



Team EJP  
Community  
Involvement  
Scenes from  
2011



From Our Team to Yours...



Merry Christmas and  
Happy New Year!



## To all our valued customers, vendors and friends:

As we come to the end of 2011, another year filled with unrest, unknowns and turmoil, we continue to be amazed and humbled by our dedicated employees. They are working harder and smarter than ever to earn your trust and loyalty. We are thankful for the opportunity to serve you in any way possible and are grateful for the success we have had this year.

As in previous years, we are working harder than ever to continue to reduce costs, improve efficiencies, and maximize productivity as we strive to earn your business. As we see our industry again in a time of drastic change and turmoil, we are proud to be on the leading edge with our education and information. Our training and seminars have continued, and will continue, to be a tremendous asset to our company and a great resource for the industry.

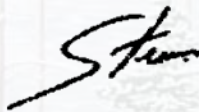
As always, a special thanks to the men and women in our military for their continued service. We wish them all a safe and speedy return home.

In celebration of the holiday season, we will be closed Friday, December 23, and Monday, December 26. We will reopen for business on Tuesday, December 27. We will also be closed Monday, January 2, and reopen Tuesday, January 3, ready to serve you in the new year.

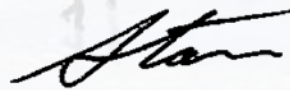
On behalf of all of the team at the Prescott companies, we wish you a safe and happy holiday season.



Peter E. Prescott, CEO



Steven E. Prescott, President



Stanley G. McCurdy, COO



# Some Thoughts on a New American Tradition this Christmas



The following message has been making the rounds online recently. We don't know who wrote it first, but we agree with its sentiment and want to share it with you.

## Christmas 2011—Birth of a New Tradition

As the holidays approach, the giant Asian factories are kicking into high gear to provide Americans with monstrous piles of cheaply produced goods—merchandise that has been produced at the expense of American labor. This year will be different. This year Americans will give the gift of genuine concern for other Americans. There is no longer an excuse that, at gift-giving time, nothing can be found that is produced by American hands. Yes there is!

It's time to think outside the box, people. Who says a gift needs to fit in a shirt box, wrapped in Chinese-produced wrapping paper?

Everyone—yes EVERYONE—gets a hair cut. How about gift certificates from your local American hair salon or barber?

Gym membership? It's appropriate for those of all ages who are thinking about some health improvement.

Who wouldn't appreciate getting their car detailed? Small American-owned detail shops and car washes would love to sell you a gift certificate or a book of gift certificates.

Are you one of those extravagant givers who think nothing of plunking down the Benjamins on a Chinese-made flat-screen TV?

Perhaps that grateful gift receiver would like his driveway sealed, or lawn mowed for the summer, or games at the local golf course.

There are a bazillion owner-run restaurants—all offering gift certificates. And if your intended isn't the fancy eatery sort, what about a half dozen breakfasts at the local breakfast joint?

Remember, folks, this isn't about big national chains—this is about supporting your home town Americans with their financial lives on the line to keep their doors open.

How many people couldn't use an oil change for their car, truck, or motorcycle, done at a shop run by the American working guy?

Thinking about a heartfelt gift for Mom? Mom would LOVE the services of a local cleaning lady for a day.

My computer could use a tune-up, and I KNOW I can find some young guy who is struggling to get his repair business up and running.

OK, you were looking for something more personal. Local craftspeople spin their own wool and knit it into scarves. They make jewelry, and pottery, and beautiful wooden boxes.

Plan your holiday outings at local owner-operated restaurants, and leave your server a nice tip. And how about going out to see a play at your hometown theater.

Musicians need love, too, so find a venue showcasing local bands or maybe host a house concert for your favorite local performer.

Honestly, people, do you REALLY need to buy another 10,000 Chinese lights for the house? When you buy a five-dollar string of lights, about fifty cents stays in the community. If you have those kinds of bucks to burn, leave the mailman, trash guy, or babysitter a nice BIG tip.

You see, Christmas is no longer about draining American pockets so that China can build another glittering city. Christmas is now about caring about the US and encouraging American small businesses to keep plugging away to follow their dreams. And when we care about other Americans, we care about our communities, and the benefits come back to us in ways we couldn't imagine.

THIS is the new American Christmas tradition.

This is a revolution of caring about each other, and isn't that what Christmas is about?



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**Merry Christmas and  
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## Remembering **Mike Lund**

With much regret and great respect, we must inform you that Mike Lund passed away on Saturday, November 19, 2011. Mike was a beloved member of Team EJP for 34 years.

To all who knew him, Mike possessed a unique ability to manage difficult projects with a cheerful, positive, and upbeat manner. He was a major force during the early development of "Value Added Services" and saw that program become the success it is today.

Mike was a great car buff and a true "gear head," who for many years rebuilt classic cars, particularly old Fords; his favorite was a '42 Mercury convertible. Mike personally took many cars to be judged and brought home several prestigious "Dearborn Awards."

Mike was a true friend, and our memories of him are fond ones. God bless you, Mike. You are in our thoughts and prayers.



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