

PEPtalk

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Ted Bragger of A.E. Bragger Construction monitors installation of an 8" insertion valve into an old cast iron main for the City of Pawtucket, RI.

Reason to "Brag" — Another Successful Project for Team EJP Warwick and Bragger Construction

Ted Bragger of A.E. Bragger Construction is known as one of the top waterworks technicians in the nation. When Ted needs parts or supplies he calls Jason Normandin, Sr. of Team EJP Warwick, just as he did in October, 2005. The City of Pawtucket, Rhode Island had a problem. An old valve that shut off water supply to an old, unused building had failed and a new Romac insertion valve had to be inserted without disrupting service to a nearby

neighborhood. Jason quickly arranged for replacement valve delivery to the site and Ted completed the job in short time. *Well done, Ted, and thanks for the business.*

Celebrating a 150th Anniversary in Style — A.Y. McDonald acquires Cambridge Brass

All of us at Team EJP would like to congratulate one of our long-time suppliers on some very big news. Proving that getting older is no excuse to slow down, A.Y. McDonald recently expanded its manufacturing capabilities by acquiring Cambridge Brass of Ontario, Canada. The move comes in the middle of A.Y. McDonald's 150th anniversary celebration and is an inspiring story for us all. According to A.Y. McDonald's Chairman of the Board Roy Sherman: "We look for solid companies in our industry with growth potential that can run independently. Cambridge Brass is a company with strong management and dedicated employees."

Together, A.Y. McDonald and Cambridge Brass represent 251 years of waterworks industry expertise. All of us at the home office are pleased to congratulate A.Y. McDonald on their new acquisition and we wish both companies many more years of success.

March 2006 Manager's Meeting Highlights

"Together We Will" was the theme for the Spring 2006 Manager's Meeting held at the Team EJP Home Office in Gardiner on March 8-10. The intensive, three-day session included a total review of the company's 2005 performance and our goals for 2006. There was also a discussion of ongoing team challenges related to sales and marketing, finance, safety and operations. The assembled group was fortunate to receive a visit from Detective Nicholas Grass of the Maine State Police Tactical Unit who spoke on leadership. Father Jack, the Rector of the Gardiner Episcopal Church also visited and showed a DVD of a chilly sailing trip taken late last fall up the Kennebec River.

In the middle of all the planning and learning, the second night of the session was devoted to having some fun — Las Vegas style. Bob Moody proved himself a master bluffer in the Texas Hold 'em card tournament, edging out his boss Steve Prescott in the process. Those who went out of the tournament early enjoyed trying their luck at slot machines brought in especially for the occasion.

On Saturday morning the scores were tallied up from the team events and some prestigious awards were announced. The Jim Doherty Award for employee excellence went to Bob Moody and John Flagg; division of the Year Award went to Lester Quinn and his crew at Team EJP Springfield; and Todd Arsenault and his team at PEP Transportation were named the store of the year. Congratulations to all on these well-deserved awards.

As the meeting broke at noon on Saturday, the opinion of all who attended was unanimous that this was the best manager's meeting in company history. In the end, the theme for the manager's meeting is the theme for every day life at Team EJP — "Together We Will."



Weekend Washout — Team EJP Springfield Answers the Call

Lester Quinn of Team EJP Springfield was enjoying a carefree night at home on Saturday, October 15th when he received a phone call from Bill Traynor of the Putnam, Connecticut Water Department shortly after 10pm. Bill informed Lester that severe rainstorms in the area had caused The Little River to flood, wiping out a section of 16" ductile iron water main in the process. In order to restore service to thousands of customers, the town needed to cut in a 16" butterfly valve so that the system could be operated on both sides of the river. After assuring Bill that Team EJP would be able to supply and help install the new valve, Lester phoned Springfield Serviceman Ken Holhut at approximately 11pm and told him what needed to be done. At 7am the next morning Lester and Ken met Bill and his staff at the jobsite. By 3:30pm, a 16" butterfly valve and two 16" Romac 501 ductile couplings were securely installed and service had been restored to the entire town of Putnam. Here in PEPtalk, we talk a lot about our willingness to drop everything and do whatever it takes. Real stories like this show just how much we mean everything we say. *Well done Springfield!*



Dramatic scene of the damage and subsequent repairs to a 16" ductile iron water main in the Town of Putnam.



Pitching in to help Mississippi school kids

While most of the damage from Hurricane Katrina affected the city of New Orleans, Mississippi was also seriously impacted by the storm. The city of Ocean Springs was especially hard-hit as powerful winds destroyed Taconi Elementary School. Most of the school's lost supplies and equipment were not covered by insurance so, in addition to losing their school, the hundreds of displaced students lost all their learning materials as well.

Team EJP Division Liaison Rod Dubois' wife, Lauri, is an assistant cook at Manchester Elementary School in Manchester, Maine. Lauri and her colleague, school librarian Nancy Diamond decided to do something to help the students of Taconi Elementary. With the assistance of Nancy Moorman, the Head of Volunteers at Readfield Elementary School, and Ashley Pullen, the Vista Volunteer for the Maranacok school district, a drive was organized to collect books, backpacks and other school supplies to help the students get back to the business of learning. Once the supplies were collected, Team EJP's Dana Pelletier called upon shipping partners Capitol Transportation Logistics and Old Dominion Freight Lines to help ship it all to Ocean Springs. Kudos to everyone involved in this outstanding initiative to provide assistance to students who truly need it.



In Memory of Herbert E. Sargent

Herb E. Sargent wasn't just a respected pioneer of the construction industry, he was a legendary entrepreneur in the state of Maine. On April 9, 2006 Team EJP was saddened to learn of the passing of this long-time customer and friend just two months after his 100th birthday. As his grandson, Herbert R. Sargent said: "You'd think he wanted to get to his 100th birthday and call it good." Good indeed. Herbert E. Sargent founded the H. E. Sargent construction 80 years ago when he dropped out of college and bought a used dump truck for \$75. The company began its historic rise to prominence during World War II by winning defense contracts to build runways. This experience would later lead to several highway construction jobs throughout Maine. In 1988 the company was sold to French construction company Razel. Through a series of mergers and acquisitions, it became a subsidiary of a firm owned by a German construction conglomerate before the Sargent family reacquired ownership last year. Herb E. was a devoted family man who loved spending time with his children and grandchildren. Team EJP's relationship with H.E Sargent goes back to 1955 when Everett J. Prescott and Herb E. Sargent worked on their first project together and continues to this day. We extend our deepest sympathies to the entire Sargent family.

Round Lake on the Road

There were not any winter doldrums for Team EJP Round Lake as John Miller and his crew used this traditionally slow time of year to promote their office. Team EJP Round Lake sponsored the hospitality suite for the ACEC winter conference held Jan. 29th and 30th at the Albany Marriott. Round Lake followed this successful event with a booth at the NYCOM winter meeting at the Crowne Plaza in Albany on Feb. 26th and 27th, and on March 8th and 9th the Division's service truck was the star attraction at the Hard Hat Expo held at the fairgrounds in Syracuse.

Round Lake's not done there. The guys also plan on attending the AWWA show in April in Saratoga where they will show several new products to current and potential customers. Finally, it's easy to see why Mark Grady of Round Lake was named "erosion control specialist of the year" at North American Green's January Conference held in Evansville, Indiana. For the past several months, Mark has teamed up with Joe Koziell of NAG to conduct several erosion control seminars for engineers throughout upstate New York.

At Team EJP, we know we can't rely solely on customer referrals and advertising to win new customers. Getting out and presenting at industry events is a big part of the mix and we salute the solid efforts of Team EJP Round Lake to build their business.

Allen County Incinerators Win Locally, Compete Nationally

For the past four years, Team EJP Lima has sponsored the competitive efforts of Mike Santaguida, Wes Hites, Jeff Mathew, John Motycka, Matt Agner and Don Patton, AKA the "Allen County Incinerators." The Lima office has consistently provided these men with shirts, gloves and pipe for them to practice their skills in preparation for the Ohio Water and Environmental Association "Operations Challenge." Held each June, the Operations Challenge features five events that test the participants' skills in Collection Systems, Laboratory, Maintenance, Process Control and Safety. Team EJP Lima is proud to report that the Allen County Incinerators' practice and persistence paid off with a 1st place finish in the Maintenance Event that helped them secure the Division II trophy at the June, 2005 Challenge. The Incinerators went on to the national competition in Washington, DC where they finished 15th in their division — a highly respectable result considering the caliber and depth of competition. Congratulations to the Allen County Incinerators for their recent success and Team EJP Lima for their ongoing support.

Congratulations to the Allen County Incinerators:

Front row: (left to right) Mike Santaguida, Wes Hites, and Jeff Mathew. Back row: (left to right) John Motycka, Matt Agner, and Don Patton



INSIDE EJP



Congratulations, Miss Gardiner!

Donnie Andrews of the Team EJP Gardiner, Maine Division has something extra to be proud of these days. His niece Nicole Lawrence, a Junior at Gardiner High School was recently named Miss Teen Gardiner and will represent her town at the Miss Teen Maine International competition on April 9, 2006. *Good luck, Nicole!*

Mark Your Calendar!

Directional Drilling Demo Day

Team EJP is proud to participate in this great event presented by the Northeast Trenchless Association. If you're in the area, we invite you to stop by and experience live demonstrations, displays and training sessions on the latest directional drilling techniques.

When: Wednesday, May 10, 2006
9:00am – 4:00pm

Where: Topsfield Fair Grounds
in Topsfield, MA

Visit www.northeasttrenchless.com
for more details.

