for the last 39 years, Mike has grown his VAS customer list to 30 customers by

communicating all the benefits of being a VAS customer. He has provided top-notch service and has been a reliable, trusted advisor to all.

As quoted by Annaleis Hafford P.E., Vice-President and Senior Process Engineer for Olver Associates.

"Mike is a major asset to E. J. Prescott and to many of our Small Water Systems. We want to thank Mike for his professionalism, quality assurance, and for going above and beyond to ensure that these water systems are able to run more effectively."

We believe that helping the customer run their utility most effectively is of utmost importance, which in turn makes both Team EJP and the customer better. That is the best benefit to being VAS with Team EJP.

Over the past year, Mike and many other Team EJP Employees have gone above and beyond for our customers; offering services such as all-night leak locating, after-hours Service Technician assistance and on site technical assistance from EJP Specialists and Vendor Representatives. There were also two cases where the customer had a theft occur and Team EJP was able to help with inventory reports and reports to the insurance company to explain the costs of the thefts. These examples and many others just go to show that, Value Added Service is the most valuable when you need it the most.

If you would like more information about Team EJP's Value Added Service Program, please contact your local Team EJP Representative. ■



RECOGNIZING RETIRED KENNEBEC VALLEY UNITED WAY EXECUTIVE DIRECTOR, ROB GORDON FOR 30 YEARS OF SERVICE TO LOCAL MAINE COMMUNITIES

After more than three decades of service to United Way of Kennebec Valley (UWKV), Executive Director Rob Gordon announced his plans to retire from the organization in August 2019.

The UWKV Board of Directors has named Courtney Yeager as the organization's incoming Executive Director, effective Aug. 10. Courtney has served United Way as the Director of Resource Development and Marketing since 2016.

"Rob is a true friend of the people of Kennebec Valley," said Maria Hays, Board Chair at UWKV. "Through 33 years of dedicated and passionate service, Rob has created lasting relationships with so many wonderful members of our community. His enthusiasm and spirit for giving back to the community has grown the United Way of Kennebec Valley to what it is today." ■





MAINE COASTAL EROSION CONTROL FORUM DRAWS MORE THAN 80 ATTENDEES



The 2019 Maine Coastal Erosion Control Forum is pictured above at Team EJP's Home Office located in Gardiner, Maine.

Team EJP hosted a Maine Coastal Erosion Control Forum in Gardiner, Maine on June 20 of this year. The event was created to showcase a cross section of innovative practices and technology for coastal erosion control protection.

Team EJP has been providing coastal erosion control training up and down the New England coast for 12 years now, with multiple events being held in Connecticut, Rhode Island, Massachusetts, New Hampshire, and Maine. Past Maine events have been held in Saco, Belfast, Portland, and Brunswick.

Team EJP's Pete Hanrahan opened the program with an overview of the coastal erosion solutions that have been used around the globe. Next on the program was a panel discussion, presented by four coastal design consultants. The panel included Seth Wilkinson of Wilkinson Ecological Design of Orleans, Massachusetts; and three Maine consultants, Bill Walsh of Walsh Engineering Associates of Westbrook, Will Haskell of Gorrill-Palmer of South

Portland, and Tim Forrester of Atlantic Environmental, LLC of Woolwich. Their discussion included case studies and lessons learned from a design perspective.

The day's program concluded with a question and answer session featuring all 11 speakers. Response to the program was overwhelmingly positive. Jim Coffin of E. S. Coffin Engineering & Surveying of Augusta, Maine made these comments: "That was the best conference that I have been to. I loved Scott Bartkowski's presentation on artificial reefs along the shoreline."

With more than 3,400 miles of shoreline, the Maine coast is the 4th longest of any state in the union including islands. Rising seas are on a collision course with valuable coastal property, and therefore the stakes have never been higher. June's coastal forum is a testimony to Team EJP's commitment to helping coastal property owners find the best possible solutions to some of nature's toughest challenges. ■





THE MAINE BOYZ TOUR THE WEST COAST IN 2019 GREAT RACE



The 2019 *Hemmings Motor News* Great Race presented by Hagerty started in Riverside, CA. on Saturday, June 22, and finished in Tacoma, WA. on Sunday, June 30. Team EJP's Peter Prescott made the trip to participate in the annual event.

This marks the first time the Great Race, the world's premiere old car rally, started and finished on the West Coast. The 9-day, 2,300-mile adventure brought 120 of the world's finest antique automobiles to 18 cities in California, Nevada, Oregon, and Washington. More than

\$150,000 was awarded to top finishers in multiple divisions. Teams and cars from Japan, England, Australia, Canada, and every corner of the United States converged in Riverside in mid-June with vintage automobiles dating back as far as 1916.

The Great Race gained a huge following from late night showings on ESPN when the network was just starting out in the early 1980s. The first entrant, Curtis Graf of Irving, Texas, is still a participant today. ■





A TEAM EFFORT GETS THE JOB DONE RIGHT AT WESTOVER AIR NATIONAL GUARD BASE IN CHICOPEE, MA

On July 6, 2019 Team EJP Estimator of Springfield, MA, Bob Simard, received a call from Todd Marion of Marion Excavating. Todd explained that they were bidding the Repair to the Deluge Tank at Westover Air National Guard Base in Chicopee, MA on July 13, which involved large diameter flanged pipe.

The project called for new 8" through 30" mechanical and flanged joint pipe, fittings, and valves. The take-off was prepared referencing the print number where the materials were needed along with the vault identifications to provide ease in pinpointing where the pipe and fittings were to be used. Jeremy Hague of the Springfield office assisted with the pricing of the job.

When the job was awarded to Marion Excavating, Todd Marion worked with Jeremy for buy-out numbers and a delivery schedule. Jeremy expedited shop drawing approvals and worked with our vendors QWP, American Pipe Company and American Flow Control to assure all materials arrived on the project in a timely manner. Jeremy worked with Marion Excavating Job Superintendent Todd Jordan to assure the project moved ahead smoothly. Team EJP is proud to have a team that is committed to our customers. ■



TEAM EJP GOES ABOVE AND BEYOND FOR VAS CUSTOMER AFTER ROBBERY



On July 9, Danforth Water District realized their storage room had been robbed. As the investigation into the situation began, it quickly became apparent that their copper tubing and brass parts had all been taken, totaling roughly \$5,000 in missing product.

One of the many benefits of being a VAS (Value Added Service) customer is that our system allows you to track your inventory as you use it and receive new inventory. This feature proved to be very valuable for Danforth Water in the aftermath. Danforth Water Superintendent Greg Mailman contacted Bob Moody, TEAM EJP's VAS Manager to help resolve the situation. By the end of the first

day, a report was generated to identify each item stolen, their Weighted Average Cost, and the replacement cost for those items. This report was used to process both the insurance claim and the police report. Within a week after the break-in, a replacement order for all the stolen items was approved by the insurance company.

As per Greg Mailman:

"Team EJP has always gone above and beyond what could be expected of them and for us as a VAS Customer, this was just another example of that."

Value Added Service is the most valuable when you need it the most. If you are interested in finding out more about how you can join the VAS program, contact your local EJP representative today. ■

WELCOME

TEAM EJP / AMERICAN

Phone: (207) 582-1851
Fax: (207) 582-5637
Email: ejp@ejprescott.com
Website: www.ejprescott.com

32 Prescott Street
Libby Hill Business Park
P.O. Box 600
Gardiner, Maine 04345



UNIVERSITY OF PRESCOTT GRADUATE – ADAM PORTER



Hello, I'm Adam Porter. This September, I will be graduating from the University of Prescott. Over the past two years, I have learned many things. Not only has the University taught me lessons on the water works industry, but it has taught me a lot about life and setting goals for myself.

This fall, I will be taking on a full-time position as a Floater for Team EJP. I will continue to advance my knowledge and skills through this next step in my career within the company. I have done everything from Inside Sales and Warehouse, to being a full-time Service Technician in Massachusetts.

I would recommend this career path for anyone looking for a career, not just a job. This experience has been nothing but positive for me, teaching me many life lessons and everything else in between. I enjoyed my time as a U.P. Student greatly and cannot thank everyone who helped enough. I am very excited to see what is in store for the future at Team EJP. ■

PRSR STD
U.S. POSTAGE
PAID
Portland, ME
Permit No. 380