

PEPtalk

Spring 2012 - Volume 27

Kennebec Water District Goes Wireless

Kennebec Water District (KWD) centered in Waterville, ME, is deploying Sensus technologies for its intelligent water management program with the assistance of Team EJP. KWD serves a population of 22,500 with more than 1.2 billion gallons of water each year. KWD will deploy the Sensus FlexNet™ Advanced Metering Infrastructure (AMI) communications network across its service territory to replace existing bronze-body water meters with zero lead Sensus iPERL™ meters. The new system is an efficient water management solution that is compliant with new low-lead initiatives being mandated by the National Sanitation Foundation (NSF) and Congress.

The project started in 2010, and KWD installed two FlexNet™ base station collectors and 3,000 SmartPoints over existing touchpads. This was completed in the first

9 months of implementation under the direction of Mike O'Brien of KWD, with the help of Team EJP members Dan Burdin and Bob Pelletier and Sensus team members. KWD estimates that SmartPoint installation will be complete by 2013. Over the next 10 years, KWD will replace all residential water meters with the Sensus iPERL™. KWD chose the FlexNet™ communications network to improve operational efficiency, as well as for customer service benefits such as leak detection.



Indiana University Selects FlexNet™ from Team EJP

Indiana University has chosen the Sensus FlexNet™ Advanced Metering Infrastructure (AMI) System for its fixed-base meter reading system for water, gas, electric, and condensate meters. Installation began in 2011 and is ongoing through 2012. Indiana University is a longtime customer of Sensus and Team EJP and was using Sensus RadioRead technology prior to this upgrade to the Sensus FlexNet™ AMI. The need for more efficient use of existing manpower helped justify the move from a "walk by" reading system to the fixed-base meter reading system enabling the staff at Indiana University to retrieve meter reads from the four utility services without leaving their office. Team EJP was selected as the sole provider for utility meter products for Indiana University.

According to Lee Walters, manager of Utility Information Group, the Sensus FlexNet™ AMI system is providing the data the university needs in real time without requiring someone to drive out to a building, gain access, read the meter and drive back or at best

communicate the reading by radio to the inquiring staff member at Indiana University. There are many demands from various departments for meter data, and this system allows them to deliver more accurate information in a timely manner to process those requests.

Special thanks to Don Goodwin of Indiana University and Dan Hilton of Team EJP for all of their hard work on this large project.



Some of the new FlexNet™ meters already installed.

United Way of Kennebec Valley Honors Peter Prescott at Annual Meeting

The United Way of Kennebec Valley held its Annual Meeting on February 10 at the Senator Inn in Augusta. This meeting served as a transition ceremony for members of the board as well as the board chair. But the theme of the meeting was the Day of Caring program and its impact on the Kennebec Valley.

Students from three of the participating schools (Winthrop High School, Monmouth Academy, and Farrington Elementary) shared sentiments on the program and how it has influenced their daily lives. Their stories drove home the importance of the program.

Tied into the theme of the Day of Caring was the presentation of the Norm Temple Community Volunteer Award. A recipient of this annual award demonstrates superior community involvement.

The 2011 award went to Peter Prescott of E.J. Prescott and Norm Elvin of G & E Roofing. The support of these two men makes the Day of Caring not only a successful program but one that continues to grow.

Their support in the various aspects of this program is greatly appreciated and is a partnership we hope to continue to strengthen in the coming years. Thank you, Peter and Norm, for all you do for the Day of Caring and for United Way.



Norm Elvin (left) of G & E Roofing and Peter Prescott of E.J. Prescott were honored by United Way of Kennebec Valley at its Annual Meeting on February 10.

Pete Hanrahan Re-elected as President Of Northeast IECA Chapter

Team EJP's Pete Hanrahan has been re-elected to a third one-year term as president of the Northeast Chapter of the International Erosion Control Association (IECA). The regional chapter of the association includes all members from the six New England states and New York.

Pete, who serves as Team EJP's Erosion Control and Geoproducts Manager, has more than 33 years of industry experience and was re-elected at the chapter's annual conference in Natick, MA, on December 1, 2011. Under Pete's leadership, the chapter's annual conference

set an attendance record in 2010 at Concord, NH, and then exceeded that total at Natick in 2011.

Pete, who has been active in the IECA for more than 15 years, presented a full-day workshop on Job Site Sediment Control at the parent organization's annual conference in Las Vegas, NV, on Sunday, February 26, 2012.



International Erosion Control Association

Cape Cod Erosion Project

Team EJP provided materials for one of the largest coastal erosion control projects ever executed on Cape Cod. The New Seabury, MA, installation was constructed by C. F. Briggs Marine Construction of Marion, MA. Wave energy from Nantucket Sound had caused significant erosion to sandy bluffs there. To protect the 250-foot-long bluff, a 20-foot wall was constructed, utilizing a combination of coir fiber matting, coir fiber logs, woven geotextile fabric and wire mesh. The project was designed by the Woods Hole Group of East Falmouth, MA, with Tara French of the Woods Hole Group serving as Project Manager.



T.E.A.M. Health Successes

Since we started T.E.A.M. Health a year ago, our employees have seen the benefits of making small, consistently manageable changes to their lifestyles, yielding long-term health benefits.

In 2011, we offered two healthcoaching sessions to all employees to help them set personal health and wellness goals. We also had a physical activity campaign, a fruits and veggies campaign, and a weight management campaign heading into the 2011 holiday season. In excess of 400 pounds were lost collectively by Team EJP!

We recently published the second edition of our special newsletter called "Wellness Warriors" that recognized six employees. They were recognized for their personal achievements and ability to lead their coworkers in the direction of better health. They have reported weight loss of over 220 pounds, collectively, through the use of proper nutrition and exercise, cutting back on unhealthy sugars and fats, drinking a lot more water, snacking in healthy ways, and utilizing good old-fashioned hard work and determination. One participant quit smoking, cold turkey, as a result of setting his personal goals and getting them on paper during a coaching session.

Reality teaches us that life has a way of throwing all of us curveballs. EJP is slowly building a toolbox with strategies for dealing with the obstacles that life presents. What makes EJP special and more successful is

their enduring team approach to all that gets done. The environment supports the success of each individual.

Please congratulate the Wellness Warriors:

Dana Pelletier, Home Office
Todd Bean, Keene, NH
Jason Brown, Middleton, MA
Glen Townsend, Barre, VT
Ray Morang, Home Office
Bill Torres, Round Lake, NY

TEAM EJP TREK ACROSS MAINE FOR A SECOND YEAR

Team EJP is happy to announce that it will participate in the Trek Across Maine for the second year in a row. Last year all team members completed the 180 mile bike trek over 3 days during Father's Day weekend.

We would like to invite family, friends, and coworkers who have an interest in the ride to join our team. **Please contact Captain William Terry with any questions at 800-873-3292.** Thank you!

Let's go Team EJP!!

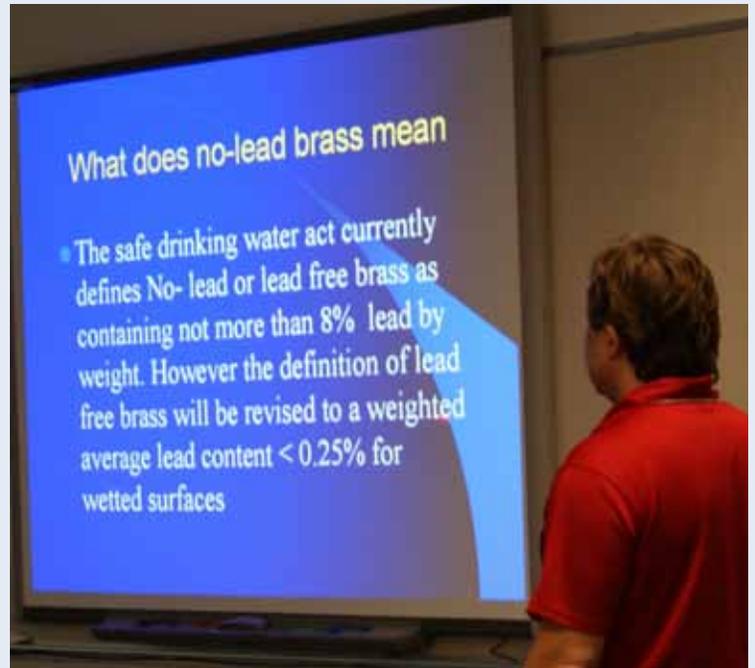
Trenchless in Vermont with Snap-Tite Culvert Lining

Last year Team EJP added Snap-Tite for a no-dig solution to rehabilitate failing metal and concrete culverts. Snap-Tite lines the existing culvert with high-density polyethylene (HDPE) and fills the annular space and any voids between the roadway and culvert with a low-density cellular grout. Most of the work can be done off the roadway without any disruption to traffic. With Snap-Tite, we can line culverts from 8 inches to 84 inches and with Team PPF (Plastic Pipe Fabrication), we have the expertise for your next culvert rehabilitation project.

Team EJP Vermont, Team PPF, and Brian Zagrodny (our regional Snap-Tite manager) recently worked with two of our customers to reline failing metal culverts. Daniels Construction from Ascutney, VT, worked with us to line 160 linear feet of 12-inch corrugated metal pipe with a 10-inch Snap-Tite liner at the Farnum Dam in Peru, VT. We also worked with Sanderson Contracting from Ludlow, VT, to line 74 linear feet of 66-inch corrugated metal pipe with 63-inch Snap-Tite liner on the Trailside Road on Okemo Mountain.



Team EJP Seminar at Hudson Valley Water Works Conference



It's becoming a tradition! For the third year in a row, the Hudson Valley Water Works Conference teamed up with Team EJP's Round Lake Division to provide a daylong training seminar for water professionals. This was held again at the modern IBEW training facility in Harriman, NY, on November 17, 2011. This year saw record-breaking attendance with over 150 attendees, including the faculty from Team EJP. This has become the annual event for the Water Works Conference.

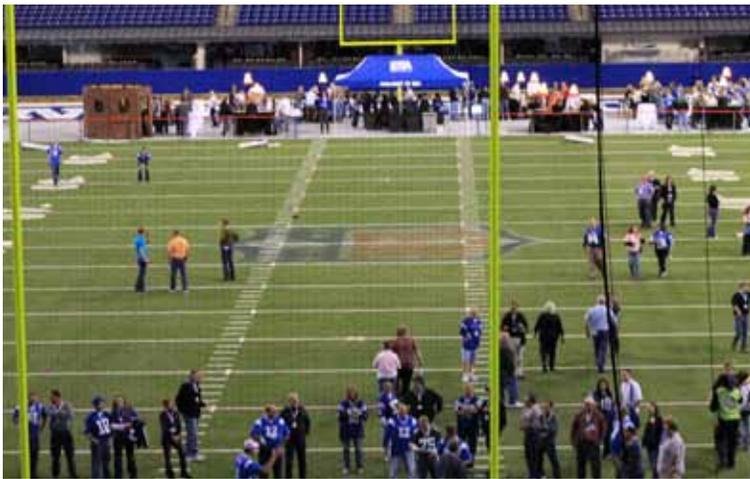
Modeled after the popular E.J. Prescott "Know H₂O" seminars, this event combines keynote addresses with round-robin mini-seminars. The attendees are first offered presentations of wide interest, such as the value of water, industry trends, or worker safety. The audience then is broken into six smaller groups to allow attendees to focus on topics of their choosing.

This event was certified to provide six professional engineering credit hours and five water operator hours for continuing education!

Team EJP and Sensus Take to the Field!

Team EJP and Sensus held their 18th annual AMR Dinner during the 2012 Indiana Section AWWA Conference. This year's dinner was held at Lucas Oil Stadium in downtown Indianapolis. After having dinner in the Quarterback Suite, everyone was sent to the field for

casino games, a field goal kicking contest, and tours of the stadium. After the events were over on the field, we all returned to the Quarterback Suite for casino prizes and the field goal kicking contest awards. We all had a ball!! Thanks to everyone for attending.



Team EJP and Sensus welcomed customers to Lucas Oil Stadium at an AMR Dinner during the 2012 Indiana Section AWWA Conference. Lucas Oil Stadium is home to the NFL's Indianapolis Colts.



Emergencies: Part of What We Do

A recent article in the Central Maine-based newspaper *The Morning Sentinel* was headlined "Water Work a Tough Task." Truer words have not been spoken. This article featured Tom Holt of Farmington Water, Rick Knowlton of Maine Water Company, Jeff Lacasse of Kennebec Water, and Brian Tarbuck of the Greater Augusta Utility District.

Throughout the article they discussed aging infrastructure along with various emergencies and water main breaks. Like the title of the articles said "Water Work a Tough Task." We are proud to be involved from time to time in some of those tough tasks, mainly emergencies.

In recent after hours calls that we tracked, we have an **average response time of 25 minutes**. The

emergencies range across many states and towns, including Cumberland, RI; Miamisburg, OH; Lafayette, IN; Round Lake, NY; Freeport, ME; Fort Wayne, IN; Indianapolis, IN. Many of these calls have been received on Friday, Saturday, or Sunday nights. In one case we received a call at 3:02 am on a Saturday, and we responded by 3:17 am. Like the article said, "Water Work a Tough Task."

Thank you to those companies that called on us during their tough times. We don't like emergencies any more than the next guy. They cost money, create safety concerns, and often come with loss of service. However, since 1955, it has been a part of our business. Do not hesitate to call day or night, weekday or weekend. It's what we do, and it's rewarding to be helpful.

Team EJP's 2012 Managers' Meeting

Team E.J. Prescott's management team held its Annual Meeting in March of this year at company headquarters in Gardiner, ME. The group meets annually to review progress and also to discuss plans for the future.

This spring the format was adjusted slightly, and the company invited a small group of vendor partners to participate in joint planning sessions with its managers. The vendors participating included Sensus, American

Flow Control, Blue Earth Labs, Snap-Tite, and SIP Industries. Presentations were made by both EJP management and our vendor partners, with an emphasis on education, teamwork and superior customer service.

Team E. J. Prescott's first priority has always been serving the needs of its customers, and our vendor partners play a significant role in that commitment to service.



There was much to celebrate at this year's Managers' Meeting



Congratulations Award Winners!

SAFETY AWARDS

Store of the Year

Bangor, ME, Wally Martin and Jason Chadwick

Division of the Year

Lafayette, IN, Mike Force

Sister Company of the Year

MBS, Concord, NH, Rod Dubois

ANNUAL AWARDS

Division of the Year

Montpelier, VT, Bob Woods

Store of the Year

So. Burlington, VT, Bob Woods

Sister Company of the Year

PPF (Plastic Pipe Fabrication), Gardiner, ME, Kevin McCurdy

SPECIAL RECOGNITION AWARDS

Blue Award (tie this year)

W. Indy, IN, Jeff Bricker; and Jeffersonville, IN, Mark Huelson

Jim Doherty Stand-up Award

Vermont, Bob Woods

LEAD-FREE DEADLINE FAST APPROACHING

The Reduction of Lead in Drinking Water Act takes effect on January 1, 2014. This new law is having a profound impact on the use of waterworks brass in the drinking water industry. This amendment to the Clean Drinking Water Act will reduce the allowable lead content in any brass products that touch the wetted surfaces in potable drinking water systems. The reduction in lead content is very dramatic, from levels as high as 8% down to 0.25%.

Team EJP, a leading supplier of waterworks brass products, stands ready to help you put a plan in place to go lead free well in advance of the 2014 deadline.

Solid planning will help ensure a smooth transition!
1-800-EJP-24HR (1-800-357-2447)

Team EJP is committed to help our customers. We are committed to be lead free April 2012.



Mural Contest Results

While the Mural Contest brought hours of fun and interest in our Maine animals to many of our loyal readers, we have no grand prize winner. Several guessed many, a few guessed most, but none guessed all. If you would like a list of all of the animals please e-mail us at: muralcontest@ejprescott.com.

We will be sending out thank you letters to those of you that "came close." For the few that got "real close" we will be sending you something as well.

Thank you to all that joined in the fun. If you get a chance stop by and see our mural in our corporate office.



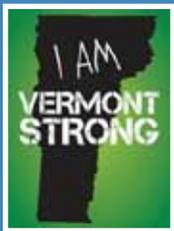
Looking for a Few Good Recruits!

The University of Prescott is a comprehensive training program ideal for high school graduates, college students and graduates, trade school graduates, as well as anyone looking to change careers. The 2-year program puts you on the job to learn from the best in the business. You will travel, you will try new things, you will learn learn learn! You will spend time with each part of the company and you will also get a paycheck!

To apply or to get more information, please contact:

Bryan Flagg
bryan.flagg@ejprescott.com
207-582-1851

Thank You to the Heroes of Hurricane Irene



Vermont was one of the hardest hit states by Hurricane Irene. Team EJP Vermont would like to say "Thank You" to all the men and women who helped and continue to help in the recovery—from our National Guard to our neighboring states and our families, friends, and neighbors.



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