

PEPtalk

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West Indy open house is a winner

The entire West Indy office would like to thank all the customers and vendors who made their annual racing open house a great success. The turn out was great, the food was fantastic and everyone enjoyed getting an up close look at Team EJP Racing's stock pick-up truck. Special thanks to Eric Jones of Team EJP Racing for his much appreciated support.



Customers admire the fastest truck in the West Indy fleet.



West Indy upgrades its Service Department

Every EJP division is constantly seeking new ways to better serve their customers and West Indy has found one by adding a data logger to its inventory of service equipment. When hooked up to a fusion machine, the data logger records temperature, pressure and cool down time so that inspectors have a written record of exactly what happened on the job. Little things really do mean a lot and we salute West Indy for consistently putting their customers first.

Invensys technology and EJP service really measure up for Raymond, NH

Despite the fact that a problem had yet to be reported, the Town of Raymond, NH is "abandoning" a relatively new ABB metering program and converting to EJP/Invensys, including the replacement of all components with an Invensys electronic read system.

Why? For DPW Director Dennis McCarthy, the answer is simple: "Service and support are most important to us. We have tried other vendors, but



always return to EJP because of their service to us. They have the products and the support personnel to take care of us. They answer questions and solve problems when they arise."

We never underestimate the importance of 'service after the sale' and this is one instance where taking good care of the customer really paid off. Thanks for the business and the kind words, Dennis!

Total 'Team' effort underway in Middletown, IN

Changing out ninety 3"-6" compound meters is a challenging job. Add in the fact that most of the meters are located in basements, vaults, closets and under stairs and you've got a situation that requires a real team effort. That's just what West Carrolton is getting with some much appreciated service assistance provided by Lima and West Indy. All but 15 of the meters were purchased through the Invensys MMP program and thanks to hard work on the sales front and team work on the service end, this project is due to be completed in December.

“Big” News from PAMREX and Quality Water Products

Quality Water Products is now carrying the PAMREX Ductile Iron manhole frame and cover in a new larger size with a 32” opening. This unit features an ergonomic hinge design and lightweight 153 lb. lid, which makes accessing the manhole a true one-man (or woman) job. The unprecedented operational convenience of this casting is exceeded only by its safety. As with all other PAMREX castings, this model offers a 360° rubber gasketed seating area to eliminate rattling and infiltration. There is also a new rubber plug in the hinge area to further prevent the inflow of surface water into the manhole.

Contact Quality Water Products at 800/288-4668 for more information or to set up a demonstration.



Rochester, NH expects excellence – EJP set to deliver

The City of Rochester is known for its stringent vendor requirements and its recent RFQ for a new materials supplier was no exception. The specifications were exact in both what the City expected for products and services, including the following (to name a few):

- Deliveries must be made weekly on a designated week-day
- A company representative must visit the City weekly
- There must be 24/7 emergency service available with a response time of 2 hours.

After careful consideration of all vendor responses and evaluation of their past performance, the City of Rochester awarded the 3 year contract to the supplier they felt could best meet their high expectations – Team EJP.

Congratulations to all who participated in winning this contract on a job well done – now, the real work begins and we have every confidence that Rochester’s lofty standards will be handily met.

Quality Water Products Introduces the Telescoping Top Riser for 2 – 1/2” Service Boxes

Thanks to Quality Water Products new Service Box Top Riser, you will never need to dig a service box top when it is necessary to re-grade the roadway. This new SBTR works in either slide or screw type boxes. The riser is available with a minimum height adjustment of 1” and is offered in both a 12” or 24” length version. It also comes complete with its own cover with bolt as well as a dirt shield to prevent debris from falling into the box.

Call QWP for more information!



Team EJP Barre and Munson Earthmoving – a winning combination

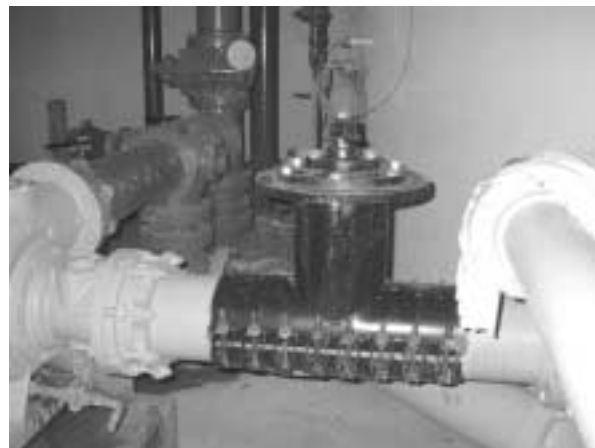


EJP Marketing Rep Dave Harris and Munson Superintendent Jerry Jewett celebrate another job well done.

The Northend Sewer Extension in St. Albans, VT was the latest project successfully completed by the tandem of Team EJP Barre and Munson Earthmoving of South Burlington, VT. Details of this job include 4,680’ of 8” pipe for the gravity sewer and 5,180’ of 6” DR 18 for the Force Main. A job well done!

Excellence on tap: Pembroke, NY completes two major valve insertion jobs

Don Bush, Kenny Longfellow and “Buffalo” Bob Gingerich were the go-to-guys on two significant valve insertions for The Village of Franklinville, NY and the Town of Canadea, NY’s Waste Water Treatment Plant. Both projects were performed under pressure with no interruption of service and the photographs provide proof of two jobs exceptionally well done. Great work, guys.



Photos above: Valve insertions for the village of Franklinville, NY. “Buffalo” Bob Gingerich is above right. Photo at right: Valve insertion for the town of Canadea, NY’s Waste Water Treatment Plant.

INSIDE EJP



Team EJP Pembroke goes the extra three and a half miles for the Town of Erwin

Congratulations to Pembroke, NY on the successful delivery of 18,000 feet (nearly 3.5 miles) of 14" American DIP for the extension of the Town of Erwin's Water System. The extension, which was contracted by W&D Smith & Sons Construction of Whitney Point, NY, will provide better pressure and volume to the Erwin Industrial Park where Corning, Inc. will be opening a new Diesel Ceramics Plant. Kudos to EJP Marketing Rep Truman Ayers for bringing in this most impressive sale.



Below, left to right: Larry Smith, Hunt Engineers; Adam Smith, W&D Smith & Sons Construction; Elwyn Terwilliger, Town of Erwin W&S Superintendent.



Twenty join Team EJP

Twenty people joined ten divisions this summer. *A warm welcome to:*

Benjamin R. Pelletier Gardiner, ME - Yard
Roberta J. Couture Home Office, ME - Accounting
Calvin A. Hummel Lafayette, IN - Yard
Steve D. Creps Lima, OH - Eng. & Marketing
Joshua L. Taylor Lima, OH - Yard
John Lynch, Jr. Lincoln - Mach. Shop
Gerald I. Green MBS, NH - Installers
Brian J. McMahan MBS, NH - Installers
Timothy Egan MBS, NH - Installers
Ronald R. Burnham, Jr. MBS, NH - Meter Shop

Robert I. Bowers Montpelier, VT - Delivery
Mark Edward Grady Round Lake, NY - Eng. & Marketing
Joseph A. Fiamoncini Round Lake, NY - Outside Sales
Thomas P. Higgins Round Lake, NY - Outside Sales
Barry M. Sperat Round Lake, NY - Outside Sales
Martin Zutter Vernon, CT - Delivery
Scott P. MacDonald Vernon, CT - Yard
Randall L. Azbill West Carrollton, - Eng. & Marketing
Randall H. Jorgensen West Carrollton, - Eng. & Marketing
David A. Bailey West Carrollton, OH - Delivery