

# PEPtalk

Winter 2008 Volume 17, Number 4

## Happy Holidays from TEAM EJP

*To all of our valued customers, vendors and friends.*

On behalf of all Prescott Companies and our employees, we wish you a **Safe and Happy Holiday Season!**

Through this year of economic unrest, all of us worked together to help our friends, our communities, and our customers cut costs, maximize productivity, and increase revenue. We want to thank each of you for working with us during these times.

While this downturn may not be over, we pledge to work with you to make 2009 a successful year for everyone. Please join us in celebrating the accomplishments and friendships that have developed over the past year and know that we pledge to build on those relationships in 2009.

We continue to pledge our full support to our military troops, and we extend our sincere wishes for their safe and prompt return home to their families and friends.

In our celebration of the Holidays, all Prescott companies will be closed on Thursday, December 25<sup>th</sup> and Friday, the 26<sup>th</sup>, reopening on Monday, December 29<sup>th</sup>. We also will be closed on Thursday, January 1<sup>st</sup> and Friday, the 2<sup>nd</sup>, reopening on Monday, January 5<sup>th</sup>.



*Team EJP would like to wish everyone Happy Holidays*

### *Our Customers Embrace the Holiday Spirit*



The Westfield Public Works and Friends-Volunteers of Hope Group took 21 people on its trip to Miguel Aleman, Mexico, this year. Bruce Hauk, Sherry Goins, and I are all veterans, while Harry Nikides went for the first time.

During our trip we built one home and poured concrete roofs on two other homes previously built in July by another Volunteers of Hope Group from Westfield. This year we also continued construction on the church, and passed out food to those in need.

We had a fiesta our last night there, with a beautiful piñata for the kids, and even had a Hoosier moment with Michele Workman putting on a basketball clinic.

*Bryan Forkner,  
City of Westfield - Utilities Superintendent*



### *TEAM EJP Embraces the Holiday Spirit*

In the spirit of giving this Christmas, the Lima division thought they might adopt a family for Christmas. We contacted Allen County Children's Services for a family that is down on their luck at Christmas time and might need some help. We decided to use the money from our pop machine along with donations from each employee. We have adopted a mother with a 10-month-old son. The presents will be delivered on Christmas Eve to the family and will include some of the necessities that they will need throughout the year.

*Holly Dunson & Team EJP Lima Ohio.*

### *Todd Does The "Lobster Dip"*

In 1989, members of the Portland Maine, Rugby Club organized the first "Lobster Dip" to benefit Special Olympics of Maine. Since that time, hundreds of "dippers" have raised thousands of dollars. Last year I raised over \$500 for the Special Olympics by diving into the 32-degree waters of the Atlantic Ocean. Once again this January 1<sup>st</sup>, 2009, I will make the frigid plunge into the icy waters. My goal this year is to raise \$750 for the Maine Special Olympics. The money raised helps over 3,000 athletes with intellectual disabilities.

*Todd Arsenault - TEAM PEP Transportation*

### *TEAM EJP & the Military*

Steve Griffith, of Team EJP West Carrollton, Ohio, works with military support groups in the Cincinnati area. Every year he helps out the local Marine Corps Reserve Unit with Toys for Tots. This year he is doing the same while also taking a special military family under his wing. The father of this family has served two tours in Iraq and one in Afghanistan. He now experiences episodes of severe anxiety and has been diagnosed with Post Traumatic Stress Disorder (PTSD). Finding steady work in this year's economic downturn, despite his dedicated service to his country, has been a real challenge for this father, and his family's finances have suffered. After losing his last job he did what many of his fellow servicemen have felt compelled to do — he reenlisted. Through Toys for Tots, he is making sure that Santa Claus will still visit this deserving military family at Christmas time this year!

Steve also works with a support group raising funds for another family with ties to the Tri-State area. The father of this family was seriously wounded by a roadside bomb in Iraq, and is being treated at Walter Reed Hospital in Washington, DC. His wife has joined him there, and their children are with her mother in Alaska. Steve is working with the Fischer House and the Ronald McDonald House to reunite this family for the Christmas Holiday.

### *Holiday Mail for Heroes*



In late November, EJP participated in the "Holiday Mail for Heroes" campaign. The Red Cross has partnered with Pitney Bows to

make this wonderful gift possible. Their goal is to collect and distribute one million cards. An email was sent out asking everyone to take a few moments out of their day and sign one or more cards and then send them to the Home Office for Mary and Leslie to sort, repack and ship to the Holiday Mail for Heroes headquarters in Capital Heights, Maryland. We received about 1,000 cards from employees. These cards will be shipped to our brave service men and women around the world during this holiday season. Even with such short notice, the employees at EJP were eager to participate in this worthy cause. Thank you Team EJP for your support of our troops.

## ***QWP 3 Million Gallon Tank***



Quality Water Products is proud to be partnering with Natgun Corporation on a 3 million gallon water tank project in Benton Illinois. The tank is a special "Baffle Wall Tank" that directs the inlet flow of the

water through a series of baffle walls after it comes through the fabricated inlet riser pipe (shown in the picture).

The pattern of flow formed by the specially designed series of 9" holes in the 36" flanged pipe as well as the strategically placed baffle walls inside the tank, allows Natgun to manipulate the correct amount of time necessary from inlet to outlet. This is so that the water in the tank has the proper contact time with chlorine and other chemicals before getting to the outlet pipe. Big thanks to Chris Delaney for working through the project with Joe Boudreau of our inside sales team and to Chris Brown, Natgun's project manager on site.

## ***QWP Shares the Holiday Spirit***

Quality Water Products was sad to find out that scheduling conflicts did not allow them to enter their annual float in The Barre Christmas parade. It is a yearly tradition to enter a float and involve some of the kids in town. All of us at QWP hope to be able to carry on our participation in the parade next year.

The employees got together and came up with an alternative way to spread some Christmas cheer this year. Becky Boutelle from QWP did some research and found a family in our town that needed a little Christmas help. With donations from all of the employees and a can collection, we were able to provide a young mother and three little girls with nice gifts for the holiday. There is nothing like the feeling of giving, and all the employees here at QWP are thrilled to be a part of making this family's Christmas one to remember. Happy Holidays from all of us at QWP.

## ***VAS Growth in the North Country***

The VAS program has experienced great growth in the past few months, especially in the North Country. Some of the new VAS Partners that have been added recently include: Limestone, Maine; Baileyville, Maine; Danforth, Maine; Passamaquoddy Water in Eastport, Maine; Eagle Lake, Maine; and Bradford, Vermont.

In these trying economic times Water and Sewer Districts have been forced to look for new ways to manage their budgets. A couple of the reasons given by our new VAS partners for joining involve inventory management and reduction. As their supply budgets tightened they needed to find ways to lower inventory costs while still making sure the parts were available whenever needed. This was accomplished by computerized inventory management, predetermined minimum levels on repair parts, and 2 hour emergency service when needed. Overstocked inventory was also returned so the money could be used for more pressing needs.

Other benefits enjoyed by VAS customers include a 10 year warranty, leak auditing equipment use, and training classes held at the customer's facility. With new technology like GIS and our camera system added to our Service Department's arsenal, VAS customers can look forward to stronger support than ever. Considering the challenges faced in today's economy, VAS becomes even more valuable to our customers.



Danforth Water



Bradford, Vermont



Limestone Utility



Baileyville Utility

### **KNOW H<sub>2</sub>O™**

#### ***Seminar Series Gets Under Way in January***

TEAM EJP will launch its second series of KNOW H<sub>2</sub>O™ training seminars on January 6, 2009, at the Marriott Louisville East in Louisville, Kentucky. A total of nine seminars will be offered by the time the series ends in Fishkill, New York, on March 5, 2009.

The seminar series was introduced in 2007-08, when the company produced 15 full-day events scattered across eight states. The response was tremendous, and the attendees included 1,125 individuals. The very diverse audiences included contractors, design professionals, municipal employees and government officials, and others.

The seminar program was totally reshaped for 2009 for several reasons. First of all, the main objective is to present information that is as pertinent and timely as possible. Secondly, the evaluations from our first series yielded a lot of great ideas for improving the program, and many of these ideas have been incorporated into the seminar.

In an effort to keep the seminars as fresh as possible, the 2009 sessions will all be held in geographical areas that were not included in 2007-08.

Two concurrent sessions will be held in the morning each day, and both will examine critical issues facing the construction and waterworks industries.

Track one, titled “Water Infrastructure Reaches a Crossroads,” will discuss the state of America’s water system infrastructure. Much of our infrastructure is aging and approaching obsolescence. Critical decisions must be made to rebuild, refit and refurbish these systems to meet future demand. These decisions will have a major impact on municipal budgets. It is extremely important that they be well informed decisions. This seminar will strive to provide answers to some very tough questions facing water system planners and operators.

The second track, “Low Impact Development,” will explore options for minimizing the environmental impact of new development. Just a generation ago, new development took place with little regard to long term consequences, such as changes in drainage patterns and volumes, pollutant discharges, and impact on downstream property. While earlier practices involved moving water away from new development as quickly as possible, present and future demands call for developers to hold discharges to historic or predevelopment levels. This workshop will explore the very latest in practices and technology to help achieve this goal.

The afternoon seminar attendees will have an opportunity to meet with industry specialists in small group sessions. These specialists will offer a wide range of information, including innovative design tools, emerging technology, and the latest problem solving approaches.

The KNOW H<sub>2</sub>O™ Seminars will also feature some of the industry’s top exhibitors, and all attendees will have an opportunity to visit directly with manufacturers’ representatives and in some cases with product inventors.

Finally, everyone who attends the seminars will be able to network with everyone in attendance at the seminars, including fellow participants and Team EJP personnel. Every participant in the seminars will receive a certificate for 5.5 Professional Development Hours. Other continuing education and training hour approvals, which vary by state, will be continually updated on our website.

To sign up, please contact any TEAM EJP representative. You may also register on-line at [www.ejprescott.com](http://www.ejprescott.com). Our website also provides driving directions, hotel rates, and other important seminar information.

# 2009 SEMINARS

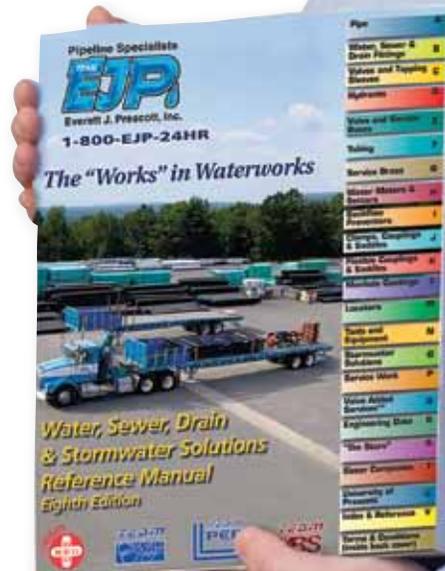


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### ***Sewer Overflow Tunnel Job***



Triad Kemper Frontier of Ohio, a leader of boring tunnels, and the City of Lafayette needed a tunnel through the heart of Lafayette. They called on Team EJP Lafayette to supply 400 ft. of 20 in. ductile pipe and two large

Smith Blair 72 inch couplings to get the job done. Mike Force and Charlie Barker are shown with two of the couplings going out to the job site. The tunnel is for sewer overflow during heavy rain events.

Mike Force - Team EJP Manager, Lafayette, Indiana

### ***Romac Product Demo Trailer***

On October 31<sup>st</sup>, 2008, a demonstration was held in Vernon, Connecticut using the advanced Romac portable demo unit. The training consisted of working products such as tapping tools, couplings, and joint restraints targeting water companies and contractors. Those who attended included superintendents and inspectors from throughout Connecticut. Guy Canto of Romac presented and provided the live demonstrations. "This was the best turnout that I have had promoting the trailer all year," exclaimed Canto as he performed a hand tap.



On October 25, 2008, the Pittsfield Store celebrated it's second annual open house, with over 16 vendors including two sister companies: MBS and QWP. Rob DuBois had a great display from MBS and, of course, Keith Morin from QWP put on a great demonstration for all. Chris Golbillot from Shamrock Glazier was here and whooped the crowd with a pipe patch demonstration. "Uncle" Don Sherwood cooked another great meal for all. There were over 65 customers from all over Western, Massachusetts, that showed their support. Even Lester Quinn showed up from as far away as Springfield! A special thanks to Molly Gibler, UP Student, who arrived a day in advance to help get everything organized. And what a wonderful help she was. Thank you Molly!!

### ***TEAM EJP & Oles Engineering team up for an emergency Quik Valve® & Hydrant replacement.***



Howard Hughes from Westview Hospital had a 6" watermain break. After locating the break Dan Hilton and Josh Eby of EJP/West Indy perform an emergency 6" valve insertion.

After the valve insertion was done, Andy Armstrong recommended replacing part of the line and installing a new Waterous Pacer Hydrant. Jeff Ferguson and Mark Weaver of Oles Engineering installed the new line and hydrant and wrapped the project up.

### ***Fire Line Break at Barber Foods***

Richard P. Waltz Plumbing & Heating Company, Inc. was contacted in a state of emergency by Barber Foods, a leader in frozen beef and poultry distribution, shortly after 4 pm. The emergency consisted of a break in the main fire line that entered their 150,000 square foot state of the art distribution warehouse in Portland, Maine. After studying an as-built drawing, the line was determined to be 10" cast iron. EJP Portland Division was contacted to obtain the necessary materials needed to repair the break. Using EJP's inventory database, the 10" material needed was located in Gardiner, Maine. Waltz Company sent an employee to Gardiner to retrieve the materials to save time. Joe Hersom and Garrett Murray of the Portland Division went to the site of the break in Portland. After the main was located and a trench box was in place, Joe entered the hole to get an exact outside diameter measurement. The Pipe measured 9.05", which is 8" cast iron, not 10". Robbie Maheux, who stayed after hours with the Waltz employee, was contacted and advised what to send for materials. The materials were brought back to the site and the repairs made. The fire line was back in operation before 11 pm.

Great communication and team effort by Robbie, Joe, and Garrett and a big thanks to Richard P. Waltz Plumbing & Heating Company, Inc. for contacting EJP in your time of emergency.



## What an Opportunity!!

The industry that we all work in is diverse and ever changing. For this reason the Prescott Companies have dedicated a training program in an enthusiastic team building atmosphere toward young adults that exhibit a sincere interest in building a career for themselves.

The University of Prescott has been an opportunity unlike any other that I have been exposed to. When considering my future college was not a viable option and entering the military was a serious possibility.

I was given this opportunity and have now worked this "internship" for 17 months. During this time I have learned a lot about Team EJP while traveling through eight states. I appreciate all the knowledge and experience I have gained in the water, sewer, drain, and storm water markets.

The University of Prescott provided me with all of the necessary tools to excel in this industry, and I am proud to be a part of this fine program.

- A reflective look at the University of Prescott from Nate Nichols, UP Student

## Student Profiles



Zach Lovely, from Gardiner Maine, attended Gardiner Area High School where he took two years of heating and plumbing at the Capital Area Technical Center. Zach worked for Sampson's Plumbing and Heating for two years while he was in school. After hearing about the University at career day from one of our current students, Zach was very interested.

The University of Prescott gives a hands on real life approach into the Water, Sewer, and Drain industry to qualified hard working people. After a tour of Headquarters in Gardiner, Maine, Zach signed on. He has been with the company for a month now and has seen and learned a great deal. Thank you, Zach, for joining The University of Prescott and Team E.J. Prescott.

Krystal Lee-Chang — I first heard about the UP program through Mr. Burgess, my JMG teacher. He had spoken very highly about the program but I hadn't really given it any thought because I knew exactly where I was going with my life and it hadn't included EJP.



Over the next few years I continued to hear about the program, not only from Mr. Burgess, but also from Bob Moody when he was at the JMG Career Development Conferences.

After my plans changed I began looking at my options. Mr. Burgess again mentioned EJP. After giving it some thought I came in for my first set of interviews. Talking to all of the UP students really gave me a feel for the program and what to expect. Thinking I had everything to gain with EJP I accepted the offer to join the program. I am excited to travel, learn many new skills, and meet new people.

## Happy Retirement to Al D'Onfro

TEAM EJP Springfield would like to take the time to offer a very happy retirement to Al D'Onfro! Mr. D'Onfro is 78 years old and has worked right up until his recent retirement. He worked as a Project Superintendant for J.A. Polito & Sons in Shrewsbury Ma. for 27 years! Hopefully Al and his wife Eva will be able to spend their time together doing what they enjoy most.

We know Al will be missed by Kenny Polito, the ladies in the office, as well as all his former co-workers. Lester, Frank and TEAM EJP Springfield wish Al a great retirement. Congratulations Al, Enjoy!

## GOING GREEN

TEAM EJP is taking proactive and diverse steps to show our strong commitment to corporate integrity and community responsibility by providing products and services that help us all to protect and preserve our environment. You will find this reflected in many of the articles within this and other editions of *PEPtalk*, and we are now printing on paper that contains recycled fiber.





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**KNOW  
 H<sub>2</sub>O™** **2**

**SCHEDULE**

- Tuesday, January 6, 2009 / [Louisville Marriott East, Louisville, KY](#)
- Wednesday, January 7, 2009 / [University Plaza Hotel, Lafayette, IN](#)
- Thursday, January 8, 2009 / [Holiday Inn Dayton-North, Dayton, OH](#)
- Tuesday, January 27, 2009 / [Wyndham Portland Airport, Portland, ME](#)
- Wednesday, January 28, 2009 / [Fireside Inn & Suites, West Lebanon, NH](#)
- Thursday, January 29, 2009 / [DCU Center, Worcester, MA](#)
- Tuesday, March 3, 2009 / [Holiday Inn Rochester Airport, Rochester, NY](#)
- Wednesday, March 4, 2009 / [Holiday Inn Utica, New Hartford, NY](#)
- Thursday, March 5, 2009 / [Holiday Inn, Fishkill, NY](#)



**2009 SEMINARS**

*TEAM EJP would like to wish everyone Happy Holidays!*