

## Value Added Services™ (V.A.S.)

Value Added Services™ (V.A.S.) is an EJP program developed specifically for underground utility contractors, water and sewer utilities and municipalities that reduces the amount of inventory on hand and at the same time provides assurance that inventory will be there when needed, including products for emergency situations. Major benefits of this program are improved cash reserves and more free space in your shop and yard. The highlights of an EJP, V.A.S. program are listed below:

1. Reduces the amount of “on-shelf” inventory you need to maintain.
2. Assists customer with removal of unwanted and obsolete inventory.
3. Provides full credit for previously purchased EJP inventory returned in good condition.
4. Improves cash reserves — cash not used for “on-shelf” inventory is available for more pressing needs.
5. Expands available work area with less “on-shelf” inventory.
6. Establishes mutually agreed upon inventory levels and reorder points.
7. Provides “on-shelf” emergency inventory within a specified time.
8. Specifies a delivery schedule — materials are delivered when you need them.
9. We will string pipe for your jobs or projects.
10. We will provide inventory year end data to assist you with your PUC reporting.
11. Automates your inventory system.
12. Provides hands-on training of your utility personnel on computer software programs.
13. Guarantees competitive pricing, making it easier for your utility to live within its budget.
14. Gives direct access to EJP’s and other V.A.S. customers’ inventories.
15. We will provide a 10 year warranty at replacement cost.
16. We will provide one week’s use of leak auditing equipment at no charge.
17. We will provide, free of charge, one 10 hour OSHA construction course a year.
18. We will provide a rebate program credit that you can take anytime.
18. Guarantees 24-hour emergency service — 365 days a year.
19. Provides a consignment inventory for pre-qualified clients.
20. Includes inventory costing and tracking reports

Call your local Team EJP sales office today to schedule an appointment with one of our sales representatives. We can explain this program in depth and answer any questions you may have.

# Value Added Services Q-2

# Value Added Services™

## Meet A Few Of Our V.A.S. Customers



“Value Added Service is exactly what it says. It adds value to our day to day business and the success of our company.”

*Mike White  
White Brothers  
Westbrook, ME  
VAS customer since 2002*



“The Auburn Water District’s *Value Added Services* partnership with E.J. Prescott has resulted in the District being able to reduce inventory levels from \$130,953 to \$58,993, a 55% decrease in nineteen months. This partnership has improved the District’s ability to effectively track inventory, reduce inventory space needs and have a reliable service available to acquire items required for emergency needs. Best of all, the District has benefited by getting quality materials at the best price possible.”

*Normand R. Lamie, P.E., General Manager  
Auburn Water & Sewerage Districts  
Auburn, Maine  
VAS customer since 1994*



“By adding EJP’s VAS program to our inventory tracking, we have been able to lower some levels and still keep enough stock on hand to deal with whatever needs arise. When our inventory levels go below the predetermined levels, EJP will replenish what is needed to our stock.”

*Steven Milliard, Superintendent  
Mars Hill, Maine Utility District  
Mars Hill & Blaine Water Co.  
VAS customer since 2006*



“Inventory management, emergency service, product guarantee, and dependable service makes it worthwhile.”

*Mike Lynch, Public Works Director  
Durham Public Works, Durham, NH  
VAS customer since 2007*

# Value Added Services Q-3

# Value Added Services™



“In today’s workplace with more demand for instantaneous service with a smaller workforce – Value Added Service from E J Prescott is definitely the one tool that allows us to save money and time as well as providing quality service to all our customers.”

*Denis Charest Inventory Manager  
City of Lewiston  
Lewiston, Maine  
VAS customer since 2003*



“I like the simplicity of the *Value Added Services* inventory program. I enjoy the security of having repair materials on hand and knowing that EJP is always available to help with an emergency or routine maintenance. I like having more control over inventory cost and not having to check with other suppliers for lowest cost. EJP has either been at or below the competition.”

*Ron Gray, Superintendent  
Lincoln Water District  
Lincoln, Maine  
VAS customer since 1998*



“Becoming a Value Added Service customer was a great move for Sugarloaf Water. We get what we want, when we want it.”

*Dave (Goat) Beaudoin,  
Superintendent  
Sugarloaf Water  
Sugarloaf, Maine  
VAS customer since 2005*



“The VAS program has helped us minimize our inventory and work more efficient. We know there is quality material being put in the ground as well.”

*Jim Foster, Superintendent  
Gray Water District  
Gray, Maine  
VAS customer since 2002*



## Value Added Services Q-4

# Value Added Services™



“Through my weekly contacts with representatives from E.J. Prescott, I know my problems are their priority. Their on-time deliveries lets me know they value my business.”

*Melody A. Esterberg, PE  
Public Works Director  
Rochester Public Water  
Rochester, N.H.  
VAS customer since 1995*



“E.J. Prescott’s Value Added Services saves me time which means I’m more productive.”

*Lisa Clark, Office Manager  
Rochester Public Water  
Rochester, N.H.  
VAS customer since 1995*



“We are the only town in the USA that will be self sufficient and Value Added Service is helping us get there.”

*Joe Bilyea, Superintendent  
Reynolds, Indiana  
VAS customer since 2006*

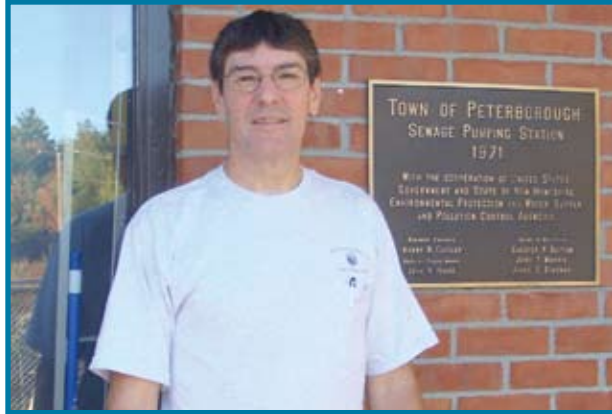


“VAS (Value Added Service) has allowed Rollingsford Water and Sewer to manage its inventory more effectively, reducing the need to stock more product than is needed.

*Jack Hladick, Superintendent  
Rollingsford Water & Sewer  
Rollingsford, NH  
VAS customer since 2006*

# Value Added Services Q-5

# Value Added Services™



“Working with EJP’s VAS system has been a time-saver, a money-saver, and on a few occasions, a life-saver. VAS works great for us!”

*Steve Rheau, Superintendent  
Peterborough Water  
Peterborough, NH  
VAS customer since 2001*



“We were at a point where we had more inventory than space. With EJP’s help and their VAS system we now have all the space we will ever need.”

*Jon Ziegler, Superintendent  
Boothbay Region Water District  
Boothbay, Maine  
VAS customer since 2005*



“We have been able to lower our inventory costs through the *Value Added Services* program. We stock less materials because we receive regular shipments of stocked items as needed. When our inventory levels go below the predetermined amount, EJP ships what we need to replenish our stock.”

*Jim Russell, Superintendent  
Danville Water Department  
Danville, Ind.  
VAS customer since 1997*



“Consistent pricing and inventory practices make our projects more profitable.”

*Steve Gregory Jr.  
Steve Gregory III  
Rock Hill Contracting  
Deerfield, NH  
VAS customer 2007*



“we are very pleased with the outstanding service, especially during an emergency...”

*Bill Willey, Superintendent  
Linclon Water Department  
Lincoln, NH  
VAS customer since 2007*

