

PEPtalk

Summer 2010 - Volume 20



You Never Know H₂OW Far a Great Idea Will Take You...

Team EJP Know H₂OW Staff at Gillette Stadium in Foxborough, MA.

A great big "Thank You!" to all who attended our Know H₂OW Seminars this year, and an even bigger "Thank You!" to our incredible, dedicated staff who worked tirelessly to put together the industry's best educational event!

Peter E. Prescott, CEO

Steven E. Prescott, President

Stanley G. McCurdy, COO

Have a safe and happy summer!

1-800-357-2447
1-800-EJP-24HR

Third Know H₂O Seminar Series Completed

At six locations during the month of March, Team E. J. Prescott's Know H₂O® Seminar Series attracted over 500 industry professionals. The full-day workshops featured two concurrent tracks. The tracks were titled Water Distribution System Management and Rehabilitation and Rebuilding America's Roadways.

Each seminar opened with welcoming remarks from Team EJP's Chief Executive Officer, Peter Prescott. The morning workshops featured classroom presentations, including a keynote address by Team EJP's Bob Moody. Bob's presentation, The Critical Importance of Jobsite Safety, was delivered to the entire group. Later in the day, participants attended a series of hands-on technology sessions. The workshops concluded with closing remarks from Peter Prescott and the presentation of certificates.

The Water Distribution track took a critical look at the status of America's water infrastructure, much of which is aging and in need of refurbishment or replacement. The Roadway breakout focused on roadway drainage and stabilization, storm water management and treatment, and erosion and sediment control.

The six-seminar series began in Indianapolis, Indiana on March 2, and concluded in Foxborough, Massachusetts on March 25. Each seminar featured exhibits by technology suppliers and plenty of networking time during registration, breaks and lunch.

Additionally, Team E. J. Prescott delivered four Coastal Erosion Control Workshops and six Rebuilding America's Roadways breakfast seminars. These began in early February and concluded in April.

Team E. J. Prescott's seminar series is a reflection of the company's commitment to education. Attendees ranged from engineers to government officials, from contractors to water operators, and from developers to waste water operators. The products and services offered by Team E. J. Prescott are wide ranging, and these training events are designed to provide a valuable link between serious industry professionals and some of the top technology providers in the world.

Plans are already under way for seminars in 2011, and we welcome any suggestions or recommendations for future programs. Please visit our website at www.ejprescott.com and share your ideas. We look forward to hearing from you!

"Your company seems to understand it...Not too many of us can take being in a classroom setting for 4-5 hours with some trainer with a monotone voice talking at us...I thought the stations and the interaction were terrific. And \$50 for 5 TCH's, breakfast and lunch...how can you beat that? You can't!"

—Water Superintendent/North Central, Ma.

KNOW
H₂O₃

Customers join Growing List of FlexNet users



Cumberland, RI, Medway, MA and Avilla, IN have all recently joined the growing list of EJP customers utilizing the Sensus FlexNet™ fixed-based meter reading system. FlexNet is the industry's only solution for utilities that demand unmatched customer service and pinpoint-accurate reads.

Only FlexNet delivers Primary-Use licensing by the FCC, which guarantees an uncluttered, crystal clear path for transmissions. That paves the way for an industry-leading two watts of power, making the FlexNet system the only mass-deployed utility system to enjoy the highest level of protection, power and productivity in North America. All three accounts will begin installing the FlexNet system over the next year.

The FlexNet system offers even more Flexibility! Sensus now provides Migrateable FlexNet radios. These radios can be installed today and used as either a walk-by or drive-by meter reading system. These systems enjoy all of the power and security of the FlexNet licensed, two watt system. When the utility wants to step up to all of the benefits of fixed-base meter reading all that is required is the installation of the fixed base infrastructure. The radios installed in the field change over automatically to the fixed-base system.

Sensus Migrateable FlexNet radios are currently being installed in Saranac Lake, NY; Bath, ME; Pendleton, IN; and Pittsford, VT.

Sackets Harbor Chooses iPERL and FlexNet

Sackets Harbor, New York has recently announced the award of a new fixed-based meter reading system and new water meters to EJP and Sensus. Sackets Harbor will be one of the first utilities in the county to utilize the full two way FlexNet system along with the newly released iPERL residential water meter from Sensus.

The iPERL water management system offers unparalleled low flow accuracy with high flow durability. Innovative magnetic technology allows for the capture of previously unmeasured low flow and drives additional revenue for the utility. 100% lead-free with no moving parts, the iPERL system maintains its accuracy over a 20-year lifetime.

The combination of both the meters and system will allow Sackets Harbor to monitor usage throughout their system and implement a residential leak detection program for each individual customer. For more information on both FlexNet and iPERL, please contact your local EJP representative.

"Thought it was well done. It was good that I attended we may have even found a "NEW" product that may be the answer to solving a question we had for a couple of projects we're currently working on."

—Engineer /Auburn, Ma.

KNOW
H₂O₃

**Winchendon,
MA -
Emergency
solved using
Ductile
Iron Gas
Chainsaw**



It all started with a call from Joe Messier of United Water in Gardner, MA who asked if we could help out his counterpart, Steve Neal, of United Water in Winchendon, MA. Joe and I had recently seen a demo of the Ductile Iron Gas Chainsaw, and Joe wanted to know if I could get one of these saws into Steve's hands the next morning.

Steve needed to repair a main break in tight quarters at a bridge abutment. With the assistance of Mike Riordan of U. S. Saws, we got the saw to Steve on time, and it proved to be the perfect tool for the job. The necessary cuts were made, couplings were then installed, and service was restored.



United Water was so impressed with the results of the trial that they issued us a P. O. for the purchase of the Hydraulic version of the same saw the very next week, and Joe's quote was: "The icing on the cake was when you and Mike came right up and allowed us to field test it in a real world situation. Thanks for your help!"

Frank Veino – Marketing Representative – Team EJP Springfield, MA



Indianapolis OSHA Training Course

Jamie Dumas of EJ Prescott's Indianapolis branch hosted a ten-hour OSHA training course at the City of Plainfield's aquatic park. Fifty people were certified from the City of Plainfield's Water, Waste Water, and Parks departments. Scott Gasho of Gasho Earthworks brought his whole crew and John Brooks of HamCo also attended.

Bob Moody and Jim Duncan, EJP's safety officers and OSHA certified trainers, presided over the training. Attendees at the meeting said "if they had to sit in a class room for ten hours they would want Bob and Jim to do it. They kept it fun, and realistic to what we do on a daily basis." Bob and Jim will be returning to facilitate another twenty hours of training to allow anyone who attended the ten-hour course to finish their 30 hour certification.



If you would like to have a training session of your own, please contact EJP.

**EJP provides a van for the
Boys & Girls Club of Greater Gardiner**

We are extremely grateful for the generosity of Team EJP for providing funding to replace the Club van. The 2000 van we had was in need of another \$3,000 worth of work and due to the rust issues it just wasn't worth making that kind of investment. The van provides much support to programs; transporting kids to field trips, picking kids up after school sports programs, going to the food bank and many other excursions. Staff and Club members are thrilled to have "Beluga 2"! That is their pet name for the van. My first jaunt out with the van was to pick up a kindergarten student. He was so impressed with the van and the fact that all of his friends could fit in it too. He wondered if he and all of his little buddies could take a trip to Africa? I think we could after listening to him tell me about all of the animals we would see when we got there. Too funny!



Needless to say everyone at the Club, kids and staff, send an enormous THANK YOU TO TEAM EJP AND PETER FOR ALWAYS BEING SO WILLING TO HELP US OUT!

Ingrid Stanchfield



University of Prescott Quarterly Training Session



*Guest Speaker, Colonel David Hickey, U.S.A.F.
Leadership and Teamwork*

Each quarter the University of Prescott students travel from their assigned positions throughout the Team EJP organization to the Home Office in Gardiner, Maine to participate in intensive team training and to be tested on their developing individual and group skills.

Subjects covered include Leadership and Teamwork; EJP Product Knowledge and Service Capabilities; Water Industry Standards; the Sales Process; and how to handle Bids, Bid Openings, etc. Before each UP student graduates they are required to spend a week working for one of Team EJP's customers! What better way to test their knowledge and skills than through the eyes and ears of a customer?



From left to right -

John Flagg (Regional Sales Manager, Mentor), Corey Lee, Paul Spaulding, Brandon Carey, Katrina McCurdy, Colonel David Hickey - U.S.A.F. Guest Speaker, Krystal Lee Chang, Zach Lovely, Liz Doherty, Robbie Chadwick (National Sales Manager, Mentor)



Jobs for Maine's Graduates



I just wanted to take a moment to say THANK YOU all so much for attending JMG's 2010 Career Development

Conference on Wednesday

and for participating in the Career Expo. From what I saw, there was excellent traffic to your booths and I heard several students say as they turned in their raffle forms, "Wow, that was really cool meeting all those people." Another student, who has been in JMG from Project Reach (6th -8th grade) through high school, was collecting information for her younger brother, who isn't engaged in his classes right now. She wanted to inspire him to graduate by showing him all of the options he had after high school.

I love hearing those students' stories, because it means that all of us at JMG are succeeding in our mission to identify students who face barriers to their education, and to get them re-connected to school, ready to graduate, and prepared for what they will encounter after high school.

All of you provided a wonderful opportunity for our students to network with adults in the business community and to learn about both available careers and postsecondary educational opportunities. I can't say enough how important those opportunities are for our students or how much we appreciate your support year after year.

I hope you all enjoyed your time at CDC as well. We strive to make this event better every year, and one way we do that is to collect your feedback and take your comments into consideration when we plan next year's conference.

Sara Lozefski - Communications Assistant - JMG

EJP Says Goodbye To A Friend

Team EJP is greatly saddened to lose a long-term employee and friend, John Lynch, Sr. of Woonsocket, R.I. Prior to his passing on May 2, 2010, John was Foreman Machinist for Red Hed Manufacturing, a Division of E. J. Prescott, located in Lincoln, R.I. John was with Red Hed and EJP for twenty nine years (1981-2010).

John was an exemplary employee and a valued member of the EJP family. He was also instrumental in the conversion to all lead-free brass products for Red Hed. John is survived by his wife, Sandra, and their three sons and two daughters. He will be sorely missed and fondly remembered by all.

EJ Prescott Inc. nominated for Freedom Award



Arlington, VA. – Maine Army National Guard and Reserve service members have nominated their employers for the 2010 Secretary of Defense Employer Support Freedom Award, the highest recognition given by the U.S.

government to employers for their outstanding support of their employees who serve in the guard and reserve.

The Freedom Award is significant as only members of the guard and reserve or their family members are eligible to nominate their employers for the award.

Nearly 2,500 guard and reserve service members, or their families, from across the country nominated their employers for outstanding support. Nominated employers, ranging from small to large businesses and public sector employers, demonstrated support by providing continued benefits, differential pay and family assistance.

A national selection board comprised of senior defense officials and business leaders will select recipients for the 2010 award. Team EJP is one of twelve Maine employers nominated this year. The Department of Defense will announce the Freedom Award recipients this summer and recipients will be presented the Freedom Award at a ceremony Sept. 23 in Washington D.C.

The Secretary of Defense Employer Support Freedom Award was instituted in 1996 under the auspices of Employer Support of the Guard and Reserve, a Department of Defense agency established in 1972 whose mission is to gain and maintain employer support for Guard and Reserve Service by recognizing outstanding support, increasing awareness of the law and resolving conflict through mediation.



From left to right: Steve Prescott, Bob Waggoner, Peter Prescott, Paul Ciolino, Stan McCurdy

Griffin Pipe

Griffin Pipe has had a plant in Florence, New Jersey for over 200 years making water pipe. The plant closed on February 9th, 2009. EJP was lucky to get the last piece of 8" Ductile Iron Pipe that was manufactured in New Jersey.

Winthrop High School Day of Caring

"Words cannot express our gratitude for the contributions you made to our 2010 Day of Caring at the Winthrop High School. Without your generous donation, we would certainly have been disadvantaged in our cause to make a difference for local community members. For many years now, your business has been a strong supporter of efforts to improve the lives of those less fortunate. Winthrop is very fortunate indeed to have your help in these endeavors.

On behalf of the students, parents, teachers and administration of the Winthrop Public Schools, we would like to extend a note of appreciation for your efforts on May 11, 2010, which helped to make Winthrop a better place."

Keith R. Morin - Assistant Principal, Winthrop High School





E. J. Prescott offers new No-Dig Technology

E.J. Prescott is proud to be the licensed applicator of Warren Environmental System's 100% solid epoxy coating. This unique product and application process has the ability to produce a ceramic-like finish while maintaining some flexibility. This product can be applied in damp environments and does resist attacks by hydrogen sulfide and other aggressive chemicals. Manholes, wetwells, pump stations, pipelines, and other structures can be completely structurally rehabilitated with minimal out-of-service time. Warren Environmental System (WES) is environmentally friendly and safe, and it is backed with one of the longest warranties in the industry.

WES epoxy is ideal for rehabilitating manholes, lift stations, treatment plants and all other structures that have been deteriorated by hydrogen sulfide attack and corrosion. Additionally, many design engineers and their clients are discovering the value of coating new structures with Warren Environmental System epoxy. This coating will protect the customer's investment for years to come.

WES epoxy is used by a growing number of municipalities to reduce treatment cost and protect sewer manholes from hydrogen sulfide attack as well as infiltration from ground water. Industrial plants are finding many uses for WES epoxy in their underground systems including containment structures that hold high temperatures and chemicals.

WES epoxy is ideally suited for the rehabilitation of large diameter sewer lines, tunnels, aqueducts, brick & concrete tanks, steel tanks and many other concrete, brick, or steel structures.

"I like how we came away learning about products before I might actually see them specified on a set of plans. It was good to be introduced to some of the guys that work for some of these cities and towns I do work in..."

—Excavation Contractor/Central, Ma.

KNOW
HOW₃

Project Spotlight:

The Auburn Sewer District is a quasi-municipal utility providing sewer collection services to over 5,300 residential, commercial, and industrial customers located within the City of Auburn. E. J. Prescott has a long valued history with the Auburn Sewer District and was pleased to offer the District a permanent repair to reduce a great amount of Infiltration. The Auburn Sewer District is wide spread and has many unique areas. The Taylor Pond region of the collection system historically has a considerable amount of Inflow and Infiltration. This region of the city is low lying and many of the sewer structures are below the water table. The focus of this project was to stop the I&I of manholes located on Val View Dr.

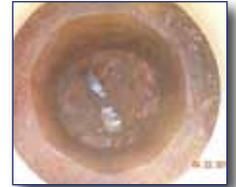
Original Condition of Manhole:

The manhole we inspected was originally constructed of block. This manhole was approximately four feet deep and had approximately five gallons per minute of infiltration. This structure was viewed to have moderate damage and moderate infiltration.

Rehabilitation of structures:

The preparation of these structures included a high pressure water blast. We pumped polyurethane grout to temporarily stop the leaks. Stopping the leaks is one of the crucial steps in this process in order to get proper adhesion.

After proper preparation was completed, a 250 Mil thickness of Warren Epoxy System 100% solids was applied. The outcome of this process was a manhole in new condition with zero infiltration. The cost saving for Auburn Sewer District will be tremendous.



Before Cleaning



After Cleaning



After Coating

"I Really liked it! ALL the guys and the woman were very good speakers and I liked how they kept us involved by passing around samples to look and touch..."

—Septic Installer; Excavation Contractor/Warwick, Ma.

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HOW₃



EJP Mural and an Upcoming Contest

A realistic mural featuring the natural scenery of Maine's Mount Katahdin and Baxter State Park environs covers the two-story wall of Team EJP's Corporate Office in Gardiner, Maine.

Created by renowned mural artist, Jane Burke, the "large as life" depiction of Maine's highest mountain peak looming over its surrounding lakes and forest coves includes an image of every known species of animal (including people camping) indigenous to the Pine Tree State. The mural was commissioned by Peter Prescott for its natural beauty and to serve as an educational attraction for area school children and EJP visitors alike.

In future issues of the Team EJP "PEPtalk!" newsletter images of sections of the mural will be published and readers and their families will be invited to enter a contest to identify all of the critters, birds, and even insects within each printed section of the mural. Contest rules and prizes will be announced in the next edition of PEPtalk!



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**TODAY'S
 COLOR ALERT:
 RED, WHITE
 AND BLUE**



IN MEMORY OF
 ALL WHO HAVE
 SACRIFICED

THE STATES
 JOURNAL-NEWS
 SERVICE (5/1)



EJ Prescott Recognized for Commitment to Workplace Safety - SHARP Award



From Left to Right; President, Steve Prescott - COO, Stan McCurdy - CEO, Peter Prescott - Maine Labor Commissioner, Laura Fortman

Monday, May 17, 2010

Gardiner- The *SafetyWorks* program of the Maine Department of Labor today recognized EJ Prescott for its efforts in providing a safe and healthy work environment. At a ceremony hosted at the company's Gardiner headquarters, Department of Labor officials presented the company with a Safety & Health Achievement Recognition Program (SHARP) certificate.

"This award represents EJ Prescott's high standards and employee involvement in creating a safe workplace," said Laura Fortman, Commissioner of the Maine Department of Labor.

The Safety & Health Achievement Recognition Program (SHARP) offers incentives to private sector employers that take a proactive approach to workplace safety. The SHARP certificate is granted to employers who have demonstrated exemplary achievements in workplace safety and health by receiving a comprehensive safety and health consultation visit, correcting all workplace safety and health hazards, adopting and implementing effective safety and health management systems, and agreeing to request further consultative visits if major changes in working conditions or processes occur that may introduce new hazards. Employers meeting these specific program requirements may be exempt from general scheduled OSHA inspections for one year.

SafetyWorks consultants worked with the company to improve safety in all operational areas including: Electrical Safety, Hazard Communication, and Fall protection hazard evaluation.

continued on reverse....

EJ Prescott Recognized for Commitment to Workplace Safety - SHARP Award

continued from reverse...

Team EJP has worked very hard as a company to be able to achieve this level with our Safety Program. Our employees deserve the credit for their great attitudes and willingness to put Safety First. We have also had the benefit of 100% owner commitment to Safety and their desire to have a World Class Program.

EJ Prescott specializes in pipeline supplies and service for water, sewer, drainage and stormwater applications. The family owned company was founded in Gardiner in 1955 and has expanded throughout the years to include operations in nine states.

SafetyWorks is an outreach program of the Maine Department of Labor designed to reduce job-related injuries, illnesses and deaths. The program provided safety and health training to over 10,000 Maine workers last year and consultation services to hundreds of employers. *SafetyWorks* services are voluntary and offered free of charge.

For more information about the SHARP program or any of the other free safety and health services offered by the Maine Department of Labor *SafetyWorks* program, call (207) 623-7900 (TTY: 1-800-794-1110) or visit www.safetyworksmaine.com.



From Left to Right; President, Steve Prescott - COO, Stan McCurdy - CEO, Peter Prescott - Maine Labor Commissioner, Laura Fortman

April 20, 2010

Dear Peter,

Congratulations on receiving the Safety and Health Achievement Recognition Program award from the U.S. Department of Labor's Occupational Safety and Health Administration. This is the highest recognition a worksite can receive for jobsite safety.

E.J. Prescott, Inc. joins an exclusive group of companies in Maine that have earned this recognition. Acceptance into this program is a testament to your successful efforts to provide employees with a safe, healthy, and rewarding work environment.

Again, congratulations on receiving this prestigious honor!

Sincerely,
Susan M. Collins
United States Senator

