

PEPtalk

WINTER 2004
VOLUME 12, NUMBER 4



2004

WAS A GREAT YEAR FOR TEAM EJP

and we would like to take this opportunity to thank all of our customers, vendors and employees for making it happen. The holidays are all about appreciating what you have and our blessings extend far beyond the walls of E.J. Prescott. We consider ourselves truly fortunate to live and work in the United States of America. Our hearts and prayers go out to the men and women who are so bravely defending the freedom that we enjoy. That freedom is not free, in fact, it's anything but. Team EJP pledges its full support to all of our service men and women and very best wishes for their prompt and safe return.

ON BEHALF OF ALL THE MEMBERS OF TEAM EJP,
HAPPY HOLIDAYS
TO YOU, YOUR EMPLOYEES & YOUR FAMILIES.

We look forward to serving you in the 2005 construction season.



Round Lake redefines 'Labor Day Weekend'

The weekend traditionally reserved for rest and relaxation provided just the opposite for Saratoga Water Services and Team EJP Round Lake. It all started on Saturday, September 4th when a water leak was discovered at the Northway Estates Mobile Home Park in Malta, NY. Jean Marcotte, General Manager of Saratoga Water Services and the park owner agreed to delay repairs until the following Tuesday, but their plan was thwarted as the leak quickly got worse. After water was shut off to 26 homes, Jean and his crew worked until 11:30pm battling multiple hole cave-ins due to the high groundwater situation. The next day Jean placed a call to EJP's 24 Hour Emergency Number. Ted Amaral and Bill Miller responded within 10 minutes. Both men showed up at the site with the specified parts after John Lucarelli & Sons Excavating finally exposed the break. Unfortunately, according to Jean Marcotte: "what was on the map was not what was in the ground." Another call was placed to Ted who met Jean at the shop within twenty minutes to provide the proper parts to complete the repair. Despite all the problems, Jean was quick to point out that the delay in restoring water service would have been much worse "had Team EJP not stepped up to the plate." We couldn't have said it better ourselves, Jean. *Thanks for the compliment and your business.*



Residents of the Northway Estates look on as the crew from John Lucarelli & Sons repair a leak in the water main.

'Seacoast Sewer Snakes' Capture 1st Place in National Competition

On October 7th, a team of wastewater treatment plant operators from NH completely dominated the "Operations Challenge" at the Water Environment Association's annual conference in New Orleans. Coached by Ed Rushbrook of Underwood Engineers of Portsmouth and Concord, NH, Sean Greig of Newmarket, David Lovely of Rochester, Geoffrey Howe of Portsmouth and Mike Carle of Hampton won first place trophies in three events, a second place trophy in another and a fourth place trophy in the remaining event.



From left to right: Larry Knight, Operations Challenge Vice Chairman; David Lovely, Rochester Treatment Plant; Geoffrey Howe, Portsmouth Treatment Plant; Sean Greig, Newmarket Treatment Plant; Mike Carle, Hampton Treatment Plant; Ed Rushbrook, Coach (Underwood Engineers); Lynn Orphan, President of Water Environment Federation.

The Seacoast Sea Snakes earned the right to compete in this national competition by winning a regional competition in Newport, RI, in June sponsored by the New England Water Environment Association. There the team demonstrated its skills in laboratory procedures, pump maintenance, safety, collection system repair and overall wastewater treatment process knowledge. The four men practiced for three consecutive Sundays leading up to the national competition, including Labor Day Weekend.

Team EJP Concord has sponsored the Seacoast Sewer Snakes for some time and is extremely proud to be associated with the first New Hampshire team to win the overall first place prize. If you are interested in congratulating the Seacoast Sewer Snakes yourself, you can attend the annual New England Water Environment Association's conference in Boston in January, 2005.



Victory Junction Gang — Great Participation

As most of our readers are aware, EJP has been working hard this fall to raise money for critically ill children through NASCAR’s top charity program, the Victory Junction Gang Charity.

We have had great support on this project, and as we head toward the end of our drive on December 17th, we want to sincerely thank all our employees, vendors, customers and friends who have given so generously in support of this great cause.

Thanks so much for your help. We will publish the complete list of contributors in our spring issue of PEPtalk.

Round Lake makes history with Merritt Construction...

Team EJP Round Lake’s Purchasing Department is calling the Rondout Interceptor – Inverted Siphon Project “one of the largest HDPE Fusion Projects ever sold in the state of New York.” As Ted Amaral of Team EJP Round Lake explains: “the project involves directional boring of two holes under the city of Saugerties, NY, and pulling through 3,000 feet of 18” as well as 16,000 feet of 16” (HDPE) High Density Polyethylene Pipe that are joined together using special fusion machines.



EJP's Joshua Steward and Merritt's Bernie Magee fuse pipe for the Rondout Interceptor-Inverted Siphon Project in Saugerties, NY.

Team EJP and PEP Transportation deliver for Mashpee, MA

Time was of the essence for Team EJP Mashpee on September 29, 2004. In order to successfully string pipe for The Town of Mashpee, MA, a busy road had to be shut down and the town provided Team EJP Mashpee with a delivery window between 8am and 1pm. Working with PEP Transportation, Team EJP Mashpee delivered 14 loads of ductile iron pipe and 3 loads of fittings which Bottolotti Construction installed on time. Congratulations to everyone involved on a job well done.



Customer Spotlight

One of the key goals of PEP Talk is to recognize the customers, vendors, partners and suppliers who keep us in business. We’ve decided to take that idea a step further and that’s what this new section is all about. Let’s all get to know:

Tom Dipetrilo
Owner, Drain Layers, Inc.

Team EJP Warwick has been Tom’s supplier of choice for 3 years. When asked why, Tom cited Warwick’s pricing, inventory, “on the spot delivery” and 24-hour emergency service. Thanks for the kind words, Tom and more importantly, thanks for your business!



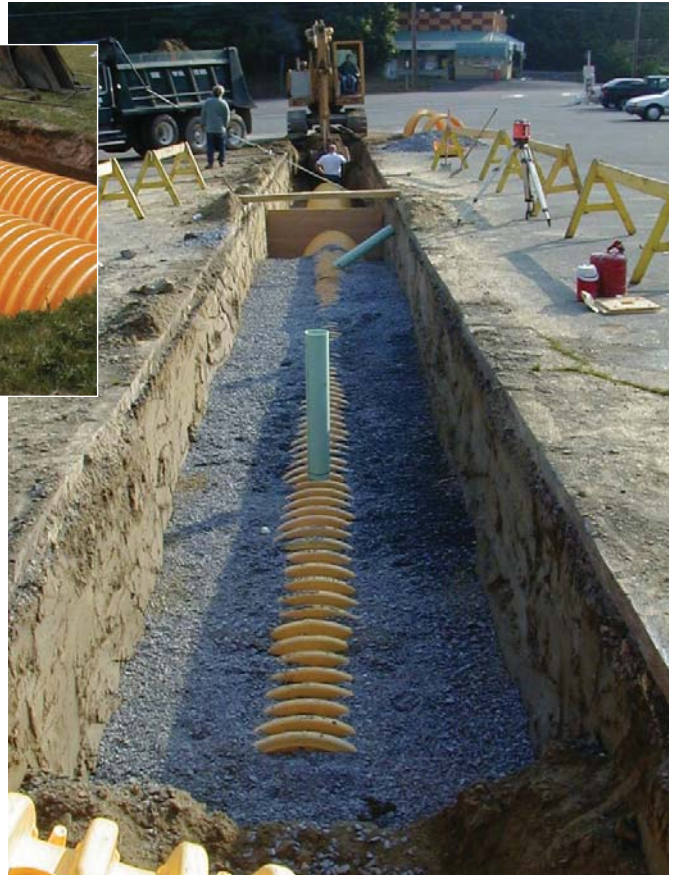
Team EJP Gardiner Answers the Call for Harry C. Crooker & Sons

On Saturday, September 11th, Frank Crooker of Harry C. Crooker & Sons was preparing a drainage project for L.L. Bean in Freeport, Maine when he realized an immediate need for half a dozen culvert bands. Moments after receiving Frank's call, Jason Chadwick and Keith Pomerleau met at the shop and spent the rest of what was supposed to be their day off fabricating the necessary fittings. Rush jobs like this come with the territory in the water, sewer and drain business and thanks to guys like Jason and Keith, Team EJP and Crooker & Sons were able to turn a rush job into a completed job.

Team EJP Round Lake Makes Stormwater Safer for Lake George, NY

Sediment from stormwater run-off is a big problem for lakes and ponds across the country. The Warren County Soil and Water Department decided to do something and established a grant to facilitate a drainage project for the village of Lake George, NY. After a design change mid-way through the bidding process, Outside Sales Rep Mark Grady and Team EJP Round Lake emerged with the winning bid for the retro fit system. Congratulations to Mark and the entire Round Lake team on a job well done.

The Lake George drainage project comes together thanks to Team EJP Round Lake.



Team EJP West Carrollton Takes Local Students to School

Anyone who works in the water, sewer and drain industry knows that hands-on experience is the absolute best teacher. To help Dayton area college students enrolled in construction programs gain some of this priceless experience, the Ohio Contractors' Association hosted a 'Contractor For a Day' workshop on October 14th. Fifty students from the University of Dayton, University of Carrollton and Sinclair College toured Team EJP West Carrollton and two other companies for a firsthand look at their chosen industry. Division Manager Jason Trimbach led the students through the Carrollton facility where they learned about PVC sewer pipe and ductile iron pipe installation. Outside Sales Rep Bob Backer spoke at a dinner for the students later that night to inspire the future graduates to complete their education and pursue their careers in the Dayton area. The event was a total success with the unexpected benefit of new contacts and sales leads for Jason as a result of his interaction with other Association members. Team EJP Carrollton looks forward to participating in the 'Contractor for a Day' event next year and we all look forward to welcoming these students into the construction industry in the near future.



Jason Trimbach of Team EJP West Carrollton takes local college students on a tour of his facility.

Team EJP Pembroke Selected for Two Major Municipal Projects

The hard work put forth by every staff member of Team EJP Pembroke has paid off in two very big ways. Corfu was selected by the Town of Hamburg, NY to supply 18,700 L.F. of 10" ductile iron pipe that also included more than 30 hydrants and over 150 valves. The contractor on this \$2.2 million project is Visone Construction of Depew, NY and the engineer is Nussbaumer and Clarke of Buffalo, NY. In addition to this project, Corfu is also supplying the Erie County Water Authority with 3,350 L.F. of 12" and 2,220 L.F. of 8" ductile iron pipe complete with hydrants and valves. Congratulations to Team EJP Pembroke on these two very impressive projects.

Fall was a Ball for EJP West Indy

The weather may be getting colder, but Team EJP West Indy kept client relations warm by sponsoring the Town of Westfield, IN, Public Works Department's Fall Family Festival. Over one hundred Public Works employees and their families enjoyed an evening of hayrides, games, food and fun at Stonycreek Farm on Saturday, October 2nd. As you can see in the accompanying photos the event was a huge success and we salute Team EJP West Indy for being an integral part of it.

Team EJP West Indy was also proud to assist another long time customer, Scott Ham of Silver Creek Water. After being deployed to Afghanistan, Scott was deeply troubled at the lack of basic supplies in the local schools. Scott instantly remembered the many logo pens he had received over the years from E.J. Prescott. He wrote a letter to his friends at Team EJP West Indy asking for help and Jeff Bricker responded with a donation of 2,000 pens that Scott distributed to the local schoolchildren.



INSIDE EJP

PEPtalk



HAPPY RETIREMENT

Craig Norton!

Long-time American Flow Control Sales Rep Craig Norton's final follow-up call is scheduled for December 31, 2004. All Team EJP's offices throughout Craig's territory have appreciated his diligence and professionalism over the years and we wish he and his wife Susan many carefree years together.

Twenty-four join Team EJP

Twenty-four people joined fourteen divisions in the last three months. *A warm welcome to:*

Robert R. Backer West Carrollton, OH - Outside Sales
Jackson E. Crook MBS, NH - Installers
Eric M. Daniello PEP Trans., ME - Pep Drivers
Patricia M. DeMauro So. Barre, MA - Administration
James Dumas Montpelier, VT - Outside Sales
Michael E. Gorman Brockton, MA - Administration
Bruce W. Halliday Lincoln, RI - Administration
Felix Izquierdo So. Barre, MA - Machine Shop
Brian D. Johnson Warwick, RI - Outside Sales
Geoffrey A. Keenan Brockton, MA - Service
Shawn P. Kietzman West Indy, IN - Outside Sales
Mark S. Kolakowski Vernon, CT - Eng. & Marketing

Leo A. Lavin, IV MBS, NH - Meter Shop
John R. Mapel Brockton, MA - Outside Sales
Chad A. Martin Springfield, MA - Eng. & Marketing
Shawn R. Mayville So. Barre, MA - Machine Shop
John M. Reardon Lincoln, RI - Eng. & Marketing
David J. Shea Montpelier, VT - Eng. & Marketing
Scott Sherman Mishawaka, IN - Administration
Donald S. Sherwood Round Lake, NY - Outside Sales
Jason A. Trimbach West Carrollton, OH - Administration
Francis E. Veino Springfield, MA - Outside Sales
Joseph M. Welch Brockton, MA - Yard
Keith Wilkinson Home Office, ME - Maintenance