

PEPtalk

Happy Holidays
from Team EJP

QUARTERLY NEWS FROM EVERETT J. PRESCOTT, INC. | Winter 2015 | Volume 37



Peter E. Prescott, CEO
55 Years
Team EJP

Steven E. Prescott, President
25 Years
Team EJP

Stanley G. McCurdy, COO
54 Years
Team EJP

To all our valued customers, vendors, and friends:

The first 60 years of Team EJP are coming to a close. We want to thank each and every one of you who have contributed to our success. We are expanding our personnel, equipment, inventory, locations, KnowH₂OW[®] Seminars, VAS Customers and University of Prescott, getting ready for the future. We hope you will continue to let our team SERVICE you for the next 60 years.

Team EJP is thankful to live in the greatest country on earth. We continue to pledge our full support to our military personnel and extend our very best wishes for their prompt and safe return.

On behalf of all the Team EJP employees, we wish you a safe and happy holiday season. All Team EJP locations will be closed December 24, December 25 and January 1. In case of emergency, please call 1-800-EJP-24HR.





Team EJP Contributes to Homes for Our Troops



Marine Cpl. Zachary Nelson

On July 5, 2012, just two days before his twenty-first birthday, Marine Corporal Zachary Nelson was severely injured in a vehicle rollover on a mission to Camp Delaram in Helmand Province, Afghanistan. Cpl Nelson, stationed as gunner on top of the vehicle, was crushed in the accident and could not move his legs; other members of Regimental Combat Team 6 sustained serious injuries as well. Upon his medical evacuation to Kandahar, Cpl Nelson learned that he had sustained a T-4 complete spinal injury, rendering him paralyzed from the chest down.

After undergoing surgery and aggressive physical and occupational therapies at Walter Reed and James Haley VA in Tampa, Zachary continues to focus on his recovery in Indiana. He recently married his wife Kiley in November 2014. Receiving a specially adapted home from Homes for Our Troops, Zachary says, will eliminate many of the obstacles he faces on a daily basis. Specifically, Zachary says he is looking forward to simple things like being able to carry groceries on his wheelchair from the garage without struggling over thresholds in doorways. "Thank you to Homes for Our Troops and your supporters for the generosity and compassion you show toward wounded Veterans," says Zachary. "Having a place to call home, to establish roots, and to raise a family in the future is one of the greatest blessings I can imagine."



Team EJP is proud to have partnered with Baldwin Excavating to help with Homes for Our Troops. EJP donated the material for this septic system and Baldwin Excavating donated its labor. Bernie Baldwin (Owner) and his assistant, Adam Walden, installed this system for Homes for Our Troops. Carl Mcyntire of Carrington Homes, who was in charge of this project, was very pleased with the outcome.

Job Shadow May Result in a New University of Prescott Student

Mike Brown, Director of HR for Team EJP, recently attended a career fair at Skowhegan Area High School. Mike was promoting the University of Prescott, a unique apprenticeship program that prepares students for a career in the waterworks industry.

During that event, he met Eli Violette, a senior who hasn't yet decided what to do after graduation. Mike discussed the program with Eli and his Residential Construction Instructor, Andy Soule. Eli was very interested, so Mike arranged a full-day job shadow with William Terry, a graduate of the University of Prescott. William now works as an outside salesperson for the southern area of Maine. After spending the day with William, Eli remains very interested in joining the University of Prescott. He'll make a final decision when he gets closer to graduation in May 2016.

The University of Prescott is expanding its program to accept additional students, and is currently accepting new applicants. If you're interested in learning more, please visit www.ejprescott.com, hover over Team, then click on the University of Prescott.



William completes paperwork before hitting the road for the day, while Eli looks on.

EJP Ohio Solves a Problem by Using a Different Angle

Team EJP Ohio has partnered with the City of Urbana on many projects over the years, so when we were called upon to help out with isolating a 10-inch water main, all involved figured it would be a routine job.

The City had a 10-inch water main hanging from the bottom of a bridge deck, with no ability to isolate it if something went wrong and/or needed repairs. The City decided to add an insertion valve to give it this ability.

Water Department employees Ian Blair and Dan Bair uncovered the water main and discovered that the line was shallower than anticipated. The line had to be close to the surface of the roadbed in order to line up with the bridge beams. With only 22 inches of cover, the operating nut for a standard Inserta-Valve would end up sticking out of the pavement.

Team EJP contacted Romac Industries and collectively determined that a 10" Inserta-Valve with a 90-degree operating nut would allow the valve to be installed on its side. This configuration accommodates the shallow depth of cover while still providing a positive shutdown if necessary on the bridge.

Water Department Superintendent Robert Munch said, "Great job, Team EJP!"

For more information about the services Team EJ Prescott can perform to help out your system, contact your local sales representative.



Cutting into the pipe to receive the new Inserta-Valve



Valve and 90-degree operating nut are in place.

Team EJP Doesn't Just Distribute it – We Use it as Well!



The retention pond is near capacity and runoff continues to pour into the pond.



The "cushioned" outlet of the pond joins runoff from the adjacent roadbed.

On September 30, 2015, a large weather system dumped over 5 inches of rain across the State of Maine in a very short period of time. This downpour tested the runoff retention system at Team EJP's home office as it has never been tested before.

The office building and pipeyard create over a million square feet of impervious surface area, and that area focused over 3.7 million gallons of rainwater into our stormwater system.

The collection and retention system was designed by our own Dave Gardner, and his work held up well! We had zero erosion, and actually had a little capacity to spare.

Team EJP prides itself on offering effective solutions to our customers. It's gratifying to show that we use those same solutions in-house as well!



The same areas on a sunny, fall day a few weeks later.



World-Renowned Hydrologist Visits Team EJP's Keene, New Hampshire, Location

Team EJP was treated to a rare opportunity on October 29th when Dr. Michal Kravcik, a world leader in hydrology and ecology, paid an extended visit to our store in Keene, New Hampshire. He spent the morning at our location exchanging ideas and experiences with EJP employees and its customers. His visit to our location was made possible by Jan Lambert, Editor of The Valley Green Journal, an environmental periodical based in Putney, Vermont.

Dr. Kravcik devoted years of his life to improving water management philosophy in Slovakia. In 1992, the government of Slovakia announced plans to build a large dam at Tichy Potok on the Upper Torysa River in order to supply drinking water for East Slovakia's cities and to protect against future water shortages. The proposed dam would have destroyed the natural rural environment and would have forced the evacuation of four 700-year-old villages.

Dr. Kravcik proposed an alternative water management concept for the nation. The "Blue Alternative" provided means to obtain the same amount of drinking water for approximately 20 percent of the cost of the proposed dam, while minimizing the destructive impacts on the environment. One of its key components was that resources were to be managed by a local association of villages, requiring decentralization of power, a challenge to the old style of government. The alternative included the creation of 35 microbasins in the regions and a series of small weirs and dams on the streams, as well as plans to restore agricultural lands and protect the historical villages. After years of political battles, his plan was adopted in 1996. Dr. Kravcik's philosophy is explained in his recent book, *Water for the Recovery of the Climate - A New Water Paradigm*.

In 1999, Dr. Kravcik was awarded the prestigious Goldman Environmental Prize, which is the equivalent of a Nobel Prize, but limited to the discipline of environmental protection. Only six awards are presented worldwide on any given year.

During his visit, Dr. Kravcik was particularly interested in the technology being used in the United States to assist with water conservation and retention. The three-hour program began with a presentation by Team EJP Erosion Control and Geoproduct Manager Pete Hanrahan, focusing on technology developed and used in this country. Dr. Kravcik then presented some of his work on water cycles and discussed the complications caused by the common practice of draining water quickly away from developed areas. A question and answer period followed.

During his extended visit to the United States, Dr. Kravcik conducted workshops, lectured for college students and met with local and government officials. As he prepared to return home, he indicated that his visit to our store was one of his favorite stops during his visit to the United States. He particularly enjoyed interacting with our clients and employees, who literally work in the trenches of the drinking water, wastewater and stormwater industries. Team EJP is honored to have hosted this world-renowned expert, and is pleased to make his experience available to our employees and customers.



(left to right) Team EJP's Keene Manager Tim Clark; Dr. Michal Kravcik (wearing Team EJP 60th anniversary cap); Jan Lambert, Editor of the Valley Green Journal

KNOW H₂OW[®] 9

SEMINAR SCHEDULE ANNOUNCED

For the ninth consecutive year, Team EJP will host a series of educational seminars. The KnowH₂OW[®] 9 seminar schedule will include two full-day workshops in Indiana (Lafayette and Clarksville) and one in Ohio (Fairborn). Additional seminars are planned for New York (Syracuse), Massachusetts (Wakefield) and Maine (Caribou).

These training events will again focus on new technology and best management practices for the drinking water, waste water and stormwater industries. Presenters will include public officials, Team EJP members and selected vendor representatives.

Team EJP firmly believes that education is more important than ever. Company Chief Executive Officer Peter E. Prescott puts it this way: “the challenges facing the water, wastewater and stormwater industries are unprecedented. Our infrastructure is in serious need of repair and replacement, and our environmental regulations are becoming tougher. Our seminars are designed to benefit everyone who attends with the latest in information and technology.”

Here are the dates and venues for full-day seminars that have been confirmed at press time:

Over the years, the seminars have generated many testimonials. A public works director offered these thoughts; “Thank you and please share with the appropriate folks that I found the information very useful and the seminar was done very professionally.”

A professional landscaper wrote: “Of all the seminars that I have sat through, yours was the best—informative, vibrant and even entertaining!”

And finally a civil engineer had this to say: “Finally, something new and relevant to current regulations! I came away from the KnowH₂OW[®] seminar feeling informed and up to date on best management practices that really make sense. Not only did I learn which products are effective, I learned why.”

With this seminar series headed into its ninth year, many clients are making attendance an annual tradition. “I look forward to these training events more than any other seminar,” said one attendee, while another put it this way: “Very well organized. Have come to appreciate the consistent, high quality of the events.”

All 2016 training events are still in the planning stages, and more will be added. The final schedule will include the company’s ninth annual series of Coastal Erosion Control Workshops and other specialized training events. As this information develops it will be posted, along with on-line registration forms, on the company website at www.ejprescott.com.

March 1, 2016	Crowne Plaza	Syracuse, NY
March 3, 2016	Sheraton Wakefield Boston	Wakefield, MA
March 8, 2016	Holiday Inn City Center	Lafayette, IN
March 9, 2016	Clarion Hotel Conference Center	Clarksville, IN
March 10, 2016	Holiday Inn Dayton/Fairborn	Fairborn, OH
April 12, 2016	Caribou Inn	Caribou, ME

Rail Crossing in Braintree



Team EJP was recently called on by LM Heavy Civil Construction, LLC, to help provide solutions for a railroad grade crossing in Braintree, MA. A portion of the project involved installing a new water main under a new grade crossing for the railroad tracks.

Max Gates, LM's Project Manager on the job, had to deal with multiple challenges on this project. Track Foul time needed to be scheduled and much of the work was performed during off hours. Once the existing track was demolished on a Friday, the track needed to be back in service by the first of the following week, which included the final paving of the area. Space was limited. The work zone was very small and almost completely encompassed by the excavation required to demo the track, install the utilities and make the appropriate adjustments to ballast and finish grades. In addition, the roadway was narrow and did not allow much space to assemble the required components.

Typically, piping installed beneath railroads must be installed within a casing and the casing needs to extend 25 feet each way, perpendicular to the centerline of the track. Because this project was not a perpendicular crossing, a 60-foot long, 22-inch diameter steel casing was required! The 22-inch steel casing would allow for a new 12-inch ductile iron water main 'carrier pipe' to be built using CL52 mechanical joint pipe. The crossing was being oversized for the future as the existing main on the street is an old 8-inch cast iron pipe that may need to be upsized in the future.

EJP had the steel casing welded and shipped as one 60-foot section to the Middleton location. Once there, the 12-inch carrier pipe was installed by EJP's Middleton Service Department. Casing insulators were installed and end seals were applied between the casing and carrier pipes. Valves and reducers were hung and the complete assembly was tested to ensure no leaks existed. The final assembly was over 75 feet in length!

PEP Transportation was up for the challenge of this oversized load. After acquiring the appropriate permits and hiring a Pilot Vehicle, PEP utilized a stretch trailer to move the assembly to the project location. LM Heavy had dug the trench and prepared the site for the arrival of the assembly within a small window of time. The casing and carrier were installed and the connections to existing pipes were made in very short order by LM pipe crews.

EJP would like to thank both LM Heavy Civil Construction and Max Gates for their continued business and the opportunity to work together to once again make a difficult install look easy.

Photos:

The 12-inch carrier pipe with centering insulators in place.

One end of the finished assembly, showing the rubber seal on the end of the casing pipe, a 12-inch valve, and a 12 to 8 concentric reducer.

LM Heavy unloads the assembled unit from Team PEP's stretch trailer at the rail crossing.



Team EJP Brings European Technology to the USA Utility Pipe Market

Visual Pipe Inspection, Sonic Leak Detection and Ferrous/ Non-ferrous Pipe Location, All While The Pipe Remains In Service!

The JD7 Investigator is a pressurized pipe inspection and leak detection system for up to 600 feet of investigation per insertion point, with no disruption of service or need for a boil notice. The 22mm Tri Sensor head is utilized to inspect pipe systems from 3 inches to 12 inches, and the 37mm head is used for pipes larger than 12 inches.

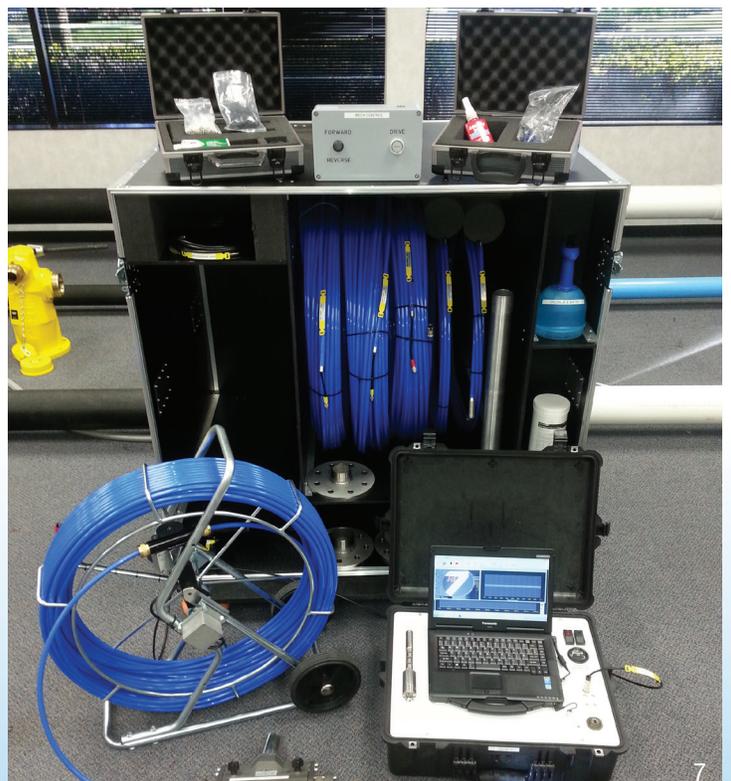
Unlike any other commercially available technology, the JD7 Investigator can be launched through fire hydrants, pressure fittings, air valves, gate valves, ball valves, or hot taps at full main pressure. The JD7 Investigator is capable of up to 300 feet of travel with or against the water flow depending on conditions, for a total of 600 feet of inspection per insertion point, in water mains up to 232 pounds of pressure. Chlorination points insure that there is no need for a boil notice or super chlorination, or any other disruption of service to end users.

The system uses an electronic or manual drive mechanism to feed and retract the cable and sensor head within the water main. This increases control and allows for inspection of the pipe in real time while under full pressure. The hydrophone offers the unique opportunity to locate small leaks while performing a visual inspection of joints and valves, and assisting in diagnosing low flow conditions.

The unit also includes a sonde that emits a specific frequency. A surface unit can detect this frequency, providing the ability to locate nonferrous pipe (including depth!) even if locating tape is not in place. Key benefits of using the JD7 Investigator:

- Leakage surveys
- Valve assessment
- Illegal connection/services identification
- Lining quality assessment
- Water quality investigation
- Pipework mapping in three dimensions

***EJP is excited to bring this new technology to our customers!
Please call 800-357-2447 to learn more.***



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SAVE THE DATE



2016 Sensus Reach Conference

November 6-9, 2016

JW Marriott Desert Springs Resort & Spa

Palm Desert, California

Register by December 31

to receive early bird registration rates

For more information

<http://sensusreach16.com>



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From Sea to Shining Sea II, Ruth Hamill

Ruth Hamill, of Mays Landing, New Jersey, is a renowned artist who created this painting that now lives in the main offices at EJP. Ruth's process involves heating oil paint-embedded wax on a hot palette and manipulating it to create her labor-intensive works.