

INSIDE EJP

PEPtalk

Peter shares his love of Fords for a good cause

On October 2, Peter Prescott combined his love of antique cars with his penchant for philanthropy by hosting a dinner party to benefit the Kennebec Valley, ME United Way Annual Fund Drive. One hundred twenty people, including 53 new contributors, donated \$600 or more as leadership gifts supporting the 2004 fund drive. Total dollar contributions are now 12% ahead of last year. All those attending enjoyed an evening of fine food and flathead Fords at Peter's impressive garage. It was a gala affair, proving that extra effort and strong leadership yield outstanding results.



Right: Peter and friends. Far right: Peter and EJP's Mike Lund with Peter's Fords.

Twenty-one join Team EJP

Twenty-one people joined nine divisions this fall. *A warm welcome to:*

Berger, Joseph
Blad, Ronald H.
Campbell, Brent W.
Carhart, Justin W.
Cerez Jr., Jerry
Crowell, Wayne S.
Cunningham, Brian S.
Dionne, Robert A.
Hoesman, David P.
Ingram, Scott R.
Jaczyk, Michael J.

Hatfield - Outside Sales
 Concord, NH - Delivery
 MBS, NH - Installers
 So. Barre, MA - Machine Shop
 PEP Trans., ME - Pep Drivers
 Concord, NH - Yard
 Lima, OH - Yard
 Home Office, ME - Administration
 West Indy, IN - Eng. & Marketing
 Hatfield - Delivery
 Springfield, MA - Yard

Lieberman, James
Marc, David J.
Mazur, Richard T.
O'Donnell, Sean P.
Saez, Gregory
Sampson, Kirk R.
Swanson, David C.
Swire Jr., Don M.
Wheeler, Glen
Zariczny, William J.

PEP Trans., ME - Pep Drivers
 So. Barre, MA - Machine Shop
 Vernon, CT - Outside Sales
 Springfield, MA - Eng. & Marketing
 So. Barre, MA - Machine Shop
 So. Barre, MA - Machine Shop
 Springfield, MA - Outside Sales
 Mashpee - Delivery
 Concord, NH - Delivery
 Lincoln - Machine Shop

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Attitude is Everything **Highlights from the Fall 2003 Partnership** **Conference and Manager's Meeting**

With over 110 vendors representing 58 companies in attendance, the 2nd Annual Partnership Conference held on October 16th was a resounding success. After a round of golf in the morning, an afternoon session of "contact tables" where EJP managers circulated every 10 minutes to another vendor's table, gave opportunity for our vendors and managers to meet and discuss business issues and build upon already strong relationships. A cocktail hour, evening dinner and entertainment with Gary Crocker, Maine humorist, concluded the happy occasion for all.

Following the Partnership Conference, EJP managers gathered on Friday and Saturday, October 17th and 18th for their 2003 Fall Managers' Meeting. With "Positive Attitude" in the forefront, this was acclaimed by all our managers as our best meeting yet. Presentations by various managers on key business topics as well as finalization of the 2004 budgets filled a busy agenda.

The highlight of the meeting was the final tally of Team scores from past Manager Meetings. The winning team #6, pictured below, received the grand prize of an extra week's vacation for each member for their outstanding work over the past year. All six teams competed well and the scores were very close. A new round of competition will begin with the Spring meeting in March 2004.



Team #6 is all smiles after winning the 2003 manager's competition.

A Winning Team (left to right): Andy Gidney – Home Office Purchasing Manager, Mike Madden – Home Office Director of Vendor Relations, Linda Thomas – Home Office Controller, Jim Ripley – Concord, NH Division Manager and Jason Chadwick – Gardiner, ME Assistant Division Manager.

Training makes Customers and EJP the best team at fusion

If you're going to stay ahead of the competition, you've got to stay on top of the latest technology. With that in mind, Team EJP brought in Steve McCowan and Larry Buchanan of McElroy Manufacturing Inc. for instruction on polyethylene fusion procedures. EJP Sales Representatives, Service Technicians and several customers attended two one-day training sessions on September 29th and October 1st at EJP headquarters in Gardiner, ME.



McElroy Manufacturing shows EJP the finer points of a Datalogger.

The sessions included a complete description of the fusion process as well as hands-on instruction and operation of several McElroy machines. Attendees had the opportunity to work with a 14 machine, a 28 machine, a Tracstar 500 machine as well as a Datalogger. Special thanks go to Steve and Larry from McElroy Manufacturing in Oklahoma for making the trip to Maine to share their considerable knowledge. We look forward to working with them and McElroy for years to come.

Pipeline Specialists
TEAM EJP
Everett J. Prescott, Inc.

Pembroke fights a flood...

All the water control skills and talents of Team EJP Pembroke were put to a formidable test on August 12th when a flash flood tore through Genesee County. A foot of water covered the yard with 6" making its way into the offices. Thanks to careful inventory storage in cabinets and the dedication of the staff, no equipment or productivity was lost during the 3-day clean-up. Manager John Starr, Yardman Craig Ludwig and Inside Sales Reps Bob Dickinson and Bob Gingerich led the mop-up effort, which provided the entire Pembroke facility with the cleaning of a lifetime.



...then hosts a hundred

Barely a month after the big flood, Team EJP Pembroke was the site of the 3rd Annual New York Rural Water Association Operation and Maintenance Seminar. One hundred vendors, engineers, contractors and municipal representatives attended the two-session conference and catered lunch. EJP Pembroke Manager John Starr had high praise for the planning assistance of EJP Outside Sales Rep Truman Ayers and John Hartz of the New York Rural Water Association as well as the guest speaking services of Bob Moody, Mike Lignti, Tye Babb, Rob Lawton, Bob Prescott and Dan Reed. Hats off to the entire Pembroke office for performing well under challenging circumstances.



From flood to feast: Pembroke bounces back from a nasty rainstorm to host a successful conference.

Vernon helps an old customer with a new project

Team EJP Vernon and REJA Acquisition Corporation have enjoyed a successful partnership on a number of water projects over the years. So when John and Bob Wittenzelner, owners of REJA decided to get into housing development, they called EJP Sales Rep David Hirsch for help with the details, specifically, a Stormwater Detention System with three rows of 60" pipe, approximately 144' long. After a visit to the job site with Hancor Manufacturer's Rep Joe Albano, a review of the engineering plans and some minor changes, EJP's Bob Stark placed an order with HANCOR on August 17, 2003.



The needed pipes arrived at the job site just days later, and a new chapter in the Team EJP, REJA Acquisition Corporation success story was written. Congratulations, everyone.

Lafayette's latest 'discovery'

Discovery Park is a \$100 million research center being constructed on the campus of Purdue University. It's a big project requiring tons of pipe – \$100,000 worth of ductile iron pipe and fittings to be precise, along with 3"-14" AFC 2500 Resilient Wedge valves. Shambaugh & Sons is the contractor in charge of this significant project and when it came time to choose a source for the materials, Brent Weatherwax turned to Charlie Barker of Team EJP Lafayette. Discovery Park is certain to be one of the most talked about projects of 2004 and we are proud to play a part in making it happen.



A first look at the start of the \$100 million Discovery Park Project at Purdue University.

Montpelier's open house draws a crowd

Team EJP Montpelier's commitment to promoting their recent open house paid off in a big way. In addition to radio advertising, the Montpelier office also sent out a creative direct mail piece describing some great golf prizes to be raffled off. Over 125 loyal EJP customers feasted on burgers, dogs, salads and desserts. Coupled with a warm, sunny day and informative vendor display tables, the open house was a resounding success.

Sales Rep Dave Harris congratulates Colchester Fire District Administrator Dick Desautels on winning the top door prize at Montpelier's open house.



Red Hed's Service Department makes a profitable trip to the Mall

On Tuesday the 21st of October, Alex Punchak and Hal Perry of Team Red Hed's Service Department went to the North Dartmouth, MA Mall. They didn't come home with anything special, but they left behind two 8" Invensys Fire Line Meters in place of two 10" Hersey meters that were no longer accurate. Team EJP meter specialist, Al Clifford wired the reading system so that Dartmouth Water could read the meters by radio. Steve Topazio, Head of Maintenance for the North Dartmouth Mall expects to save thousands of dollars in improved meter accuracy and efficiency. Great job, everyone.



Out with the old...



...in with the new.

Better meters for Montpelier

In addition to a successful open house, Montpelier also landed a large meter upgrade project for the City of Montpelier, VT. Twenty six hundred residential meters were converted to the Invensys Automatic Reading (AMR) System with radio read technology using the Vehicle Transceiver Unit (VXU). Dave Harris is the Sales Representative responsible for the account, with Meter Specialist Greg Prescott and Division Manager Bob Wood providing additional assistance. The installation was completed by the Meter and Backflow Services team of Andy Lane, Jim MacMahan, Gerry Green, Brian McMahan and Jim Young. Good job, everyone!

Round Lake rolling along

The news from EJP Round Lake is all good as a recent study found Saratoga County (where their office is) to be the fastest growing county in New York State. You won't find Manager Ted Amaral arguing with that notion. Ted reports that his relationships with local contractors, cities and towns kept his office busy all summer long. To thank all their customers, Round Lake held a very successful Customer Appreciation Day on October 2nd. More than 100 customers showed up, proving that everything is rosy in Round Lake.



Burgers and dogs abound at the Round Lake Open House.

