

PEPtalk

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Team EJP's 2007-08 Engineering & Education Seminars Focus on Water:

Measurement • Treatment • Control

Register Now for a Seminar Coming to Your Region!

Engineers, Construction Superintendents, Utility managers and D.P.W. officials: Team EJP invites you to join us for information-packed sessions covering the issues you face daily in providing quality products and services for underground utility construction. Experienced presenters from Team EJP and several manufacturers will discuss a number of important innovations and strategies that will make your job easier. These sessions are eligible for Training Contact Hours (TCH's) and you'll have plenty of time to ask questions and examine the latest products. And of course, lunch will be served at each session.

This season, by popular demand, we're running two concurrent sessions plus a product exhibit at each location.

Session I — Water/Sewer: The Problem-Solving Pipeline

will address the following issues:

- **Meters:** Utility Cash Register
- **Ductile Iron:** Keep the Pressure Up
- **Safety:** Safety First
- **Pipe Patch:** Innovative Pipe Repair
- **Hydrants:** Protect This House
- **Quality Water Products:** Tools, Flange Pipe
- **Red-Hed Manufacturing:** Space Saver Flange

Session II — Storm Water Solutions: Ground Level Solutions

will cover:

- Jobsite Sediment Control Tool Box
- Site Drainage Innovations
- Geotextiles and Geogrid Applications
- Permanent Erosion Control Solutions

Each program will run from 8:00 a.m. to 4 p.m., with mid-morning and mid-afternoon breaks and a lunch break in the Exhibit area. Please note that the same topics will be covered at each region, but presenters will vary by region.

Register online now to reserve your spot!

We've created a Web site specifically for this seminar series. Visit www.ejprescott.com to register for the date and region that works for you, and be sure to check back often to learn about program updates, topic presenters, and exact locations. A minimal fee of \$30 will cover registration, lunch and seminar supplies.

Be sure to sign up now! — a limited number of seats are available in each region.

2007-08 Seminar Schedule and Locations*

Week	Date	Location
1	Tuesday, Nov. 27 Wednesday, Nov. 28 Thursday, Nov. 29	Concord, NH Burlington, VT Boxborough, MA
2	Tuesday, Dec. 4 Wednesday, Dec. 5 Thursday, Dec. 6	Buffalo, NY Syracuse, NY Albany, NY
3	Tuesday, Jan. 8 Wednesday, Jan. 9 Thursday, Jan. 10	South Bend, IN Fort Wayne, IN Indianapolis, IN
4	Tuesday, Jan. 22 Wednesday, Jan. 23 Thursday, Jan. 24	Perrysburg, OH Sidney, OH Cincinnati, OH
5	Tuesday, Feb. 5 Wednesday, Feb. 6 Thursday, Feb. 7	Hartford, CT Pittsfield, MA Warwick, RI

* Exact locations will be confirmed on our Web site.

Pembroke Meter Training Seminar a Collective Success

In partnership with the New York Rural Water Association and Sensus Metering Systems, Team EJP Pembroke held a well-attended training seminar on June 12th at the Pembroke division. More than 70 participants from Western New York stopped in to hear EJP's AMR specialist, Richard (Dick) Kaulfuss, present a session on meter types and uses. Hands-on training was performed on meter tear downs, installation and testing. Dick further discussed the benefits of automatic meter reading systems and introduced the new FlexNet system.

Dick did his usual great job with help from Team EJP's Allison Davis, Jerry King, Craig Ludwig, Dave Hall and Fred Kelley. We'd like to send a special thank-you to Jamie Herman of NYRWA and Chad Lahr of Sensus Metering Systems for their contributions to this successful event. Way to go!



EJP Massachusetts Teams Pitch in to Present Jobsite Compliance Workshops

Tougher new environmental rules and regulations require that industry professionals keep current with new technology and practices, underscoring the importance of training for everyone involved in the construction industry. To address this training need, an outstanding group of speakers was assembled earlier this year for three workshops co-sponsored by Team EJP offices in Massachusetts along with North American Green.

The “**Jobsite Erosion & Sediment Control: Tools and Techniques for NPDES Phase II Compliance**” workshops were held in Peabody, Taunton and Sturbridge on consecutive days, and drew more than 150 engineers, government officials, and contractors. Among the presenters was Mark Goldsmith, CPESC, Director of Storm Water Compliance for Wal-Mart Stores. Wal-Mart is the world's most active earth mover, and Mr. Goldsmith is responsible for all the company's many jobsites. His presentation was very well received, and Team EJP is deeply grateful to Mark for taking time to join us.

Also presenting was Joseph Canzano, a compliance officer for the Environmental Protection Agency's (EPA) Region I office in Boston, along with many of our vendor partners. Team EJP is particularly grateful to North American Green for co-sponsoring this workshop series and to all the presenters who stepped up to inform our industry professionals. *Nice job, everyone! “Together We Will” help our industry stay on top of developments that challenge and change our roles.*

Team EJP Wabash Customer Buys First Midwest Silt Fence Machine

Chris Tyson of C.A.T. Excavating in Wabash became the first EJP customer in the Midwest to purchase a silt fence machine. Chris is thrilled with his purchase, reporting that it cuts down dramatically on the time his employees spend installing silt fences and feels that he's made a wise investment for his construction business. C.A.T. Excavating of Wabash is a local and loyal customer of Team EJP Wabash. *We look forward to seeing Chris turn some heads as he plows in several hundred feet a day of silt fence!*

Team EJP Gardiner Supplies Pipeline for “Augusta Crossing”

In Augusta, Maine, the retail business is booming, and Team EJP is playing a major supporting role. A new shopping center called “Augusta Crossing” will be home to 460,000 square feet of retail buildings on the 42-acre site, with such stores as Lowe's, Target and Best Buy taking anchor positions. This new center will benefit the area economically for many years to come. To help bring it to life, contractor A.J. Coleman & Sons signed on Team EJP to supply one of the larger on-site storm water retention systems in the region, consisting of approximately 5,000 Stormtech chambers along with all associated headers and support pieces required to make it all fit together

and work properly. This project also includes a tremendous amount of ductile iron pipe, valves, hydrants, fittings, drainage and many other water, sewer, drain and erosion control products. *We'd like to extend a hearty thank you to the team at A.J. Coleman & Sons as well as the folks at project owner, Packard Development, for their support and trust in Team EJP in bringing this exciting project to the capitol area.*



Putnam Pipe and Team EJP Middleton Rescue Framingham's Aging System

Putnam Pipe Corporation in Hopkinton MA, an affiliate of Team EJP with regard to products, services and distribution, teamed up with Team EJP to successfully complete a demanding "Quik Valve" project in the town of Framingham, MA. Framingham's large municipal system (250 miles of water main and 17,000 service connections!) has aging and widely spaced gate valves and town representatives were becoming increasingly concerned about a potential water main break and the resulting impact on businesses, customers, traffic, the water system and regional economics. "We have areas where we'd have to shut down 10-12 gate valves in order to isolate one small section for a main repair," says Water Operations Manager, Dave Brunelle. "This would waste thousands of gallons of water and take hours to attempt a successful shutdown."

The Framingham DPW contacted Putnam Pipe to discuss new valve placements, scheduling, material needs and installation techniques. Putnam's sales representative Eli Potty immediately began to work out the solution, which was to install Romac Quik Valves in critical areas throughout the town, helping to minimize exposure to a main break in the wrong area and avoid operating aging gate valves. (The Romac Quik Valve, an insertion valve-and-sleeve combination, allows installation of a resilient seat-gate valve anywhere in the system without interrupting water service. This issue was critical to the DPW's decision.)

Putnam Pipe contracts all of their service work with E.J. Prescott, the only authorized installer of Quik Valves in New England, and together they began to work on the logistics for Framingham. Due to the location of the valve insertions, the time of day, and traffic interruptions, it was decided to do six valve insertions in three days. Two service crews were used to expedite the work and ensure installation success. Installations began in early June 2007, and service work was completed on a variety of mains in various conditions. In one case, a different size main was discovered as it was uncovered. Relying on the Putnam and Prescott network and their vast inventory available, the size change was handled within 2 hours and the job went on as scheduled. Our customer was elated with the service, coordination, installation and teamwork between Framingham, Putnam, and Team EJP. *Congratulations on this fantastic team effort between Putnam, Ray Morang of Team EJP Maine, Ken Holbut of Team EJP Springfield, MA, and everyone involved! Another great example of how "Together We Will" do what it takes to succeed!*



A Great Day as Team EJP Vernon Continues Open House Tradition

Team EJP Vernon held another successful open house on June 14, 2007. According to Bob Cianciosi, Division Manager, "It was a great day for all! We had a terrific turnout to view the displays and demonstrations presented by Hancor, North American Green, Maccaferri Industries, A.Y. McDonald and American Flow Control."



Contractors, water district managers, municipal employees and engineers gathered during the mid-day hours to enjoy the friendly, informative atmosphere and the lunch provided by Uncle Don's Hog Wild Country Barbecue. *Thanks to everyone who took time to join us that day. We'd like to extend our best wishes to attendees Rudy Madore and Dale Duncan of the Metropolitan District Commission on their upcoming retirements. Team EJP appreciates all that you both have done with us.*

Manchester, Vermont Finds Lost Revenue through New Meters

Ethan Clapp, Division Manager of Team MBS, reports that MBS completed Manchester, Vermont's Sensus water meter replacement and radio read project—ahead of schedule and under budget, with significant results. The meter replacement program resulted in a substantial increase in found water usage, creating a sizable increase in revenue. In addition, the project was completed on time, even with a 1-year reduction in the contract deadline. *MBS would like to thank Manchester Water's David Sheldon and his crew for all the great teamwork, and also Roger Ward from Dufresne Associates for excellent teamwork, communications and cooperation. Kudos to all for such an impressive job result!*

INSIDE EJP

PEftalk

Team EJP Honors a Great Lady

It is with great respect that we acknowledge the passing of Laurence Alma Grondin, matriarch of one of our best and most dear customers, RJ Grondin & Sons of Gorham, Maine. She was the bookkeeper and soul of the company for over 30 years. She raised seven children; some of whom still work with Team EJP today. Mrs. Grondin's greatest joy was her family, and she will be remembered for her positive and supportive attitude. We'd like to extend our sympathies and regards to the Grondin family. In her obituary, her family wrote, "In lieu of flowers, stop! Reflect and appreciate your own family and pray for world peace."

Team EJP Regions Rally to Supply Wattles

Working with Mark McCloud, President of Ramco Survey Stake Co., Team EJP Brockton got off to a fast start in the Erosion Control business by supplying 24,000 linear feet of straw wattles on a water main job in Wareham, Massachusetts. Mike Gorman, manager of Team EJP Brockton told us that meeting Mark's schedule was demanding due to the wattles originating in California. The Brockton Team quickly overcame this challenge by cleaning out the inventory of every other EJP Division east of New York, and by working with Dana Pelletier in the Home Office to schedule full loads from California to meet Mark's time frame without missing a beat. From this "trial by fire" experience, we've certainly all learned what a straw wattle is and how to handle them. *Another example of TEAM EJP pulling together across several regions to get the job done. Thanks to all who pitched in!*

Team EJP Springfield Supports the Rails

Frank Veino of EJP Springfield shared the following letter with us.

"We would like to thank you for your generous donations for the building of our Fitchburg Railroad replica Locomotive. Due to your generosity, we were able to build the First Prize float representing the Fitchburg Senior Center in the recent Civic Days Parade. Your generous donation of materials made this project possible. Thank you."



— The Goodwin family, Albert Krapp, John Nicholopoulos, and the Basques